

# air cargo update

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**Majid Barzanji**  
Chairman & Co-founder, MATEEN Express

### The Lounge



**Lionel van der Walt**  
President & CEO  
PayCargo



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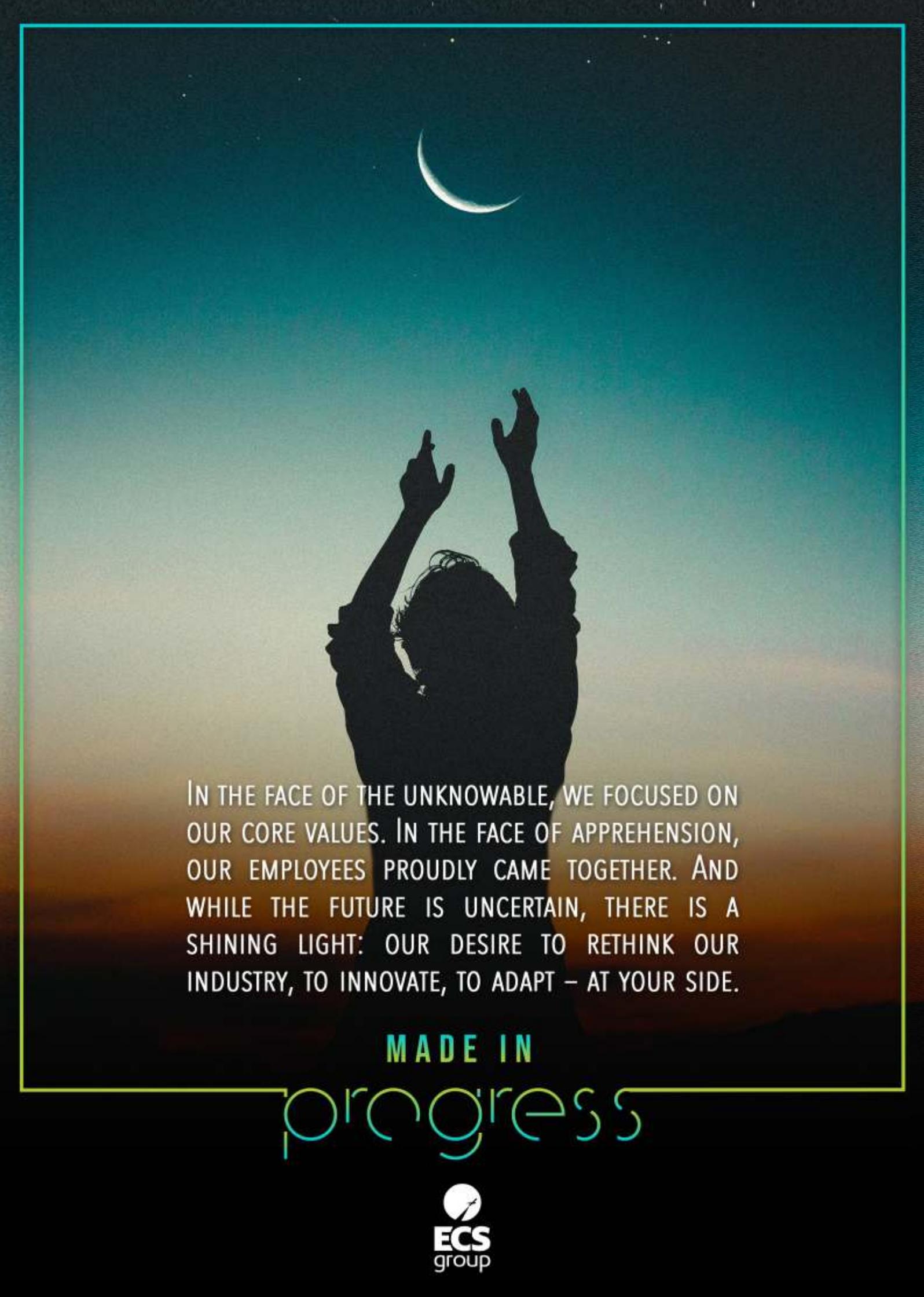


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## A turning point

The Coronavirus pandemic has brought about tragic consequences on many lives, businesses and economies. It has also exposed our vulnerabilities in healthcare and other sectors that now mandates new tools and thinking to build resiliency to better prepare for the unexpected.

The pandemic has also brought about many new business practices and how people live in general in the so-called new normal where everyone must constantly observe social distancing and proper hygiene and wear masks.

While the air cargo industry continues to rise over the challenges brought about by the pandemic, it too has its own issues that must be dealt with to keep pace with the changing times.

Foremost of which deals with digitalization. While the industry accounts for one-third of global trade, a significant number of major players globally are still far behind when it comes to digitalization and other technologies. Investing in tech projects may be one of their goals but having the resources to invest on it is another issue.

In this edition, we'll share insights from Eng. Majid Saidgul Babasheikh Barzanji, Founder and Executive Director of MATEEN Express, a pioneering logistics company in Iraq. He believes the pandemic has proven that the air cargo industry in general is robust and agile, adapting to situations quickly and creatively.

But as the industry's activities correspond to global economic trends, it still must aim for improvements and optimization.

On **The Lounge**, we have the President and CEO of the Americas for PayCargo, a leading global fintech company, who believes digital solutions will change the industry's future business landscape.

The maintenance, repair and overhaul (MRO) industry is another front embracing technology. Some MRO companies have resorted to virtual inspection of aircraft to do their work. Still some are being kept busy with many airlines opting to have their grounded planes checked and maintained for safety.

These and more in this edition of **Air Cargo Update**. Change is inevitable.

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

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An aerial view of the Zhukovsky International Airport cargo complex. The image shows several large cargo planes on the tarmac, including a DHL plane and a FedEx plane. There are also smaller cargo planes and ground service equipment. The airport buildings and runways are visible in the background.

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## Movies with his daughters, a walk with his wife, rugby and books for this busy CEO

Change is the only thing constant in this world. The faster we embrace it, the better we adapt and flow seamlessly.

Lionel van der Walt knows this fully well as he constantly travels and live in different continents throughout his more than 20 years of international executive leadership career mainly in the air cargo industry.

The President and CEO of the Americas for PayCargo, a leading global fintech firm in the industry, was born in South Africa and spent the early part of his career in the South African Air Force. Following this, he spent more than a decade with the International Air Transport Association (IATA), where he held various leadership roles based out of South Africa, Spain and the United States, including as President of Cargo Network Services Corp. (CNS), IATA's US cargo subsidiary.

Post CNS, he served as CEO at the International Institute of Building Enclosure Consultants (IIBEC) and also served as a member of PayCargo's Board of Directors.

The Coronavirus pandemic has pushed digitalization to become more relevant, particularly in the digital freight payment platform like PayCargo, and van der Walt believes change is coming to the entire industry soon.

"Digital solutions are vital as the global cargo and shipping supply chain has had to rethink the way it does business in response to the COVID-19 pandemic, with the majority of employees now working remotely and demand soaring for a reliable online freight payment platform solution such as PayCargo's," said van der Walt, who holds an MBA in Strategy and General Management from Milpark Business School in South Africa.

"This pandemic has proven to be a catalyst for the faster adoption of online payment solutions that are safer, more secure, fast and transparent," added van der Walt. "As social distancing has become the global policy to halt the spread of COVID-19, it is clear how unsuitable using cash, checks, vouchers and traditional POS terminals are and shows the value of digital payments."

With so little time left for himself and his family due to work, van der Walt makes it a point to do simple but meaningful things with his loved ones.

"I don't have much spare time," says van der Walt, "but when I do, I prefer spending quality time with my family, a movie with my daughters, a walk with my wife, or a fun family outing. I also enjoy reading non-fiction books, anything that I can learn from, such as biographies and history, as well as watching



documentaries. As an international family, we love to travel and value meaningful shared experiences."

This CEO is also into rugby and serves as a Clayton Youth Rugby Board member, a cause-oriented group in the US which PayCargo sponsors.

"My favorite sport is rugby. That should not be a surprise considering that I grew up in South Africa where rugby is a national past time and the majority of South Africans are ardent Springbok supporters," he shared. "It is a wonderful opportunity and privilege to combine my passion for the sport with a great cause such as youth development."

Van der Walt says staying connected all the time with family, friends and colleagues and to the rest of the world is something he can't live without. Personally, this means keeping up with them through Zoom, Facetime, WhatsApp, among other apps, having access to information and the ability to purchase any item or service online from the comfort of his home.

This CEO who never takes anything for granted says, "I constantly remind myself that today's success and good fortune are not guaranteed tomorrow, and firmly believe that complacency and arrogance are two of the most dangerous traits both in business and in our personal lives."

"This drives me to always try and be as humble as possible irrespective of the situation and to always look for opportunities that stretch me beyond my comfort zone to achieve personal growth and success."

# CHAPTER 1

# THE 1 MILLION PROJECT



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## Magnetic MRO conducts first virtual aircraft inspection as part of 'new normal'



**ESTONIA:** Adopting to the “new normal”, Magnetic MRO announced it has recently completed its first virtual inspection of an aircraft as part of a pre-lease preparation.

Magnetic MRO, a total technical care and asset management company, explained virtual inspection of an aircraft will now be a common practice as the world continues to fight off the Coronavirus pandemic limiting mobility globally.

The company said with many countries still on lockdown or having restricted mobility, the aviation industry, MRO in particular, must adopt innovative solutions to execute its functions. With which, its engineering department made the inspection virtually both the airframe and interior of an aircraft.

“The challenges that the industry is facing can be tackled and solved by adopting digital solutions – and aviation industry should be at the forefront of using innovative solutions instead of being blinded by the routine. We should focus on the ultimate goal and finding new ways to work. That’s what Magnetic MRO does best. This virtual inspection is just an example of how innovative yet simple approach can help to continue operations even in times like these,” said Tõnno Toompuu, Engineering Manager at Magnetic MRO.

During the virtual inspection, MRO Magnetic said a structured file system was implemented, allowing a potential customer to efficiently locate and analyze any of the aircraft's section without being physically there.

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## Cargolux and Unilode broadens partnership



**LUXEMBOURG:** Cargolux Airlines International and Unilode Aviation Solutions said they are broadening their partnership by incorporating digitalization process at all warehouses operated by the cargo carrier.

Unilode currently provides ULDs and related repair and maintenance services to Cargolux Airlines apart from equipping its units with Bluetooth tracking tags. The new partnership agreement means Unilode is also installing Bluetooth readers at all Cargolux operated warehouses.

Once these readers are installed, there will be digital visibility over ULDs offering further transparency and enhanced tracking for shipments through the interoperability of the reader infrastructure, explained Cargolux, noting that these integrated and smart systems will render the handling process smoother and more efficient.

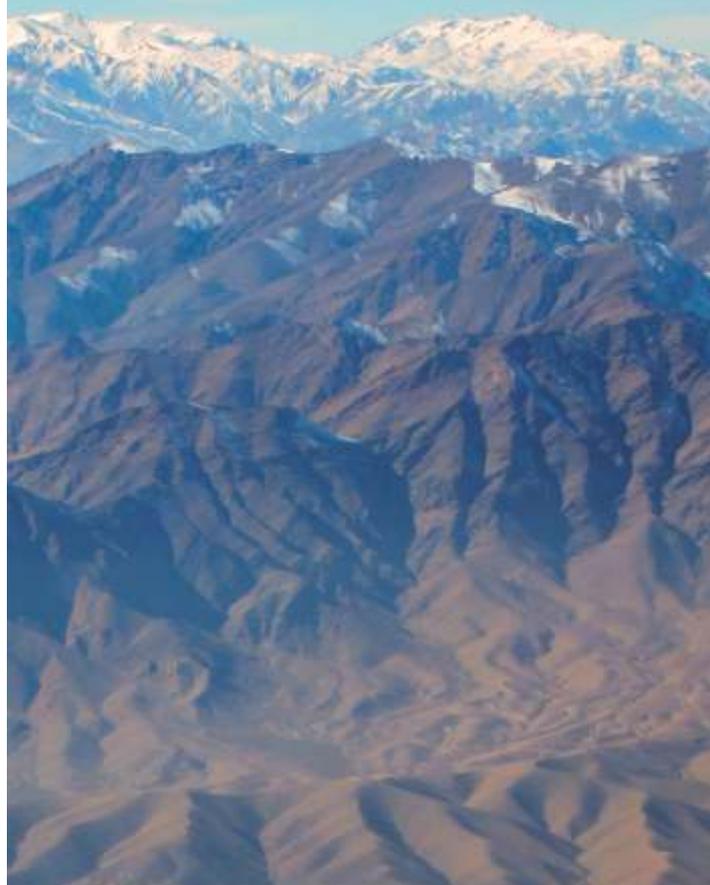
"Cargolux has grown significantly since starting its partnership with Unilode over 10 years ago, and Unilode has proven its ability to flexibly adjust our ULD requirements in line with our customers' cargo demand. More importantly, Unilode's investment into digitalization will benefit the value chain, and especially the cumbersome and time-consuming work done by ground handlers and freight forwarders to manually list and count single ULD references via numerous message and email exchanges will drastically be reduced. This is fundamental to further improve the efficiency of ULD processing," said Franco Nanna, Cargolux's Director Global Logistics Services.

Cargolux said this innovative approach will serve to optimize processes in the distribution chain and contribute to the smooth movement of shipments from origin to destination, and is a great step forward when it comes to digitalization and performance in the air cargo industry.

"Cargolux is one of the largest cargo airlines in the world and we are proud that Unilode will continue to contribute to its growth and success with the supply of operation-critical containers and pallets during the term of our extended agreement. Digitalisation will add further value to our strategic ULD management partnership and Unilode's digital ULDs will be able to provide significant benefits to Cargolux and its customers in the global supply chain, especially due to the location and temperature monitoring features of our digital assets. We look forward to our continued successful partnership," said Benoît Dumont, Unilode CEO.

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## Over 3.5 billion masks, tons of pharma processed via Frankfurt Airport

About 50 airlines converted passenger planes to all-cargo flights as demand peaks but officials say much needs to be done to make the industry stronger



**FRANKFURT:** Lufthansa Cargo and other airlines have so far transported via Frankfurt Airport more than 3.5 billion masks, other protective and medical equipment as well as tons of pharmaceuticals for Germany and the entire European market since the Coronavirus pandemic induced lockdowns came about in mid-March.

Harald Gloy, the Chairman of the Board of the Air Cargo Community Frankfurt e.V. and Board Member of Lufthansa Cargo AG, said the need for vital medical supplies and equipment kept the air cargo industry busy, especially those operating at Frankfurt Airport, Europe's leading air cargo hub.

***“3.5 billion respiratory protection masks and other protective equipment in 22,000 shipments plus medical equipment and pharmaceuticals as well as urgently required industrial goods, post, packages and food for the German and European markets. That sums up air cargo in Frankfurt since the worldwide lockdown due to the SARS-CoV19-pandemic in mid-March,” said Gloy whose group represents over 50 airlines, forwarding agents, ground handling companies, airport operators and service providers.***

Gloy said Frankfurt's central position, its good motorway links, in addition to having Europe's largest handling capacity for perishables and chilled goods, a cutting-edge animal station, a wide variety of forwarding agents and authorities on site as well as industry and trade customers in the surrounding area, made it an ideal center to transport vital supplies during the pandemic.

“When supply chains break down in times of crisis, only air cargo has the ability to link industry and trade on intercontinental markets within hours. Air cargo is therefore of systemic relevance to Germany as an exporting country, but also for Europe as a whole,” said Gloy.

Michael Müller, Board member of the Air Cargo Community and Executive Director Labor Relations and member of the Executive Board of Fraport AG, said the demand for air cargo remains high that it prompted about 50 airlines operating at Frankfurt Airport to convert passenger aircraft to so-called “Freighter” planes though they are more difficult to load and unload due to its limited space and narrow doors.

“Demand for cargo capacities remains high. With the slump in passenger traffic, the option for loading additional cargo on these aircraft has disappeared. That's why around 50 airlines in Frankfurt are now using passenger aircraft just for cargo transport,” he said.

### ***Challenges still abound***

Though the air cargo industry is experiencing new highs amid the world's ongoing fight against the pandemic, officials believe much needs to be done to make it stronger and more efficient.

This include intensifying on a wider scale digitalization and the use of other technologies to speed-up the process.

Patrik Tschirch, Managing Director of the cargo handling company LUG and also a Board member of the Community, said as a result of the shift towards an enormous import volume and the almost complete elimination of transfer cargo, flexible cooperation between the partners involved is essential.

“Another challenge is the 30 percent increase in the number of packages – on peak days five-fold – and the number of recipients in relation to tonnage (by weight),” said Tschirch. “Within the Community, we have spent years working on digitized and automated processes – also in collaboration with the authorities and forwarding agents. But right now, it is becoming evident how indispensable digitization is.”

“Customs officials will be aware of this if they know in advance which consignment is critical, as will HGV drivers, who will be given a pick-up time and will not have to wait for hours at the airport or rest area. As a Community, we will work even harder to push this forward together with the authorities to make Frankfurt even more competitive as a location,” he added.

### ***Air cargo still a tough business***

Even if air cargo is currently the turbo powering the airline business, only half of normal transport capacity is available, explains Gloy, with the belly of passenger planes, still grounded.

With high demand for air cargo services just in the interim, the industry is still a long way from experiencing its hay days, he added, noting that it has been suffering from a sharp drop in global production and in demand for machine and vehicle parts and pharmaceutical products and is constantly adopting to changing restrictions and regulations on a global basis.

“We are, therefore, a long way from normal flight operations,” said Gloy.

# WFS's investments in 12 airport pharma facilities paying off

In Johannesburg, import shipments rose by more than 72% year-on-year in the first five months of 2020 to 627 tonnes, driven by the handling of particularly high volumes for Kuehne + Nagel.



**LONDON: Worldwide Flight Services says its investment in 12 dedicated pharma facilities at airports in Europe, the United States and Africa generated significant increases in time-and temperature-sensitive volumes in the first five months of 2020 and stands ready to provide vital support once the Coronavirus vaccine becomes available.**

These facilities are already providing vital support to airlines, freight forwarders and their healthcare customers.

The growth of pharma shipments by air in the past 2-3 years, and the development of premium products by airlines for temperature-controlled healthcare and life science shipments, prompted WFS to

make a multi-million-euro investment in pharma centers at its airport stations in Amsterdam, Barcelona, Brussels, Cape Town, Copenhagen, Frankfurt, Johannesburg, London, Madrid, Miami, New York and Paris CDG.

With the importance of health and well-being taking on even greater significance for consumers since the outbreak of COVID-19, shipment volumes and the number of airlines using the new WFS facilities have been rising month-on-month.

In Johannesburg, import shipments rose by more than 72% year-on-year in the first five months of 2020 to 627 tonnes, driven by the handling of particularly high volumes for Kuehne + Nagel.

Amsterdam has also seen strong growth as new airline customers, including Saudi Arabian Airlines, boosted WFS' pharma business by 285% and 134% in April and

May respectively, while volumes at the airport for January-May of 1,444 tonnes were up 92% over the same period in 2018.

The opening of WFS' new €10 million Pharma Centre at Paris Charles de Gaulle Airport, and its subsequent IATA CEIV Pharma certification in February, has also encouraged rising pharma volumes from customers such as Qatar Airways, AirBridgeCargo Airlines, Air Algérie, Allied Air, Emirates and Kuehne + Nagel.

"We are proud to be supporting our airline and freight forwarder customers, as well as the pharmaceutical industry, during this peak in demand for time- and temperature-sensitive medical supplies. Once a coronavirus vaccine is found, specialists air cargo services will help to protect the integrity of the vaccine as it is distributed globally. Our investment means we will be ready to meet this demand when it comes," said John Batten, Executive Vice President Cargo, Europe Middle East Asia Africa (EMEA), at WFS.

Strategically located in the heart of airport cargo zones, WFS' pharma operations provide dedicated warehouse space with landside and airside acceptance capability, specially trained pharma handling teams, temperature monitoring and reporting systems, and adapted transport fleets to guarantee the integrity of all pharmaceutical shipments in line with our high standards of safety and security.

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## Turkish Cargo ups market share by carrying 1 out of 20 air cargo in May



**ISTANBUL:** Turkish Cargo increased its global air market share by carrying 1 out of 20 air shipments in May and in June it operated more than 1,100 flights.

According to World Air Cargo Data (WACD), a global leader in cargo intelligence market reports, Turkey's national cargo carrier increased its industry market share by 5% during the period while the global air cargo market shrunk by 28.5% due to the impact of the Coronavirus pandemic.

Turkish Cargo, which has obtained the "CEIV Pharma" certificate after undergoing international training, assessment and validation process set forth by the International Air Transport Association (IATA), said it carried 21,547 tons of medicine and about 7,000 medical equipment between February 1 through June 30.

In June alone, the freight carrier operated more than 1100 flights, utilizing both its freighters and Turkish Airline passenger planes.

Despite the pandemic, Turkish Cargo remained in operations providing services to 90 direct cargo destinations, carrying vital medical supplies and essential goods to help people, businesses and countries fight the pandemic.

Acting as a global air bridge to ensure the uninterrupted shipment of goods in the international supply chain, Turkish Cargo made use of 32 wide-body airliners during such operations while it has performed air cargo operations to more than 60 destinations, including London, Moscow, Oslo, Shanghai, Bangkok, Doha, New York and Casablanca, by utilizing the wide-body passenger planes of Turkish Airlines, its master brand.

Turkish Cargo continues says it continues to operate devotedly on a 24/7 basis to transport food, aid materials, masks, medicines, as well as medical supplies and equipment all over the world without compromising the health of its staff who observe strict health and hygiene protocols in carrying out their duties.

## Fiege to take over freight handling at Lufthansa Cargo Center

**FRANKFURT:** Fiege Air Cargo Logistics GmbH & Co. KG (FACL) has begun taking over the physical freight handling at the Lufthansa Cargo Center (LCC) as part of the process to hand it over the operative handling and coordination of inbound and outbound standard shipments at LCC in several phases until mid-2021.

Lufthansa Cargo, however, noted the planning and control of the cargo processes as well as the overall responsibility for it remain under its jurisdiction. It added the physical cargo handling processes in the LCC had already been largely outsourced to various external service providers for many years.

"Our future partner contributes additional expertise in the area of digitalization as well as efficient design and implementation of warehouse processes. At the same time, the new cooperation model will reduce the number of direct interfaces for Lufthansa Cargo, enabling us to make optimum use of the advantages of digitization. FACL will be an important partner for us in all aspects of physical handling at the Frankfurt hub," explains Dr. Mohammad Ali Seiraffi, Lufthansa Cargo Vice President Handling Frankfurt and Head of the LCC.



From left—Felix Scherberich, CEO Fiege Air Cargo Logistics; Dr. Mohammad Ali Seiraffi, Lufthansa Cargo Vice President Handling Frankfurt, and; Gunnar Loehr, Lufthansa Cargo Senior Director Supply Management & Infrastructure. Supplied

Frankfurt and Head of the LCC.

In the course of digitalization, the process landscape in LCC was standardized across the board and consistently aligned with the material flow.

"We look forward to contributing our expertise in digitization to the Lufthansa Cargo Center as part of a long-term cooperation. We will help to further enhance the operational quality and synchronize the logistics processes in ground handling with the modernized IT infrastructure of the LCC," said Felix Scherberich, Managing Director at Fiege.

## APOC Aviation offers maximum flexibility with Airbus parts to help industry restart quickly

**Karime Grinate** ▶  
APOC Aviation's  
VP Component Sales



ROTTERDAM: APOC Aviation says it will offer maximum premium stock parts of Airbus as well as highly flexible support options to customers in the airline and MRO industries in an effort to help them restart their business fast.

"As our airline customers seek to re-start their operations across the world we are pleased to announce the induction of a broad inventory of A320 family compatible components. We're ready to provide a range of highly flexible support options, including exchange/lease/loan programs," said Karime Grinate who was recently promoted as APOC Aviation's VP Component Sales

"Throughout the COVID-19 crisis we have built on our reputation for innovation and developed some exclusive packages, including free unit opportunities which have

been very successful as operators seek to minimise their costs," he continued.

Formerly operated by Air Macau, APOC acquired two A319-132 airframes (MSN 1758 and 1790) earlier in the year for part-out. After assessment, the majority of the harvested A319 parts are being returned to serviceable status by APOC's audited group of sophisticated MROs and OEMs.

Stock from MSN 1790 has now been shipped back to the Rotterdam warehouse to form part of the company's rapidly expanding inventory of spares.

"In discussion with customers, we are exploring various deployment strategies. We're open to new ideas, finding ways to make the impossible possible. It's tough out there, but APOC is ready to push the boundaries so our customers can keep on flying," said Grinate.



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## Over 50% of Coronavirus diagnostic kits shipped overseas use va-Q-tec boxes and containers

**WÜRZBURG:** More than 50 percent of Coronavirus diagnostic kits shipped internationally are using va-Q-tec high-tech insulation boxes and containers from a company based in Würzburg, Germany.

Demand for such temperature-control solutions during the shipping of pharmaceutical and biotech products is rising significantly during the Coronavirus crisis said va-Q-tec which also provides transport solutions for urgently needed drugs.

va-Q-tec says it takes pride in knowing that its high-tech insulation boxes and containers have been playing an important role since the outbreak of the virus.

In February, the company provided international pharmaceutical distributors with several thousand va-Q-med® boxes for the regional shipment of drugs, diagnostic kits and other temperature-sensitive products. These boxes reliably transport tests within



countries all the way to the patient, while maintaining the required temperature range.

"The current situation is leading to an awareness within the healthcare sector of the importance of safe global temperature-controlled supply chains. This is not a temporary phenomenon. Rather it is creating an additional dynamic within the industry, from which we – as a technology leader for energy-efficient transport solutions using vacuum insulation – can benefit medium-term. Positive practical experience with our solutions is convincing both international existing and new customers in Asia but recently also in Scandinavia," said Dr. Joachim Kuhn, CEO of va-Q-tec AG.

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## Emirates SkyCargo soaring high with Singapore for over 30 years now

**DUBAI & SINGAPORE:** Emirates SkyCargo marked last month its 30 years of successful operations in Singapore, facilitating trade and supported business links between the tiny but rich island-city-state to the rest of the world.

One of the success stories for export cargo from the city has been the growth of transportation of temperature sensitive pharmaceuticals. Singapore is a well-established pharma hub and every day, thousands of kilos of lifesaving medication manufactured there are flown to different parts of the world which is very crucial amid the ongoing fight against the Coronavirus pandemic, according

to Emirates SkyCargo.

"Singapore occupies a very important position in the economy of South East Asia and is therefore one of our most important cargo stations around our global network. Over the years we have transported an important volume of cargo, over 185,000 tons just in the five years between 2014 and 2019 and have also marked a number of success stories from the station across all areas of operations – whether it is in loading of unique and outsized cargo or in collaborative working with local stakeholders," said Ravishankar Mirle, Emirates Vice President Cargo Commercial- Far East and Australasia.

Mirle credited Singapore's dedicated and hardworking team, led by Cargo Manager Noryate Abdul Rahman who has been with the Emirates family since Day 1 of operations in Singapore, for their operations' success.

During the Covid-19 pandemic, Emirates SkyCargo has ensured that businesses in Singapore continue to access robust cargo connectivity to both Australasia directly as well as to Europe and the Middle East through Dubai. Currently, the carrier operates 15 weekly cargo flights to Singapore.

Over the years, Emirates SkyCargo's Singapore team has also notched a number of achievements in the area of outsized cargo, charter operations and more recently cabin loading of cargo.

Trained employees, including loadmasters have carefully supervised all aspects of the loading to ensure the safety of flight operations.

## Emirates ups cargo capacity by using passenger planes

Emirates has introduced additional cargo capacity by using Boeing 777-300ER aircraft with seats removed from the Economy Class cabin.

The measure has been introduced in response to the strong air cargo market demand for the rapid, reliable and efficient transportation of essential commodities such as Personal Protective Equipment (PPE), pharmaceuticals, medical equipment, food, machinery and other supplies around the world.

Emirates SkyCargo says it will be operating 10 Boeing 777-300ER aircraft with Economy Class seats removed allowing for up to 17 tonnes or 132 cubic metres of additional cargo capacity per flight on top of the 40-50 tonne cargo capacity in the belly hold of the widebody passenger aircraft.

The modified passenger aircraft are being deployed on routes to key production and consumer markets where Emirates SkyCargo sees maximum demand for movement of urgently required goods.

"Since the start of the Covid-19 pandemic, Emirates SkyCargo has taken very seriously its responsibility of connecting people and businesses across the world with the commodities that they urgently require," said Nabil Sultan, Emirates Divisional Senior Vice President, Cargo.

"To this end, we have been working flat out, first to re-connect a global



network of more than 85 destinations and then to introduce capacity options that fit what our customers demand from us including passenger aircraft flying only with belly hold cargo and loading cargo in the overhead bins and on passenger seats," he added. "Now, with the Emirates Boeing 777-300ER aircraft with modified Economy Class cabins, we will be able to transport even more cargo per flight, allowing for more cargo to reach their destination faster & for more efficient cargo operations."



## TIACA pushes to accelerate transformation

**MIAMI:** The International Air Cargo Association says it will speed up its transformation to adopt to the new normal and focus on new challenges that the air cargo industry faces.

TIACA Chairman Steven Polmans says the decision was based on the momentum built during the group's last Executive Summit held in Budapest where it was agreed air cargo industry must move forward.

"Our last Executive Summit in Budapest in November 2019 received incredibly positive feedback, which encouraged us to redouble our efforts. While the COVID-19 crisis forced us to slow down on our new initiatives, it has highlighted the crucial nature of air cargo for economies and society, the need for greater and more efficient industry collaboration and the relevance of TIACA's mission to unite the air cargo community. It has also been seen by the Board as an opportunity to speed up TIACA's transformation journey to better support our members and the air cargo community moving forward," explains Steven Polmans, Chairman of TIACA.

Last month, upon recommendations from a special Transformation Task Force composed of seven Board members, TIACA's Board of Directors has unanimously voted in favor of the plan to accelerate the move to the "new TIACA". The goal of this final stage of TIACA's transformation is to make the Association fit for its newly redefined purpose:

- The Association has mandated the consulting firm Change Horizon to deliver its transformation program by the end of August 2020 with a revised governance structure and a fitter organizational set-up established.
- As part of the change, the role of the Secretary General will evolve. TIACA needs a Director General accountable for the organization's strategy, delivery model, team, financials. Today, this role is more limited and vaguely split between the Chairman of the Board and the Secretary General and it leads to inefficiencies. The new TIACA needs to be more agile and responsive to the market's needs.
- Vladimir Zubkov will continue supporting the Association, pursuing the work with ICAO and supporting Industry Affairs and Advocacy efforts.
- During the transition phase, Celine Hourcade will act as the Transition Director of TIACA to ensure business continuity until the future Director General of TIACA is appointed.

"The new TIACA will emerge with a revised mission, strong values and clear strategic priorities, in keeping with the industry's expectations. Our new TIACA will be fit for its new purpose, able to deliver its ambitions while maximizing the value of its membership for the air cargo community," said Polmans.



Steven Polmans

## Demand for greater supply chain resilience to drive uptake of new TAPA security standards

**LONDON:** The Transported Asset Protection Association (TAPA) recently launched the 2020 revisions of its Facility Security Requirements (FSR) and Trucking Security Requirements (TSR) in Europe, the Middle East and Africa as the industry adapts to the new normal post the Coronavirus pandemic.

TAPA said the launch comes as a study of over 1,800 supply chain professionals by International Data Corporation (IDC), a global provider of market intelligence, identified supply chain resilience and agility will be the biggest priority for 48% of senior managers in the next 12 months. The changes are designed to secure the movements of goods by all modes of transport and protect the reputations of international brands.

"TAPA has been delivering supply chain industry standards for over 20 years but these new and improved revisions of our Standards could not be coming at a better time for Manufacturers and Logistics Service Providers which are looking to enhance the end-to-end resilience of their supply chains. Our FSR and TSR certifications in the EMEA region already stand at their highest-ever level and we expect the growing need for certainty in supply chains to accelerate this growth in the next 12 months and beyond," said Thorsten Neumann, President & CEO of TAPA EMEA.

Revised every three years, TAPA's Security Standards are designed 'by the industry, for the industry' and play an important role in the risk management and loss prevention programs of the Association's global members.

The 2020 versions of FSR and TSR include new additions designed to better support supply chain resilience and produce cost efficiencies for companies adopting the Standards across their operations.

These include a new FSR Multi-site option and a Modular approach for TSR to protect supply chains using vans, hard-sided trailers, soft-sided trailers and transporting ocean containers by road. TSR 2020 also provides optional additions covering monitoring, rail transfer/tracking, locking, information security, and security escorts.

"COVID-19 has brought international awareness to the need for more resilient supply chains and 'delivering as promised' will be a pivotal factor in the recoveries of all companies involved in the production and transportation of goods," Neumann noted.



Thorsten Neumann

## Move One passes on to clients 15% VAT in Saudi Arabia

**RIYADH:** Cargo and logistics company Move One says it's charging customers with shipments bound for Saudi Arabia an additional 15% value added tax that the government recently imposed on all goods and services amid its declining oil revenues exacerbated by the Coronavirus pandemic.

Move One, which is known for providing logistical support to some of the most challenging, remote and turbulent regions in the Middle East and Africa, apart from its operations in the Balkans, East Europe and Central Asia, said the 15% VAT will be reflected on services it provides going in and out of Saudi Arabia effective July 1.

"In response to Saudi Arabia's decline in oil revenue and the impact of the current pandemic, Saudi has had to find new ways to maintain its financial and economic stability. A once tax-free Saudi Arabia has announced



good and service provided in the kingdom. Saudi has also implemented many other changes to help cover their budget deficit during the current time of uncertainty," the company said in a statement.

In May, Saudi Arabia issued a Royal Decree increasing VAT on all goods and services to 15% to shore up its economy hit by low oil prices and the impact of Covid-19 pandemic.

e-Commerce shipments bound for Saudi will also be levied a 15% VAT on or after July 1, according to the General Authority of Customs.

## Prime Aviation

### A reliable air cargo service provider.

#### Air Freight

Prime Aviation specializes in providing customized cargo solutions to different types of clients from international freight forwarders, to shippers, logistic providers, governments and humanitarian relief organizations.

#### Air Cargo Charter

We have vast experience in smooth handling of out-sized cargo and self-handling at short airstrips with transportation of livestock, medical supplies, temperature controlled cargo and perishables.

#### Cargo Consolidation

Prime Aviation provides a wide range of specialized services in connection with airfreight products. The company's value-added services are carefully designed to meet customer's diverse requests.

- Cargo acceptance, handling & warehousing
- Pick-up & delivery Options
- Customs Clearance
- On-line booking





## Air cargo picks up but capacity remains low



**GENEVA:** The International Air Transport Association (IATA) says demand for air cargo continues to pick up but capacity is still not enough due to the loss of belly space from passenger aircraft that remain grounded across many parts of the world.

The cargo load factor (CLF) rose 10.4 percentage points in May. This was a slight decrease from the 12.8 percentage point rise in April. However, the extent of the increase suggests that there is still pent-up demand for air cargo which cannot be met due to the continued grounding of many passenger flights, IATA said.

In terms of global demand, measured in cargo ton-kilometers (CTKs), IATA said it fell by 20.3% in May

(-21.5% for international operations) compared to the previous year, an improvement from the 25.6% year-on-year drop recorded in April.

"Air cargo demand is down by over 20% compared to 2019. And with most of the passenger fleet grounded capacity was down 34.7%. The gap between demand and capacity shows the challenge in finding the space on the aircraft still flying to get goods to market," explained Alexandre de Juniac, IATA's Director General and CEO.

"For that the prospects for air cargo remain stronger than for the passenger business but the future is very uncertain. Economic activity is picking up from April lows as some

economies unlock. But predicting the length and depth of the recession remains difficult," he added.

Belly capacity for international air cargo shrank by 66.4% in May compared to the previous year due to the withdrawal of passenger services amid the COVID-19 crisis (up slightly from the 75.1% year-on-year decline in April). This was partially offset by a 25.2% increase in capacity through expanded use of freighter aircraft.

Global export orders continue to fall but at a slower pace. The Purchasing Managers Index (PMI) tracking new manufacturing export orders improved from the trough seen in April despite remaining in contractionary territory.

**May Regional Performance: All regions suffered declines in May. Airlines in Europe and Latin America suffered the sharpest drops in year-on-year growth in total air freight volumes, while airlines in Asia-Pacific and the Middle East experienced slightly less dramatic declines. Airlines in North America and Africa saw more moderate drops compared to the other regions.**

MAY 2020 (% YEAR-ON-YEAR)	WORD SHARE 1	CTK	ACTK	CLF (%-PT) <sup>2</sup>	CLF(LEVEL) <sup>3</sup>
International	100%	-20.3%	-34.7%	10.4%	57.6%
Africa	1.8%	-7.4%	-39.4%	21.1%	61.2%
Asia Pacific	34.5%	-24.6%	-37.4%	11.3%	64.3%
Europe	23.6%	-29.5%	-41.9%	11.0%	62.5%
Latin America	2.8%	-28.3%	-51.6%	18.2%	56.1%
Middle East	13.0%	-25.2%	-26.0%	0.5%	48.3%
North America	24.3%	-3.6%	-27.9%	13.2%	52.6%

## FedEx Founder & CEO says there should be no place for racism anywhere



**MEMPHIS, TN:** FedEx, one of the world's biggest courier service providers which has 425,000 employees worldwide of different races and backgrounds, denounced racism saying everyone should reject it.

Frederick W. Smith, FedEx Corporation Founder and CEO, in a joint letter with Raj Subramaniam, the firm's President & COO, made the statement in the wake of the violent deaths of Black-Americans George Floyd, Ahmaud Arbery and Breonna Taylor in the hands of policemen.

"This is an extraordinarily difficult time in the United States as we

grapple with tragedy and unrest in our communities. There is absolutely no place for racism or unequal treatment anywhere, and we must unequivocally speak out and reject it when we see it," Smith and Subramaniam said.

Floyd, 46, died after an arresting police officer knelt on his neck for over 8 minutes despite him saying, "I can't breathe." A former truck driver who lost his security job at a club due to the Covid-19 pandemic, Floyd was arrested on suspicion of having counterfeit money while buying a cigarette.

The incident caused massive protests against police violence toward black people across the US and other major cities worldwide.

"At FedEx, our workforce is as diverse as the world we serve, and we believe that everyone deserves respect. Embracing diversity is not just the right thing to do; we also have proven that it fosters innovation and makes us a more competitive company. It's also about fostering acceptance, promoting anti-biases, and encouraging a more inclusive society. These values are core to who we are and how we operate," said Smith and Subramaniam who is of Indian-origin.

The two said treating people with respect, dignity and acceptance is necessary and should be observed at all times. "We are proud of our long-standing history of supporting and fostering relationships with organizations that are working to make our society more equitable and just. We will continue working with the leaders of those organizations to see what more we can do together."

## Kizad to build new ultramodern warehousing units

**ABU DHABI:** Khalifa Industrial Zone Abu Dhabi (KIZAD), a subsidiary of Abu Dhabi Ports, pushes through with its development program with the construction of small-to-medium light-industrial warehousing units targeted to be made available by the end of this year to its growing number of customers.

Abdullah Al Hameli, Acting Head of Industrial Zones Cluster, Abu Dhabi Ports, said industrial activity and warehousing demand in the region is growing and their new warehousing unit project which offers new modular, pre-built units in various sizes and configurations, will give customers more options.

"With the availability of options to buy or lease warehouses based upon a business's individual requirements, investors are benefit from our flexible offers for low-cost operations at scale as well as our ability to offer the region's lowest utility costs. This is complemented by the unique location at the industrial heart of the UAE, and its direct access to global markets via our flagship deep-water port, Khalifa Port," said Al Hameli.

New developments in KLP 4 and KLP 5 span total plot area of approx. 250,000 sqm, and offer a range of mixed-use warehousing and light industrial units. These comprise of 26 showroom warehouse units (24 units of 795 sqm and two units



of 1,920 sqm) and 88 small-to-medium light-industrial and warehousing units (76 units of 500 sqm; six units of 1,000 sqm; one unit of 1,666 sqm; and six light industrial units of 1,028 sqm).

Located in KIZAD Area A, all modules will be equipped with raised floors, open loading yard access for trucks and forklifts, ample on-site parking will include their own office area with toilets and kitchenettes.

In early June, KIZAD broke ground on a dedicated Truck Plaza, the largest in the region, roughly the size of 12 soccer fields, to meet the needs of truck drivers and the zone's growing industrial community.



## JAFZA offers incentives to help companies bounce back

**DUBAI:** The Jebel Ali Free Zone (JAFZA) has introduced a range of incentives, including deferred rentals and value-added services, to help companies bounce back from the Coronavirus pandemic adverse economic impact.

JAFZA, one of the world's leading free trade zones, is home to more than 8,000 multinational companies. It's an integrated multimodal hub offering sea, air and land connectivity, complemented by extensive logistics facilities.

The zone accounts for 23.9% of total FDI (Foreign Direct Investment) flow into Dubai, sustaining employment of over 135,000 people in the United Arab Emirates. In 2018, JAFZA generated trade worth USD93 billion.

JAFZA said it now offers on-demand warehouses on short-term lease with multi-functional storage options, competitive rates, and no VAT or Customs duties. Companies can also lease warehouses from 300 sqm to 15,000 sqm in size, with free water and electricity as a bonus.

It also offers easy payment rentals on a monthly basis as well as deferred rental payments, cost-effective transport services that save money, enhance mobility and accessibility. Likewise, it offers in-house logistics solutions such as clearing and document

processing services, 24/7 lease issuance, fast-track EHS approvals—all tailored to help companies manage their supply chain costs while facilitating trade and efficient movement of goods. A range of e-services are also now offered free of cost to enable companies focus on recovery.

The incentives came amid a 70 percent reduction in registration, licensing and administrative fees announced before the pandemic lockdown began in mid-March.

"Challenging times call for competitive solutions. At DP World, UAE Region and Jafza we're working on customized solutions for a post-pandemic trading world in which our customers pay less for more value-added service support across-the-board," said Mohammed Al Muallem, CEO & Managing Director of DP World, UAE Region and CEO of JAFZA.

"New business and existing companies will find our investor-friendly, back-to-business ecosystem built around the emerging needs of the markets in a growth climate beyond the pandemic. Being a part of the vital service sectors of the UAE economy, we assure our customers that we will ensure the continuity of their business in the most uncertain of times by connecting them to new opportunities," he added.



Mohammed Al Muallem

## Gebrüder Weiss expands air and sea freight operations in Australia & New Zealand

### Lauterach/Sydney/Melbourne/Auckland:

Gebrüder Weiss is expanding its air and sea freight operations in Australia and New Zealand by opening its new offices in Sydney, Melbourne and New Zealand.

The company said the move is part of its global strategy to develop new markets, extending its existing network of locations in the Gebrüder Weiss region of East Asia/Oceania.

"As we enter the markets in Australia and New Zealand, we will focus primarily on import business from

Asian, American, and European markets," said Michael Zankel, Regional Manager East Asia/Oceania at

Gebrüder Weiss.

To offer customers in its newest market one-stop logistics solutions, the global transport leader has set up offices in the region's top trading partner countries—China, USA, Japan, Germany, and South Korea.

Business commodities such as vehicles and automotive parts, machines and electronic products, and goods from the food and chemical industries, are imported from the USA, Europe, and Southeast Asia to the region Down Under.

"The important thing here is to establish compelling delivery



chains in the future, based on our long-standing experience in the logistics market. In this context, we also make sure to tie in with fast-growing transport activities within Asia, and create synergies when it comes to the efficient use of transport capacities," Zankel said.

In early June, Gebrüder Weiss opened another new office location in Seoul, South Korea. The new sites in Australia and New Zealand are an essential addition for the company within the region of East Asia/Oceania, which currently contains 35 locations.



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Sharjah Airport is the first to offer IATA CEIV Pharma certified cargo handling services in the Middle East and Africa, via its sole ground handling agent Sharjah Aviation Services.



## Dedicated Temperature Controlled Storage

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

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





# MATEEN Express Iraq's link to the world

By Gemma Q. Casas



Team MATEEN Express wrapping up some final touches in the office prior to working from home – March 27, 2020.

**I**t was one of those shining moments for Eng. Majid Saidgul Babasheikh Barzanji, the Chairman & Executive Director of MATEEN Express & Logistics Iraq, who also serves as the Executive Board Member of the National Association of Freight and Logistics-UAE (NAFL) and chairman of the Courier & e-Commerce Subcommittee, as he recalled how the logistics industry pulled through during the early days of the Coronavirus pandemic in China.

Heading a great team that is passionate about air transport and logistics, Majid was among the movers and shakers who led the industry out of the woods and on stable ground, particularly in Iraq, his home turf.

"Through our good communications with different governmental departments across multiple regions, we quickly obtained the necessary permits for 3 main activities: clearing the inbound traffic of shipments already in the pipeline; transferring these cargoes to our national hub for sorting and storing; and lastly the one we are most proud of, delivering the necessary

shipments to their final addresses," he said in this exclusive interview with **Air Cargo Update**.

Majid has not blinked an eye on what lies ahead for the industry in light of the current situation.

"I think the pandemic has proven that the air cargo industry is, in general, robust and agile, adapting to situations quickly and creatively. The same goes for the supply chain and logistics generally.

"Every element and every aspect of our industry has room for improvements and optimization. Collaboration within same company or group, reaching out to rivals, going untapped path, involving more technology, changing or modernizing the rules and regulations, we will see all these and many more as time unfolds," he said.

Read on the rest of his insights in this Q&A.

**The Covid-19 pandemic required quick and extraordinary commitment from the air cargo and logistics sectors to deliver valuable cargo like medical supplies to sustain lives and livelihood. How did MATEEN Express handle the situation?**

We handled it quite well, fortunately, I would say in two stages, and here is how.

As we have two main branches in China since 2007, especially in

Guangzhou, we came to know what to expect early on. So, even before March 2020, we got all our branches preparing for complete or partial lockdown, lack of mobility and working from home. So, by the time the KRG (Kurdistan Regional Government) announced the first lockdown starting 14 March 2020, we were not taken by surprise. In fact, we were quite well prepared.

***Through our good communications with different governmental departments across multiple regions, we quickly obtained the necessary permits for 3 main activities, clearing the inbound traffic of shipments already in the pipeline, transfer those cargo to our national hub for sorting and storing, and lastly, the one we are most proud of, delivering the necessary shipments to their final delivery addresses all over Kurdistan and Iraq, despite the complete lockdown in Kurdistan and travel ban between the cities. We refer to this as Stage One.***

Those volumes were already on the go, medical and personal protective equipment, seasonal commercial cargo, few projects, some oil and gas and telecom related.

Stage two is the critical times where almost all new cargo volumes where medical and life support related, and every hour counts. All this while, life in the rest of Iraq, UAE and the region goes as normal, for another 10 days.

Learning from our Kurdistan region experience, we got fully ready for the UAE lockdown (National Disinfection Program). Bear in mind, as the UAE is quite advance in all aspects, our industry was exempt from the lockdown.

**Please share with us some of the challenges MATEEN Express experienced in delivering vital medical supplies to Iraq and other parts of the world. How did you manage?**

Just like any other operator, we have faced many challenges, the toughest being how to get the medical support mainly from China to Iraq, via UAE and other transit routes.

Towards the end of March 2020, almost every cargo aircraft available on the market was dedicated to export pandemic related traffic out of China which made the availability and cost of the aircraft way too difficult to predict, let alone to secure.

This led to multiple hikes in the cost of air cargo, not expected by the customers and sometimes too difficult to fathom, on one hand, and very less flexibility left to match the supply of the cargo with aircraft availability and/or capacity availability.

Yet we managed through good and trusting relationship with our long-standing partners, and in some areas, through collaboration with operators that we were not engaged in business prior to those days.

Another challenge was trucks crossing the international borders during the pandemic and quarantine requirements.



This has put so many operations to a hold. However, one solution we came up very quickly was changing the trailer head at the border, and so minimized the impact of this new challenge, and moved on.

**How busy was MATEEN Express during this pandemic crisis? What types of medical supplies you delivered and in which places?**

Our Kurdistan, Iraq and China branches were very busy and under enormous pressure, but the UAE and Turkey were kind of quiet.

We have made major contributions in the shipping lots of medical, ventilators, testing kits & PPE from multiple locations in China, with direct exports from the mainland and also via Hong Kong to Iraq direct and via transit routes.

Shipments just arrived from China, being prepared to move forward to Baghdad & other cities.

Here in the UAE, we were mostly engaged in flight operation connecting China to Iraq for the medical supplies. Also, with whatever Iraq-bound exports of Oil & Gas and ITC volumes, with less medical related cargo due to export rules and restrictions.

**How do you see the future of air cargo and logistics in light of what's happening?**

I think the pandemic has proven that air cargo industry is in general robust and agile, adapting to situations quickly and creatively. The same goes for the supply chain and logistics generally. However, due its own nature, the air cargo industry is always grabbing more attention due to the immediate results people are looking for in both success cases and otherwise.

We have seen many nations deploying all government resources including air force and air mobility divisions responding to the national supply needs due to the pandemic. Civil aviation approved passenger freight operations, removal of seats in certain cases.

Sure, on the commercial side, logistics industry in general and air cargo, correspond to the global economic trends.

Nevertheless, the air cargo industry remains on top of the supply chain with high demand for the foreseeable future.

Having said so, I do believe we all have learned valuable lessons from the situation. Every element and every aspect of our industry has room for improvements and optimization. Collaboration within same company or group, reaching out to rivals, going untapped path, involving more technology,



changing or modernizing the rules and regulations, we will see all these and many more as time unfolds.

**What challenges are you seeing as far as the Middle East logistics is concerned?**

There are quite many challenges around here: instability in the region, leading to some kind of demographical changes, drop in oil prices and its impact on the regional economies forcing some governments to hold or postpone projects. Also, new routes from China to final destinations like Africa & Europe, partly impact the volumes used to move via the Middle East, and probably we see more volumes leaving as the road and belt initiative get more into shape.

**Please update us with the different multimodal services/specializations that MATEEN Express currently offer to customers and other potential clients. Please elaborate and specify each one.**

Historically, air transportation to Iraq and express delivery have been the backbone of our success. However, driven by the growing demand in quality logistics and transport services in oil & gas and projects sector in Iraq, we diversified our portfolio and secured some great contracts for many years.

Yet, as Iraq being very unstable for many years, MATEEN Express eventually expanded its geographical coverage to GCC and MENA region in general since 2016 onwards, focusing mostly on challenging and specialized logistics solutions, like oversized, heavy and bulky, dangerous and multimodal.

One of Our Repair & Return Logistics Solutions for Energy Sector in Iraq.

***Last year, we were awarded a contract to move precast concrete in the GCC for more than 1,300 trips of specially equipped fleet. And the last phase of this contract coincided with the Covid-19 outbreak.***

Also, during January 2020, we were awarded another contract to move raw materials from multiple origins to the GCC and the final products to half a dozen destinations in Europe. Again, highly specialized multimodal and multistage logistics and transportation were managed mainly by our team's professional and creative approach.



*Shipments just arrived from China, being prepared to move forward to Baghdad & other cities.*



**Every company is now on survival mode following months of lockdown all over the world. How important is honesty and integrity in today's business scene to make things work and help in the recovery efforts?**

Well, we have proven to ourselves and our community, yet again that it is all in the Core Values.

As we could see from our China branches what is going to happen if the virus spreads in our regions, we have had very open and candid discussions with our entire workforce across all our stations.

As early as mid-March, we declared to our staff that this will be the last month we expect to have our full wages. And everyone was advised to strictly budget themselves for months to come. I am very humbled by the trust and loyalty of our people everywhere.

In March-2017, we increased the salaries by 6% across the group, with no real business improvement expectations. Our team appreciate these gestures and has gone the extra mile during these tough times to ensure the service remains functional and we keep the company safeguarded.



One of Our Repair & Return Logistics Solutions for Energy Sector in Iraq



Eng. Majid Barzanji delivering a presentation during the MEACL 2019 in Dubai, UAE.



We have not laid-off a single staff due to the pandemic. Yes, we cut on many luxuries and reduced salaries for April and May, but kept our people on their jobs.

It is a harsh reality; no service provider can sustain by moving only medical and top urgent necessity shipments alone.

Our business has always been flourishing with stable and prosperous times where there is trade and development. However, during this difficult time, we keep moving forward and holding up, while we focus on training, optimization, cost reductions and many other initiatives.

I am equally thankful to our customers and partners who kept trusting us during this unprecedented time.

We started publishing regular updates on what is happening in Iraq through our website and social media, even before the mainstream media get them through.

This extra level of integrity and transparency was very important for our customers, contractors, service providers and staff. We kept everyone in the know of what is going on and what to expect next. And we certainly had moments of hesitation whether to share the info to the public or withhold to avoid any possible panic and let the public find out later on mainstream media. Yet, we decided early on, that we will keep our message brief, clear and concise.

**MATEEN Express is known for its cost-effective solutions and honesty, which are now more relevant, given today's unprecedented global crisis. Please share your thoughts on this subject as far as companies seeking your services are concerned.**

Well, thank you for thinking nicely about us. I would say, the traits we are mostly known for are, trustworthy & reliable. When we started back in 2003 & 2004, all the concepts and services we introduced in Iraq were all new, and never tested prior to us.

So, a major reason for customers to get on board was our honest approach. Then we gradually proved our worth to be Trustworthy & Reliable not only to individual customers, but to SMBs, Corporates, MNCs and Interline Partners, Integrators and Freight Forwarding partners as well as Governments.

Time and time again, customers are telling us on different levels, why they stick with us. The core values we live by are not brochure and presentation materials, in fact it has been our guiding principles in every aspect and since the inception of the company; in our recruiting, selecting business partners & associates, proposing solutions to critical situations where things can get blurry, and so on. Most of the time, you will have to sacrifice an immediate or short-term gain in return to stick by these values and principles, but in the long run you will harvest what you planted.

And the beauty of living by sound principles is, for as long as you stand by such high principles and practice them in your daily business, you gain the trust of your surroundings and you get loads of ideas and insights, feedback and advices. And word of mouth proved to be one of the best ways to connect with new potential customers.

Having said so, one has to keep his tools sharp and his people prepared and motivated, and adapt to the new realities and market evolution and new technologies breaking ground every day.

I can humbly say, when it is about Iraq, you don't need to think further, we always have you covered.

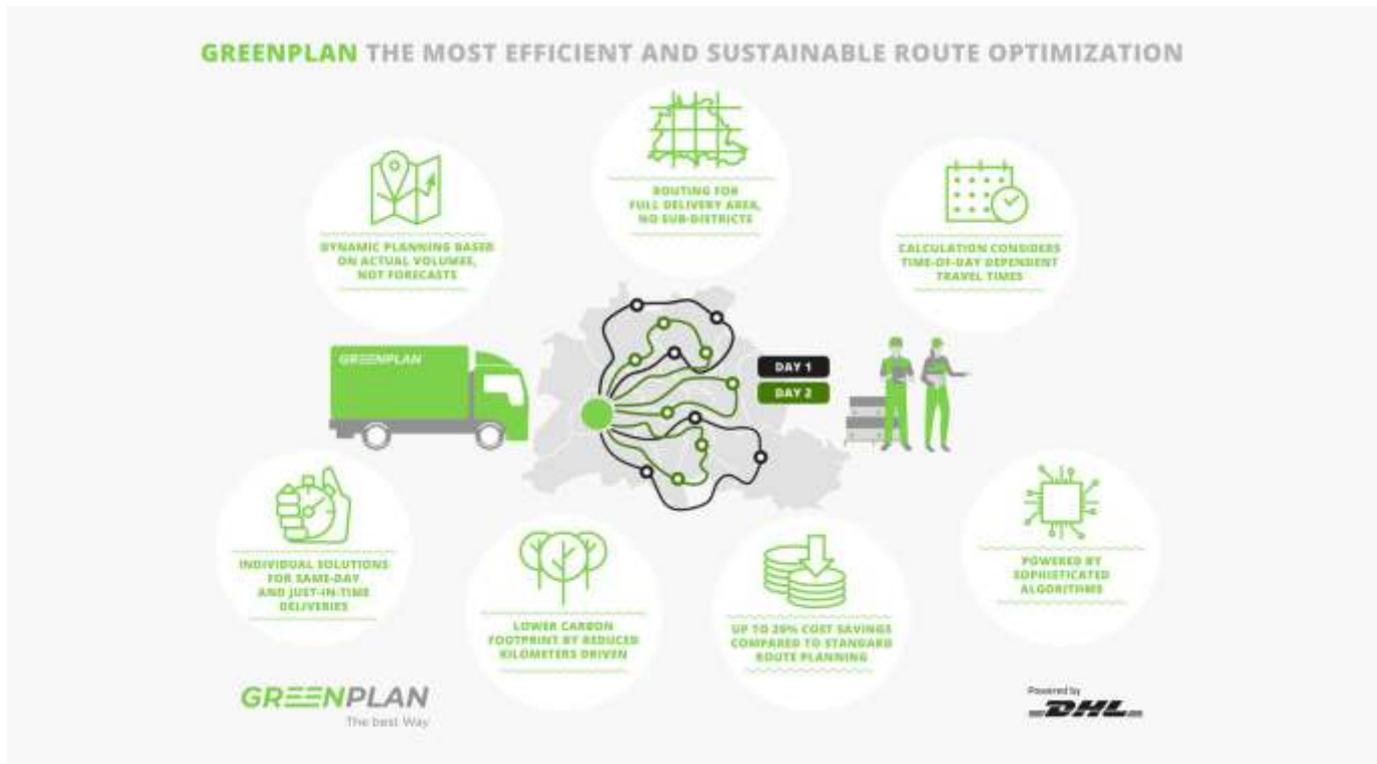




# Logistics experts launch powerful algorithm for individual route optimization

*DHL's financed start-up company, Greenplan, says its data-driven approach based on historic traffic patterns and travel times will save logistics firms up to 20% on costs and will help lower CO2 emissions*





**S**mart motorists always calculate the best route to reach their destination at the shortest distance to save on energy, time and fuel.

**Now with the help of scientific data and algorithm, logistics company can maximize the full potential of this traditional smart routing concept, using all information and data available to optimize transport routes in an entire delivery area, while existing solutions are dealing with smaller sub-areas to cope with complexity.**

Greenplan, a DHL financed start-up company, announced it is launching a powerful algorithm for optimizing delivery routes and stop sequences in logistics, setting a new benchmark in the industry.

The project will boost the industry's efficiency and sustainability efforts without making compromises on the quality of planning.

### ***The power of algorithm***

Greenplan said the algorithm was developed by scientists from the University of Bonn in cooperation with DHL logistics experts. It supports customers with their road freight business and last-mile deliveries as well as field service providers with their service schedules.

"We at Greenplan want to help make the industry more efficient and sustainable. With our smart and powerful algorithm, we are tackling the complex task of efficient route planning by offering a precise and reliable solution that can be integrated into existing systems," explains Dr. Clemens Beckmann, CEO at Greenplan.

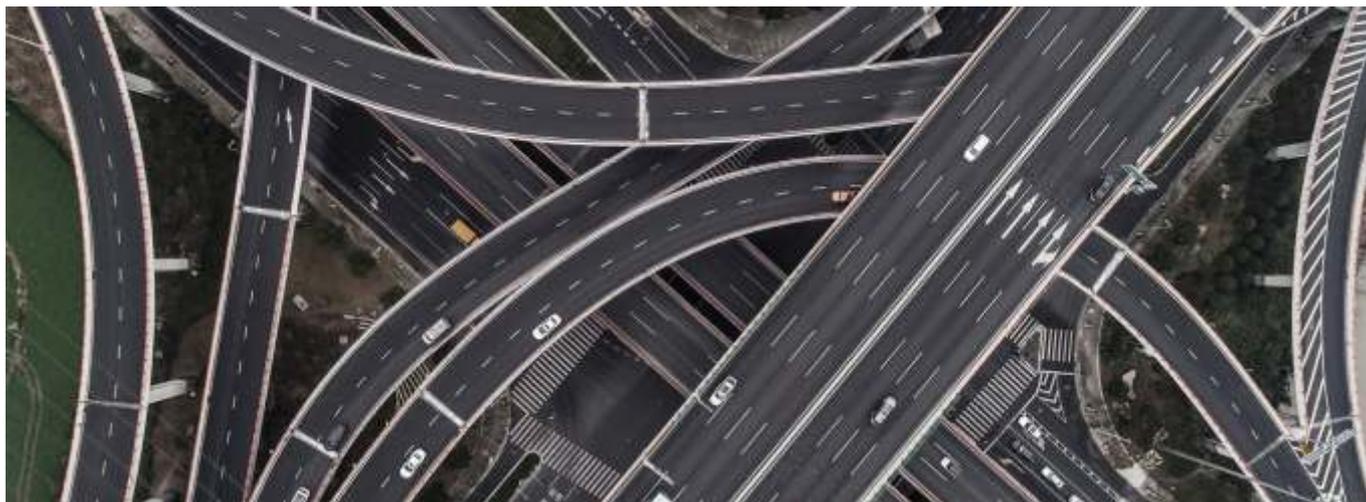
"In contrast to nearly all tools on the market, Greenplan – for the first time – calculates routes according to historic traffic information available on street-level. This, in turn, enables our customers to save up to 20 per cent costs compared to standard route optimization solutions and to lower their carbon footprint accordingly, simply by reducing kilometers driven," he added.

### ***Changing needs***

Customer needs are constantly changing: The growing e-commerce market fuels demand for same-day deliveries while the contract logistics market increasingly looks at just-in-time processing.

Greenplan said its algorithm is equipped for such cases and capable to digest not only the targeted addresses but also individual delivery time windows on shipment level. By considering time-of-day-dependent, street-specific travel times, it also finds the optimal starting time of delivery tours.

These improved tours increase the predictability for customers and appear natural to drivers. The solution also supports contingency planning in case of incomplete data availability and considers system-relevant variables such as different loading types or adherence to regulations. These features offer a robust solution that is adaptable to a variety of issues or customized changes.



Greenplan says it will empower customers to drive their own green strategies by enabling CO<sub>2</sub> emission reductions through shorter distances and fewer tours. It not only provides visibility on the estimated carbon footprint based on planned delivery routes, it also considers emissions per vehicle type to plan the most CO<sub>2</sub>-efficient routes.

Moreover, the algorithm is capable of considering specific parameters for electric vehicle fleets, like range limits per vehicle. Altogether, the smart algorithm leads to decreased costs and lower CO<sub>2</sub> emissions for the same delivery work. This helps not only logistics companies, but also supports field service providers who need to plan schedules of their workforce.

Logistics is a highly fragmented industry that delivers a multitude of solutions for individual processes. To realize the full potential of capacities and optimize resource management, Greenplan teamed up with the Research Institute for Discrete Mathematics at the University of Bonn to engineer a new smart algorithm capable of meeting customers' unique business needs, while still ensuring short computing times. Photos & text source: [www.dhl.com](http://www.dhl.com)

## Formula 1 to kick off 2020 season with DHL as official logistics partner

Formula 1 is poised to kick off its 2020 season to celebrate its 70th anniversary after successfully running two races in Austria post-Covid lockdown.

DHL, the official logistics partner of the world-famous international single-seater auto racing competition, said eight races in six different locations, including two triple headers will be held in Europe over this summer, with more locations to be announced.

Additional safety measures to protect everyone against the virus both during the race weekends and in the logistics involved which includes regular testing, the wearing of masks and regular disinfection of work materials and equipment in a dedicated zone.

With its tightly rescheduled racing calendar, the anniversary season also brings logistical challenges. For the first time in F1 history, there will be two triple headers – three races on three consecutive weekends – in one season with the races in Austria and Hungary as well as in the UK and Spain taking place in direct succession. The



tight scheduling involved in triple headers presents a particular challenge for logistics, but thanks to decades of experience, DHL is well equipped to meet this challenge.

“We are delighted that Formula 1 is now able to kick off its 70th anniversary season,” says Paul Fowler, Vice President Global Motorsport, DHL Global Forwarding.

“The tightly scheduled racing calendar over the summer, including two triple header races, makes speed and maximum precision all the more important in Formula 1 logistics. At DHL, we responded very quickly to the risks posed by the pandemic and are ideally equipped to offer safe, fast and reliable logistics in Formula 1 even under these extraordinary conditions,” he adds.

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# Daimler Truck

## AG forms new company focusing on fuel cells



Daimler Truck Fuel Cell GmbH & Co. KG brings together all of the Group's fuel cell activities for heavy-duty commercial vehicles and other applications such as stationary use and plans to partner with Volvo Group for series production project



Martin Daum



Dr. Andreas Gorbach



Dr. Christian Mohrdieck

The world's largest truck manufacturer, Daimler Truck AG, which brings seven top brands under one roof: Bharat Benz, Freightliner, Fuso, Mercedes-Benz, Setra, Thomas Built Buses and Western Star, which delivered more than 500,000 trucks and buses to customers in 2018, recently formed a new company focusing on developing and harnessing the potential of fuel cells in today's modern global transport industry.

Daimler Truck AG said Daimler Truck Fuel Cell GmbH & Co. KG will bring together all of the Group's fuel cell activities for heavy-duty commercial vehicles and other applications such as stationary use.

Founded more than 120 years ago, Daimler is one of the largest global commercial vehicle manufacturers with more than 35 primary facilities and about 100,000 employees worldwide. Analysts view its investment on fuel cells as a major game changer in the industry.

### **New milestone**

With the establishment of Daimler Truck Fuel Cell GmbH & Co. KG, the organizational and legal framework has now been created for bringing together all of the Group's fuel cell activities, including the series production of fuel cell systems.

Daimler Truck AG appointed Dr. Andreas Gorbach (45) and Prof. Dr. Christian Mohrdieck (60) as managing directors of the new company. Both have extensive experience with conventional and alternative drive systems, especially fuel cell systems.

Gorbach has already held a senior management position with overall responsibility for all fuel cell matters at Daimler Truck AG since the beginning of May this year. This will continue in his new additional position as CEO of Daimler Truck Fuel Cell GmbH & Co. KG. Prof.

Dr. Christian Mohrdieck has been in charge of fuel cell development at the Daimler Group since 2003 and is the managing director of the current fuel cell development unit Mercedes-Benz Fuel Cell GmbH, which will be allocated to the newly founded subsidiary.

### **Partnership with Volvo Group**

In April, Daimler Truck AG concluded a preliminary, non-binding agreement with Volvo Group to establish a new joint venture for the development, production and commercialization of fuel cell

systems for heavy-duty commercial vehicles and other applications such as stationary use.

Daimler Truck Fuel Cell GmbH & Co. KG is later to transition into this planned joint venture. Volvo Group will acquire 50 percent of the company for this purpose. All potential transactions are subject to examination and approval by the responsible competition authorities.

Daimler Truck AG and Volvo Group plan to start series production of heavy-duty fuel cell commercial vehicles for demanding and heavy long-distance haulage in the second half of the decade.

***“The fuel cell is a crucial CO<sub>2</sub>-neutral solution for trucks in heavy long-distance transport. We and our future joint venture partner, Volvo Group, are convinced of this. We are determined to jointly tackle the development and series production of fuel cells and are now taking major steps with all the necessary preparations for the planned joint venture,” said Martin Daum, Chairman of the Board of Management of Daimler Truck AG and Member of the Board of Management of Daimler AG.***

“The establishment of Daimler Truck Fuel Cell GmbH & Co. KG is a very special milestone for our company, because our new subsidiary is to be the immediate predecessor organization of the joint venture. In it, we will now bring together the great expertise and enormous wealth of experience from several decades of development work on fuel cells at Daimler – and combine it with the right know-how in connection with trucks,” he added.

### **Planned cooperation with Rolls-Royce plc**

The cooperation planned between Daimler Truck AG and the British technology group Rolls-Royce plc in the field of



stationary fuel cell systems demonstrates very specific opportunities for the commercialization of fuel cell technology through the planned joint venture with Volvo Group.

***Rolls-Royce's Power Systems division plans to use the fuel cell systems from the planned joint venture between Daimler Truck AG and Volvo Group and Daimler's many years of expertise in this field for the emergency power generators of the MTU product and solution brand that it develops and sells for data centers. A comprehensive cooperation agreement is to be prepared and signed by the end of the year.***

Daimler Truck AG and Rolls-Royce plc plan to cooperate on stationary fuel-cell generators as CO<sub>2</sub>-neutral emergency power generators for safety-critical facilities such as data centers. They are to offer emission-free alternatives to diesel engines, which are currently used as emergency power generators or to cover peak loads.

The Rolls-Royce Power Systems business unit plans to rely on these fuel-cell systems from the planned joint venture – as well as Daimler's many years of experience – in the emergency power generators it develops and distributes for data centers

under the MTU product and solution brand.

Daimler and Rolls-Royce are linked not only by longstanding cooperation on conventional drive systems for other applications.

At the end of last year, Rolls-Royce Power Systems and Lab1886, Daimler's innovation unit for new business models, had already agreed on a pilot project to develop a demonstrator for the use of this technology for stationary power supply on the basis of fuel-cell modules from the automotive sector. It will go into operation in Friedrichshafen by the end of this year.

"For Daimler Truck AG, fuel-cell systems play a decisive role in achieving CO<sub>2</sub>-neutral transport – as a supplement to battery-electric drive. Just at the end of April, we announced our intention to establish a joint venture with the Volvo Group. With the agreement for stationary fuel-cell systems concluded, we are already demonstrating very concrete opportunities for the commercialization of this technology through the joint venture," stated Martin Daum, Chairman of the Board of Management of Daimler Truck AG and Member of the Board of Management of Daimler AG.

"We are delighted that Rolls-Royce is as convinced as we are of the future of fuel cells in the stationary sector and would like to enter into this long-term cooperation with us. On the one hand, this represents further impetus for the development of a hydrogen infrastructure across all sectors and applications; on the other hand, it will enable us to work together to further increase the economy of fuel cells, as well as society's acceptance of and confidence in them," continued Martin Daum.

Andreas Schell, CEO of Rolls-Royce Power Systems, said fuel cells will play a key role in the decarbonization of drive systems which is important in protecting the environment.

"Data centers are the nodes of the global information and communication network, whose vital importance has become particularly clear in these difficult times and whose operation must therefore be reliably safeguarded. The same applies to other safety-critical systems. Under our MTU brand, we develop customized solutions, thousands of which we have already installed, for data centers' individual, complex and growing energy needs," said Schell.

"The decarbonization of drive systems and power supply is one of our central strategic goals and fuel cells will play a key role in this. No other technology offers such high reliability, modular scalability and all the advantages of renewable energies without dependence on the conventional energy market. Through the cooperation with Daimler Trucks, we will gain access to fuel-cell systems that meet our demanding requirements and will thus further strengthen our outstanding position in this growth market," he added.

Over the past two decades, Daimler has already built up considerable expertise in the field of fuel cells at its site in Nabern, Germany (currently the headquarters of Mercedes-Benz Fuel Cell GmbH) and at other production and development facilities in Germany and Canada.

## Turkish Airlines is busiest operator in the EUROCONTROL area



**ISTANBUL:** Turkish Airlines made a record 400 flights in the EUROCONTROL area in June after successfully restarting domestic and international passenger operations following months of lockdown due to the Covid-19 pandemic.

EUROCONTROL, the pan-European, civil-military organisation dedicated to supporting European aviation, said Turkey's national flag carrier operated 359 flights during the first week of June from its home at Istanbul Airport and more flights were launched thereafter.

Turkish Airlines said three aircraft can now simultaneously fly out of Istanbul Airport with the opening of its third independent runway on June 14.

"It is our firm belief that once the world overcomes the crisis, air travel will bounce back stronger than ever and Turkish Airlines will be more than eager to welcome you aboard with our

trademark hospitality as we connect continents, people and cultures. We fully adapted our customer touchpoints according to new normal standards," said Turkish Airlines Chairman of the Board and the Executive Committee M. Ilker Ayci.

With the resumption of its services, Turkish Airlines also announced new 'Guidelines for Safe Travel' and introduced two new inflight services to protect the health of travellers. This include distributing "Hygiene Kits" which contain a face mask, disinfectant and antiseptic tissue. "Hygiene Expert" cabin crew were also appointed to flights to enforce all on-board hygiene and social distancing measures.

Turkish Airlines says its aircraft are disinfected and cleaned thoroughly prior to every flight. It says the chemicals used to clean up different surfaces such as seats, windows, screens and lavatories are safe for humans and its comprehensive cleaning methods are proven scientifically effective.

## Singapore Airlines launches 'KrisPay It Forward' to cheer up 100,000 frontliners, others



**SINGAPORE:** Singapore Airlines' KrisFlyer members can now donate their miles via the KrisPay app to buy edible treats for some 100,000 healthcare workers, conservancy workers, public transport operators, taxi drivers and migrant workers in Singapore.

Singapore Airlines said the "KrisPay It Forward" project hopes to show people's appreciation to frontliners who dedicated their lives in the fight against the Covid-19 pandemic.

The campaign will run until 15 July 2020, or until the target of funding 50,000 treats with the donated miles, is met. Singapore Airlines says it will match this with another 50,000 treats.

The airline said each donation of 450 KrisPay miles (equivalent to S\$3) can purchase one treat. These include a samosa set, a muffin and bun set, a milk tea or green tea set, a doughnut set, and a curry puff set. These will be provided by KrisPay partners such as Anglo-Indian Café and Bar, Cedele, Gong Cha, Krispy Kreme, Polar Puffs & Cakes, and Sakunthala's Food Palace. The treats will be prepared by our partners and delivered to the recipients after the target has been reached.

To donate, KrisFlyer members can download and log in to the KrisPay app. They then need to click on the KrisPay It Forward link in the "Highlights" section and follow the instructions. Members can top up their KrisPay wallet with KrisFlyer miles and donate any amount they wish.

"This initiative provides a platform for KrisFlyer members to show their support for frontliners, and as well as many of the unsung heroes in our community. This is our small way of thanking them by giving them a well-deserved treat, and giving local businesses a boost at the same time," said JoAnn Tan, Acting Senior Vice President, Marketing Planning.

## VistaJet launches portfolio of safe destinations as UHNWIs opt for private jet

**MALTA:** With 79 percent of UHNWIs opting to travel by private jet for business and leisure due to the Coronavirus pandemic, leading global business aviation firm VistaJet has unveiled a portfolio of private and safe destinations they can choose from.

VistaJet said 71% of their requests for June 2020 came from ultra-wealthy passengers who have not regularly used business aviation solutions before. They were seeking to experience exclusive-use escapes and health-enhancing adventures around the world.

"With privacy and safety becoming paramount, health is being factored into travel choices more than ever before. The concept of safety is also changing. Historically, travelers associated safety only with what happens outside of the aircraft. Now, the journey to the aircraft, the in-cabin experience and the final destination are the driving factors," VistaJet said in a statement.

"As the number of touchpoints significantly decreases when flying private — 20 interactions as opposed to 700 when flying commercial — the travel industry expects to see an increased number of first-time private flyers looking for safer and more reliable alternatives," it added.

VistaJet said it is partnering with a network of world-leading travel experts and properties including Abercrombie & Kent, Velaa Private Island, Blue Marble Private, ROAR AFRICA, Entourage Travel, Dean Stott and The Eden Club, to exclusively facilitate safe point-to-point journeys from flight to destination for its members.

## Ethiopian Airlines resumes regular service to Dubai & Djibouti



**ADDIS ABABA:** Ethiopian Airlines has resumed flights to Dubai and Djibouti this month bringing to 40 the total destinations the African aviation giant is servicing since different countries have lifted lockdowns.

Ethiopian resumed servicing the Dubai route on July 8 followed by Djibouti on July 17. The airline said it will announce resumption of services to other routes as soon as their airports are opened up for passengers and commercial activities.

"Esteemed customers are kindly informed that Facemasks will be mandatory for travel and are requested to satisfy destination entry requirements such as health certificates and fill

health declaration forms if required. Up to date destination entry requirements can be found on our website using the link <https://www.ethiopianairlines.com/aa/travel-updates/>," Ethiopian said in a statement.

"As countries continue to open their borders and relax travel restrictions, Ethiopian is ready to increase frequencies to accommodate the demand by focusing on the wellbeing of customers and staff," it added.

The 70-plus-year-old Ethiopian is the fastest growing airline in Africa with a modern fleet of passenger and cargo planes flying to 127 international destinations across five continents.

## Emirates resumes flight services as Dubai re-opens skies to international travelers



**DUBAI:** International traveling to Dubai resumed on July 7 with the state-owned flag carrier, Emirates, serving again dozens of destinations worldwide more than three months after the global lockdown due to the Covid-19 pandemic.

The resumption of international travel for UAE citizens, residents and tourists, came about after new protocols were put in place to ensure the health and safety of travelers and communities.

The protocols for travel in and out of Dubai airports were announced under the directives of the Vice President and Prime Minister of the UAE and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum, in collaboration with the Crown Prince of Dubai and Chairman of The Executive Council, His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, and the Supreme Committee of Crisis and Disaster Management headed by His Highness Sheikh Mansour bin Mohammed bin Rashid Al Maktoum.

"I would like to thank HH Sheikh Mohammed bin Rashid and HH Sheikh Hamdan bin Mohammed for their latest directives to reopen air travel which show their vision for Dubai as a world

leader in business and tourism. This is a strong affirmation of Dubai's readiness to resume aviation and economic activity after comprehensive planning, review, and preparation," said HH Sheikh Ahmed bin Saeed Al Maktoum, Emirates Chairman and Chief Executive.

"We are confident that the multi-layered measures that have been put in place in the air, on the ground, and throughout our city, enables us to mitigate risks of infection spread and manage any required response effectively. We believe that cities around the world are conducting ongoing reviews and will soon follow suit to update their border entry requirements for international travelers," he added.

Sheikh Ahmed said Emirates now connects Dubai to at least 40 cities with option for route expansion in the coming days subject to international regulations.

"The next few weeks will be a big test for the whole aviation industry in many ways. At Emirates we see a positive trend of traffic building up across our network over the past weeks, and we are ready to serve our customers," he said.

## Japan Airlines hopeful for 40% domestic flight recovery in July

**TOKYO:** Japan's national carrier, Japan Airlines, is optimistic to recover this July about 40% of lost demand on domestic flights due to the Coronavirus pandemic lockdown.

JAL said it saw a slight recovery in June after the state of emergency was lifted in the country and subsequent lifting of domestic travel restrictions on June 19.

Based on its analysis, a 40% recovery on domestic flights is possible in July with stepped up efforts to



haul in more passengers.

With which, JAL Group decided to operate more scheduled flights between July 1 through the 16th. In terms of cargo-only flights, JAL said it will continue to use passenger on select routes to deliver vital medical and other cargo supplies on select routes.

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## Sheremetyevo Airport continues to help doctors and healthcare workers reach far flung places in Russia

**MOSCOW:** Russia's main gateway, the Sheremetyevo Airport, continues to dispatch doctors, nurses and other medical workers to far flung places in Russia in a bid to contain the spread of the Coronavirus pandemic.

The latest team dispatched in early June included highly professional medical doctors and nurses who had been fighting COVID-19 for several months in Moscow, as well as pulmonologists, infectious disease specialists, ICU anesthesiologists, radiologists and ICU nurses.

Each team is led by a surgeon with experience in the treatment process and in working at hospitals that have been repurposed for the treatment of coronavirus. They will be stationed for at least two weeks in the Republic of North Ossetia-Alania, Ingushetia, Dagestan and the Zabaikalye Territory, all part of the Russian Federation.

Sheremetyevo Airport also offered its services at the Moscow Cargo terminal to deliver vital medical equipment, medication and personal protective equipment (PPE) to different places around the country.

The first flights from Sheremetyevo Airport to the regions in need



of assistance were loaded with more than 7,000 protective suits with respirators and high boot covers, almost 45,000 medical gloves, 16,000 medical masks, more than 2,300 medical gowns and more than 1,200 reusable protective goggles. The regions also stand to receive additional PPEs by cargo aircraft.

Sheremetyevo International Airport is included in the TOP-10 airports hubs in Europe, the largest Russian airport in terms of passenger and cargo traffic. In 2019, the airport served nearly 50 million passengers, up by 9% compared to 2018.

## Paris-Orly Airport reopens after nearly 3 months of closure



**PARIS:** After nearly three months of closure due to the Covid-19 pandemic, Paris-Orly Airport reopened its doors to the public on June 26 with plans to gradually open all of facilities and services as the situation improves.

Paris Aeroport, its operator, says the airport is delighted to welcoming back passengers with an initial 70-odd flights from a dozen airlines now in operation. For now, only Orly 3 sector is operation but sectors 1, 2 and 4 are expected to be reopened later as demand increases.

Before the Coronavirus outbreak, Orly was handling an average of 600 flights a day, welcoming about 90,000 passengers. It was closed on April 1 due to pandemic.

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## dnata steps up safety and cleaning measures at DXB to protect passengers

**DUBAI:** dnata, one of the world's leading air services providers, says it has stepped up measures in cleaning aircraft, ground handling facilities and equipment to ensure the safety and wellbeing of employees and passengers and provide travelers with confidence and peace of mind when they fly to and from Dubai International airport (DXB).

Since the Covid-19 pandemic struck, dnata said it has run disinfection programs, introduced new personal protective measures, and further improved aircraft cleaning services to safeguard its skilled staff and deliver world-class safety for its airline partners and their passengers.

"The impact of COVID-19 on the aviation, travel and tourism industries has been rapid and significant. We are all in this together and can only overcome the challenges if we join forces with our partners and put the health and safety of people at the heart of everything we do," said Steve Allen, Divisional Senior Vice President, UAE Airport Operations and Travel, dnata.

"We have further improved services, processes and training to adapt to the new operating environment and help our airline customers restore consumers' confidence in travel. I thank all of my colleagues and partners at the airport for their relentless commitment to consistently achieving the highest possible level of safety across our operations."

dnata has also worked closely with Dubai Airports to maximise safety for passengers throughout their airport journey, from check-in to boarding. Check-in desks at the airport have been installed with protective barriers, and waiting areas have been modified to help passengers observe social distancing.

The boarding process is facilitated by dnata's boarding agents



who wear the required PPE and ensure that passengers board in small numbers. Boarding gates are deep cleaned and disinfected after the boarding of every flight.

Furthermore, dnata has enhanced its aircraft cabin cleaning services. The process involves extensive cleaning with a stronger disinfectant, and includes a comprehensive wipedown of all surfaces – from windows, tray tables, seatback screens, armrests, seats, in-seat controls, panels, air vents and overhead lockers in the cabin to lavatories, galleys and crew rest areas.

More than 11,500 pieces of GSE including busses, passenger steps, baggage dollies, and pushback tractors were disinfected at the two Dubai airports. A bowser spray unit and handheld sanitation units were used to ensure the most effective disinfection was carried out on all equipment airside, including the company's cargo operations.

dnata offers reliable and safe ground handling, cargo and catering services to more than 120 airports globally, including DXB.

## Munich Airport to act as test airport for EASA recommendations on infection prevention



**MUNICH:** The European Union Aviation Safety Agency (EASA) has added Munich Airport to its list of pilot airports intended to set an example for safe travel during the COVID-19 pandemic, officials said.

These test international airports, which also include Frankfurt, Brussels, Paris-Charles de Gaulle and Amsterdam, are to demonstrate how to implement the recommendations devised by the EASA and the European Centre for Disease Prevention and Control (ECDC).

"As the only five-star airport in Europe, we have a special

responsibility and want to help to raise health standards at European airports in line with aviation so that passengers can get to their destinations safely and healthily even amid the COVID-19 pandemic," said Jost Lammers, CEO of Munich Airport and president of European airport association ACI Europe.

The EASA is aiming to work toward a goal of the hygiene measures that it has recommended being put into practice as consistently as possible across Europe.

These include wearing mandatory face coverings, maintaining social distancing wherever possible and providing hand sanitizer dispensers. Particular attention is also being paid to making the check-in and baggage drop processes as contact-free as possible.

All stages of air travel are to be taken into account, starting at the moment passengers enter the airport building, continuing through the check-in, security and customs processes and extending to the time that passengers spend on board the aircraft.

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## DAE extends rent deferral assistance to 30% customers



**DUBAI:** Dubai Aerospace Enterprise (DAE) Ltd. says it has extended deferral assistance to 30 percent of its customers and continues to evaluate other similar requests to help them rebound amid the global recession due to the Covid-19 pandemic.

In its latest financial report, DAE says its owned, managed and mandated-to-manage fleet stayed stable at 400+ aircraft. During 1H2020, the company sold or novated 17 aircraft, acquired 5 aircraft, transitioned or extended leases on 23 aircraft, and negotiated 41 lease extensions subject to documentation.

Since the onset of the pandemic, DAE has transitioned 11 aircraft with 18 ferry flights to and from 9 countries. Its portfolio lease utilization remained high and is above 99%. The

managed aircraft portfolio grew to 73 aircraft.

“DAE ended 1H2020 with total available liquidity of US\$2.8 billion which comprised of approximately US\$600 million of unrestricted cash and US\$2.2 billion of long-term committed available lines of credit. We repurchased US\$187 million of our own bonds in 1H2020. Over the next 12 months, we have only one bond maturity of US\$430 million in August 2020,” DAE said in a statement.

DAE said it has granted 29 rent deferral requests and is currently evaluating an additional 28 similar requests. The company said it expects to provide additional assistance to its clients.

“The first half of 2020 has proven to be the most challenging half year ever for the global aviation industry. As we continue to navigate through uncertain times, DAE has focused on executing well on the fundamentals. During the last 6 months, we have transitioned aircraft to new airline customers, we have actively taken back aircraft from airlines that did not need capacity and placed them with other existing clients, and we have grown our managed asset portfolio,” said Firoz Tarapore, DAE's Chief Executive Officer.

“We have used our industry-leading liquidity position to assist clients with rent deferrals, support our bond repurchase program and still maintain a strong liquidity profile. We do not have any speculative orders with an OEM and we do not expect that to change in the near-term,” he added.

## Meridiam and Munich Airport get 35-year concession to manage Sofia Airport

**MUNICH:** Meridiam Infrastructure Fund and its partner Munich Airport were affirmed by the Supreme Administrative Court of Bulgaria to run and manage the country's premier airport, Sofia Airport, for the next 35 years under the consortium name “Sof Connect.”

The decision was reached in June for the long-term public-private partnership seen to help Bulgaria rebound post the Covid-19 crisis and support the Bulgarian government and local authorities achieve significant regional benefits in social, economic and environmental aspects.

The airport will develop new standards of carbon accreditation and environmental standards – serving as benchmark for other airports and industries aiming at becoming an enabler of social, economic, environmental and inclusive growth that contributes to Sofia and Bulgaria.

With proven experience in the airport sector and an existing portfolio of landmark airports including LaGuardia Central Terminal (New York, USA), Queen Alia



International (Jordan) or Ivato and Nosy Bé (Madagascar), Meridiam intends to set the ground for a sustainable success story with the new Sofia Airport.

Meridiam has committed to work with the entire aviation sector to achieve the reduction of carbon emissions as part of its mission. Munich Airport will provide all its knowledge, expertise, best practices and market outreach, especially in terms of airline marketing, route development, passenger experience, smart airport development, airport city development and operational efficiency.



## Reithofer re-elected as BMW Board Chairman



John Slattery

**BOSTON:** After 40 years of service at GE (NYSE:GE), David Joyce, the company's vice chair, president and CEO at GE Aviation, is retiring, and John Slattery, Embraer's president and CEO of Commercial Aviation, will assume his post effective July 13.

GE Chairman and CEO H. Lawrence

Culp, Jr., praised Joyce for his remarkable career that helped build GE Aviation as the world's foremost aircraft engine franchise.

"An icon in the aerospace industry, David has been a driver of innovation, and the decisions made under his leadership will continue to manifest for decades. His greatest legacy may be the thousands of leaders he has mentored and developed throughout his career. I'd like to thank David both personally and on behalf of the Company for his countless contributions and service. GE Aviation's foundation is strong thanks to his long-term vision to position our business and customers up for success," Culp said.

Joyce spent his entire career at GE Aviation, including 12 years as its president and CEO. He strategically invested in the business to enable a complete renewal of its product portfolio, including 10

different engine families, resulting in groundbreaking improvements in fuel efficiency, emissions and noise.

Under his leadership, aviation became one of GE's leading businesses, doubling its revenue from \$16.5 billion to \$33 billion, growing total backlog from \$26 billion to more than \$270 billion, and industrializing advanced technologies across both commercial and military applications

"My career at GE has been a lifelong gift I will always cherish. It has been a blessing to work alongside incredible GE colleagues and great customers around the world. I have always been surrounded by a culture that places a premium on harnessing the collective knowledge of such bright and talented people. I will be forever grateful for the opportunities GE gave me to learn and grow both professionally and personally," said Joyce.

With Joyce's retirement, Slattery will run the world-leading provider of commercial and military jet engines and services, as well as avionics, digital solutions, and electrical power systems for aircraft.

Slattery led Embraer's largest business, Commercial Aviation, typically accounting for over half of the Group's revenue and free cash flow as well as about 10,000 of its 18,000 employees.

"I have long considered GE Aviation to be the leading aviation franchise in the world, and I am humbled to take the helm from David and lead this talented team forward. This is a time of unprecedented change in the aerospace industry yet also an opportunity to reimagine the future of flight and how we can best serve our customers," said Slattery who will fully assume the role of president and CEO of GE Aviation on September 1, 2020.

## David Lavorel, Sebastien Fabre to refocus SITA's portfolio to support a post COVID-19 recovery

**GENEVA:** SITA, the global IT provider to the air transport industry, has made several changes to its executive management team responsible for SITA's product portfolios.

These appointments come at crucial juncture as the air transport industry begins the difficult task of restarting operations after a lengthy shutdown due to the COVID-19 crisis.

David Lavorel, previously CEO of SITA FOR AIRCRAFT, has been appointed to head SITA AT AIRPORTS AND BORDERS, SITA's airport and border solution portfolio. He will replace Matthys Serfontein who will be retiring from SITA after 13 years.

Sébastien Fabre, previously VP Airline & Airports Portfolio, will replace David to head SITA FOR AIRCRAFT.

SITA said its key focus in 2020 will be to support its airline and airport customers to implement smart solutions to accommodate new passenger processes required to ensure the health and safety of travelers and employees. The new appointments came into effect from June 1, 2020.



# Technology



## DEWA taps Dell Technologies for future digital solutions



**DUBAI:** The Dubai Electricity and Water Authority (DEWA) has reached out to Dell Technologies in a bid to find future digital solutions that will further enhance its services across the emirate.

Saeed Mohammed Al Tayer, MD & CEO of DEWA, presided over a

recently held teleconference with Michael Dell, Chairman and CEO of Dell Technologies, a global leader in telecommunications and information technology.

Moro Hub, the Emirates news agency WAM reported, is working with Dell Technologies to develop and deliver highly-reliable enterprise cloud computing solutions, integrated infrastructure administration services and servers, secure data storage solutions, and innovative information technology applications.

"DEWA and its subsidiary Moro Hub work in line with the directives of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President, Prime Minister and Ruler of Dubai, who has mandated the Dubai Government organizations to implement services 10 years ahead of other cities around the world through government innovation through Dubai 10X initiative," said Al Tayer.

"Our collaboration with Dell Technologies will enable MORO to introduce innovative applications and accelerate the delivery of digital services out of Dubai, which supports the UAE's vision to become a vibrant regional hub that can serve the region and the world through its advanced facilities and infrastructure," he added.

Dell thanked Al Tayer for the fruitful discussions and noted that Dell Technologies will work closely with Moro Hub to strengthen cooperation and partnership supporting the digital transformation plans of Dubai and the UAE, especially in key sectors such as healthcare, education, and IT security to leverage strong capabilities and ecosystem.

The two organisation collaborate in many areas, such as the development of cloud computing, e-security, automated learning (Artificial Intelligence), big data and analytics, storage, backup and archiving services, as well as providing technical infrastructure for the public and private sectors and service providers.

The meeting was attended by Marwan Bin Haidar, Vice Chairman of Moro Hub (Data Hub Integrated Solutions); Matar Al Mehairi, Board member of Moro Hub; Mohammad Bin Sulaiman, CEO of Moro Hub; Ahmed Al Ketbi Chief Information Security Officer of Moro Hub; Adrian McDonald, President of Dell Technologies EMEA; Fady Richmany General Manager- Dell Technologies, and Yahya Kassab Director of Sales at Dell Technologies.

RDI is developing an innovative irrigation system to transform water usage in UAE agriculture and conducting research trials to increase crop yields in sandy soils and non-arable land. While locally-based company RNZ will set up a state-of-the-art R&D centre to research, formulate and commercialize 'agri-input' solutions that will help to grow more with less.

## Singapore hands out Covid-19 trace devices to seniors



**SINGAPORE:** Digitally detached seniors in this rich island-city-state were handed out Covid-19 Bluetooth-enabled contact tracing devices as part of Singapore's ongoing efforts to slowdown the spread of the virus.

TraceTogether Tokens are an alternative to Singapore's contact tracing smartphone app and are meant to be for people who do not own or prefer not to use a mobile phone and senior citizens who have little or no family support or have mobility problems.

The government says the tokens have unique QR codes and do not need charging with their battery life lasting up to nine months.

Each token is uniquely identified to that individual's use. It works by exchanging Bluetooth signals with other TraceTogether Tokens, or mobile phones running the TraceTogether app nearby. The data of close contacts will be encrypted and kept only in the Token for no more than 25 days.

The Token's user will be alerted by an authorized officer from the Ministry of Health contact tracing team if he/she was detected to be a close contact of a person infected with COVID-19. This will enable appropriate precautions to be taken to keep the user and their loved ones safe, the government said.

# INDIA MANUFACTURING SHOW

5th

# IMS 2020

INDIA MANUFACTURING SHOW

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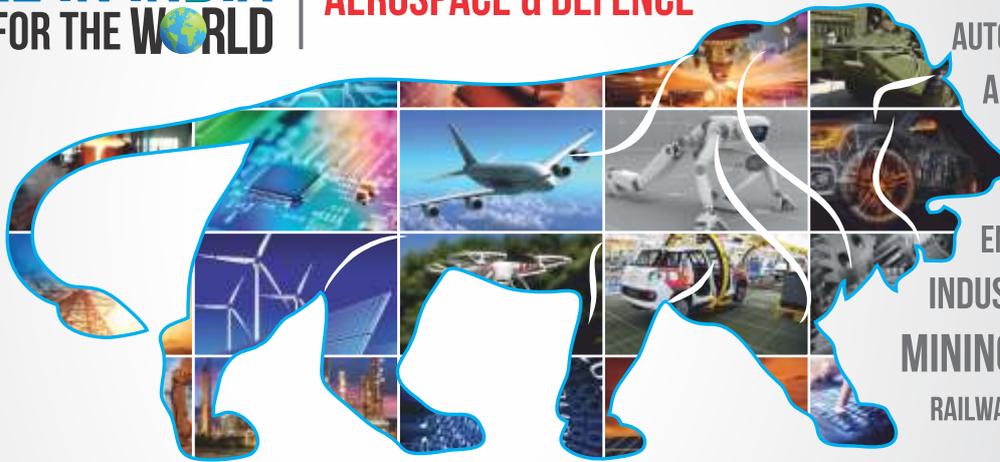


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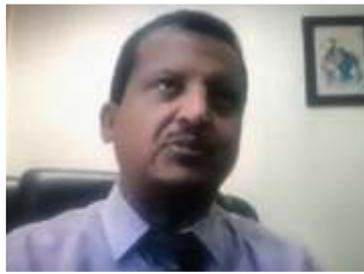
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# Upcoming Events



## Airport Show Dubai Airport Security I ATC Forum

The 20th edition of Airport Show features two co-located events and introduces a new theme, "Passenger Experience"—which will focus on highlighting technologies that are setting new standards in making airport processes more passenger driven and efficient.

As the world's largest annual airport exhibition event, Airport Show 2020 is a place to meet and network with key industry leaders and high-level policymakers in setting to shape the future of the global airport and aviation industry.

**26-28 October 2020 | DWTC, Dubai, UAE**

## Cargo Connect

The Cargo Connect conference and exhibition provides a platform for the international logistics & supply chain industry to meet in the Middle East, a strategic hub for global trade.

Join the leading airports, airlines, freight forwarders, cargo operators and technology providers to network, learn and explore future innovations.

**November 2020 | Dubai, UAE**

## Air Cargo Forum 2020

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

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

## 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.

**9-11 Mar 2021 | Turkey, Istanbul**

## 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.

**25-28 May 2021 | Moscow, Crocus Expo**

## Air Cargo Europe

forums and presentations of innovative ideas, products and services ideal for today's fast-paced digital world.

Now on its 9th year, Air Cargo Europe is integrated with the four-day transport logistic Munich event.

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

## FREE E-LEARNING COURSE

**"COVID-19: Defeating the Crisis and  
Evolving as a Leader"**

National Aviation Services (NAS), a leading aviation services provider, is sponsoring a free e-learning course titled "COVID-19: Defeating the Crisis and Evolving as a Leader" on the online training platform [www.academy.aero](http://www.academy.aero). The course, specially designed for aviation professionals, is the first ground handling industry course to be made public by NAS.

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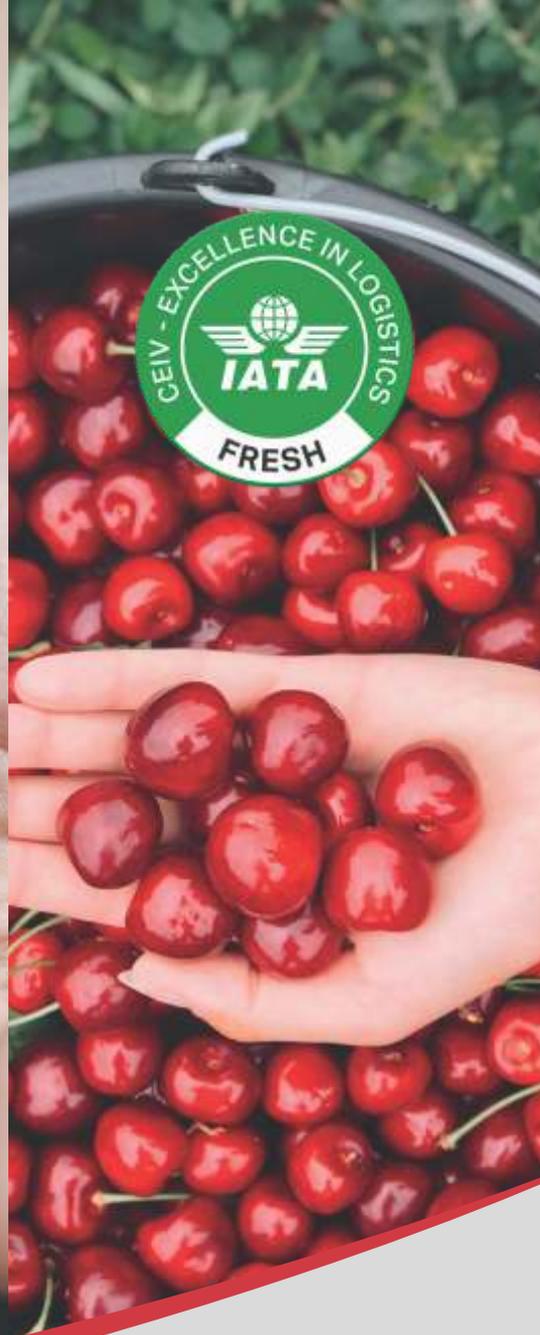
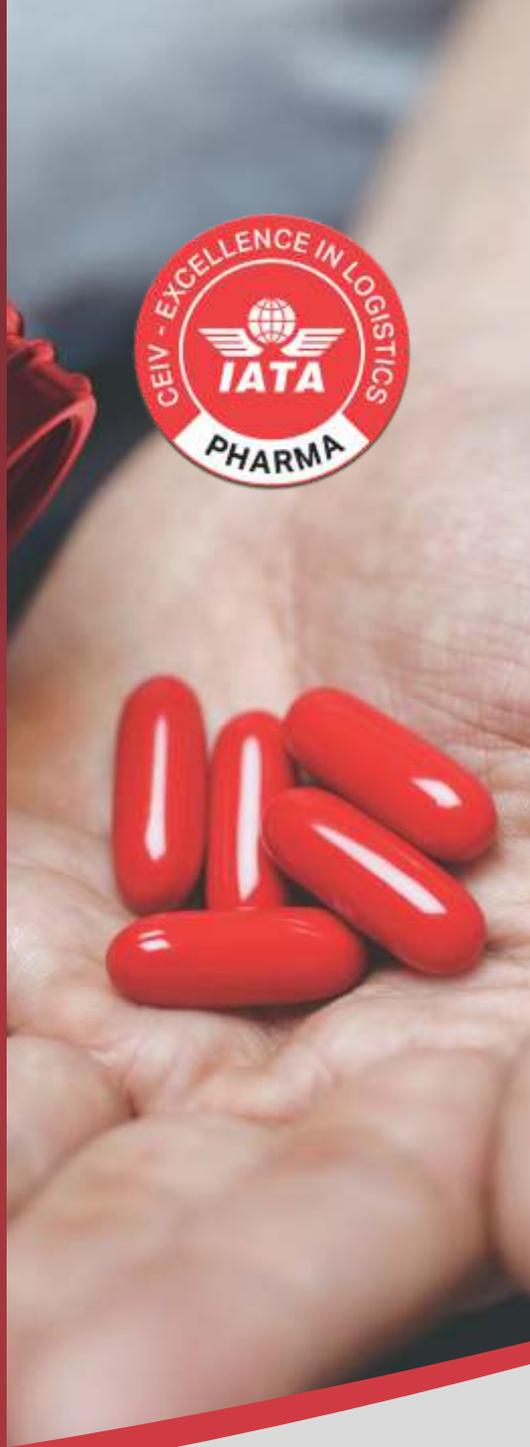


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