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Breaking new grounds in tough times

Adrien Thominet
ECS Group, CEO



REWIND

A look back at ACU's Q&A with Nabil Sultan

A new Beginning

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Mutating for global economic recovery

The movement of goods across the world has picked up but nowhere near the pre-pandemic phase.

The International Monetary Fund says "the sooner vaccinations curb the pandemic; the faster economies can return to normal." The reality, however, points to many road blocks ahead.

First, there are a number of COVID variants that have emerged in different countries like the UK, South Africa, Brazil, and California, which are said to be more contagious and resistant to newly-developed COVID vaccines.

The UK or Kent variant known as B.1.1.7 reportedly has spread to more than 60 countries and appears to be mutating again. The South Africa variant or B.1.351 has been found in more than 20 countries. Brazil's variant continues to wreak havoc with more than 13.4 million Brazilians now infected with the virus and COVID deaths climbing to more than 351,000.

Most governments are cash-strapped amid the slowdown on business activities exacerbated by lockdowns and the collapse of their healthcare system. Millions of people are jobless while others suffer huge pay cuts.

Needless to say, this lingering health crisis calls for a stronger, flexible and resilient air cargo industry which has taken on the role of distributing COVID vaccines across the world which IATA dubbed as "the mission of the century."

This is an enormous task given the challenges at hand and the constant uncertainties in different territories they serve.

The good news is that the industry also continues to mutate or change. Through innovative engineering, many passenger planes have been transformed to freighters so named "freighters." This has partly addressed problems with reduced belly capacity with many passenger flights still grounded.

The industry has also quickly adapted to meet different COVID vaccines' varying temperature requirement while being transported on air or land. It has also accelerated digitalization in the process for easy movement tracking. Indeed, airfreight continues to evolve for the better.

Gemma Q. Casas
Editor-in-Chief

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Saudia Cargo to continue flying vital human organs for free

JEDDAH, KSA: Saudia Cargo will continue flying vital human organs to Saudi for free to help patients in and around the Kingdom and other Arab nations who need them to live.

The company has been at the forefront of this humanitarian and social mission since 2014 under its agreement with the Saudi Center for Organ Transplantation.

First called as the Jeddah Kidney Center, the transplantation center was established by Dr. Faissal Shaheen who currently sits as its director-general.

The center has done hundreds of kidney, liver, heart, cornea, pancreas, lung and bone marrow transplants over the years.

Nabil Khojah, Saudia Cargo Chief Executive Officer, who signed the agreement on behalf of their company, assured dedicating all logistics available in transporting human organs in accordance with the international laws.



Khojah said Saudia Cargo takes pride in its important role in every sector of human organ supply so that it can fulfil its noble mission.

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Gym, Hip-Hop music & taste of the world delight this cargo SVP

F

ew women would have successfully chartered a career in the air cargo industry like Kirsten de Bruijn, Qatar Airways Cargo's Senior Vice President, Cargo Sales & Network

Planning. And she's earned it through unrivalled hard work, ingenuity and sense of accountability.

After holding several positions in the Starwood Hotels and Resorts Group (now Marriott International), she joined Martinair where she spent five years working and gaining exposure in both passenger and cargo departments.

"My last position with Martinair was Director of Operations Americas, based in Miami. After the merger with Air France KLM, I transitioned to lead the capacity and revenue management and pricing department in APAC region, based in Singapore before moving on to the Global Pricing role in Amsterdam. In 2016, I joined Emirates as VP Cargo Pricing and Interline where I spent just over 4 years based at the carrier's headquarters in Middle East and alongside this role, I also led the digital cargo transformation initiatives at Emirates SkyCargo," de Bruijn recalled.

In September of 2020, she moved to Doha and began her new role as SVP Cargo Commercial and Network Planning for Qatar Airways Cargo.

She described air cargo as a "high-speed and competitive industry and yet one that is filled with warm welcoming people" with its main mission centred around people and delivering goods.

As one of few women in top executive position in the industry, de Bruijn is convinced aviation and air cargo are entering the coming of age phase where results matter more than gender in the era of possibilities and innovation.

"I believe diversity will positively impact our industry and make it ready for the future. I think the airline industry is coming of age where it's about results. Although I of course welcome more females to the air cargo

industry, as it's an exciting business, in the end it's about execution, delivery and accountability," shared de Bruijn.

"My advice to other women is that you do what you love and your work will shine through! Women must understand their responsibility and worth in Cargo. I consider myself to be very passionate about what I do and the people I work with. For me, that's very important; you need to have that drive to succeed and really care about the outcome to stay focused and to push yourself to excel, whether you are a male or female in this industry," she added.

Finding balance between her work and life, this busy SVP is delighted spending time at the gym while listening to Hip-Hop music, exploring different cuisines, sights and sounds in her new home, Doha, Qatar's capital.

"You might not find me cooking every day, but I really love to experience different culinary styles and cuisines. I have been lucky to do this a lot when I've travelled and lived in different countries. To date, my favourite cuisine is Indian," de Bruijn shared. **"I try to balance my office life, which can mean hours behind a desk, by maintaining a healthy and active lifestyle. I am an early bird so you will find me at the gym with some hip-hop music before work. I find that it helps to clear my mind before the day really gets going."**

"I'm relatively new to Doha, so I'm still in that exploring phase which I love whenever I reach a new location. I've embraced the Middle Eastern culture since living in the region from 2016, so if it isn't trying a new restaurant or café in the city, I will likely be shopping for Oud, nuts and spices or maybe jewellery at the old Souk (traditional Arabic market), this is also a way for me to unwind," she added.

And amid the lingering pandemic, de Bruijn and the rest in the industry remain committed to their mission—moving air cargo and vital supplies around the world.

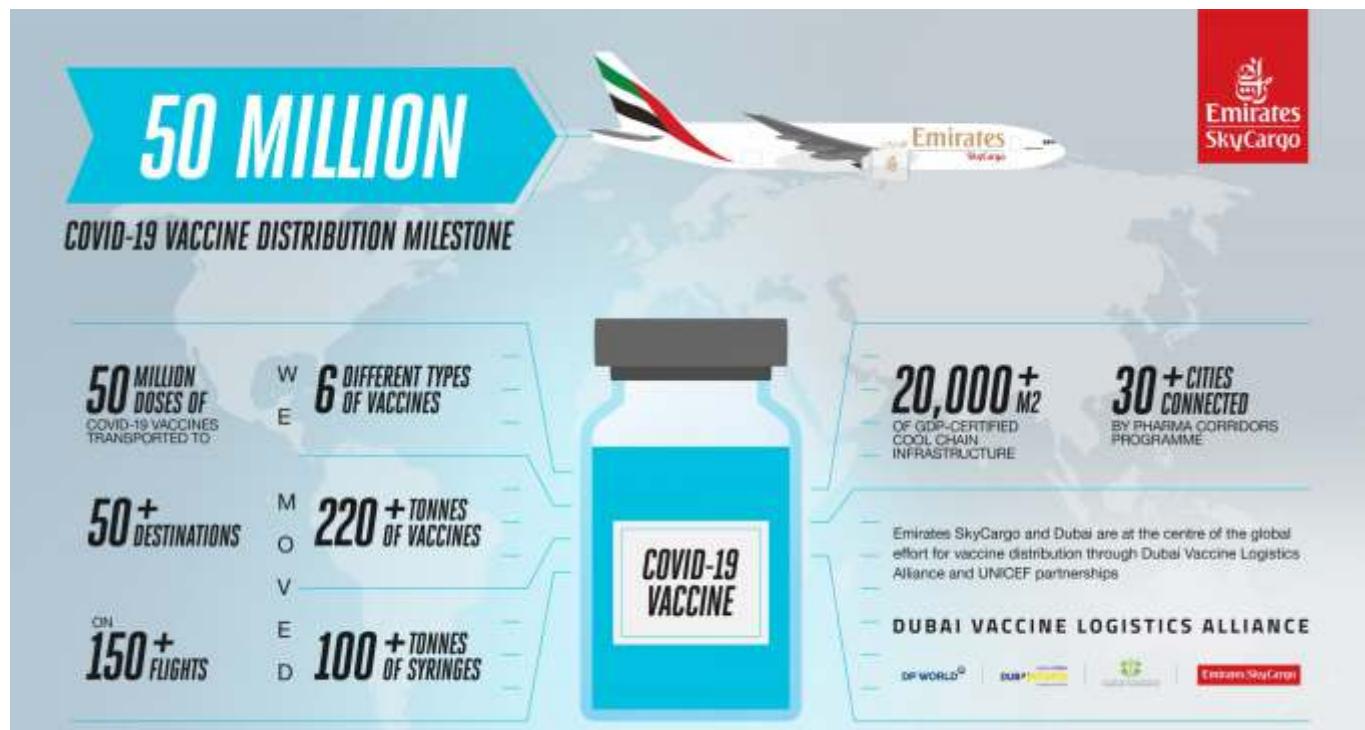
"Cargo is often overlooked. Somehow, we are still on the sideline whilst the passenger airlines are in the limelight, but if 2020 has shown anything it is how dynamic, flexible and exciting our industry is. It has firmly cast the spotlight on air cargo and how vital it is to ensure global trade continuity," she said.



Kirsten de Bruijn

Senior VP, Cargo Sales & Network Planning
Qatar Airways Cargo

Emirates SkyCargo hauls over 50 million COVID-19 vaccines and 100 tons of syringes to 50 destinations since vaccine rollout



DUBAI: Emirates SkyCargo became the first cargo carrier in the world to have transported more than 50 million doses of COVID-19 vaccines and over 100 tons of syringes across 50 destinations affirming its major role in the ongoing global fight against the pandemic.

Since the start of international distribution late last year, Emirates SkyCargo has transported over 220 tons of COVID-19 vaccines, tantamount to more than 50 million doses, the airline disclosed in the run up to World Health Day (7 April).

Overall, the carrier has transported six different kinds of COVID-19 vaccines on more than 150 flights from manufacturing locations to 50 destinations on its network through Dubai.

"Emirates SkyCargo is proud to have reached the 50 million COVID-19 vaccine delivery milestone just ahead of World Health Day. As a socially responsible global air cargo carrier, our actions over the last year have always been directed at helping communities across the world, and especially those in developing nations, recover from the devastating impact of the pandemic. We have been leading the global air cargo industry's efforts and working with our partner organizations in Dubai to rapidly distribute COVID-19 vaccines through Dubai to the rest of the world," said Nabil Sultan, Emirates Divisional Senior Vice President, Cargo.

Emirates SkyCargo has remained agile and dynamic throughout

the COVID-19 pandemic, responding quickly to maintain international connectivity for essential goods across the world.

The carrier was one of the first in the world to deploy passenger aircraft for cargo only flights in order to transport PPE, medical equipment, pharmaceuticals and food. Over one year, Emirates SkyCargo had operated more than 27,800 flights and transported over 100,000 tons of essential commodities.

As early as October 2020, Emirates SkyCargo set up an EU GDP certified dedicated airside hub for distribution of COVID-19 vaccines at its hub in Dubai. With its sophisticated infrastructure and extensive storage capacity, Emirates SkyCargo positioned itself to fly in large quantities of COVID-19 vaccines from manufacturing locations, store the vaccines in Dubai and then regularly replenish vaccine supplies to developing nations with limited cold chain infrastructure through its cargo flights.

In January 2021, Emirates SkyCargo joined hands with leading Dubai-based entities, DP World, International Humanitarian City and Dubai Airports to form the Dubai Vaccine Logistics Alliance to harness the strategic strengths of Dubai as a major global distribution hub for COVID-19 vaccines.

In February 2021, Emirates SkyCargo signed an MoU with UNICEF to prioritize transportation of COVID-19 vaccines in support of the COVAX facility which is aimed at equitable global distribution of vaccines.

With its fleet of modern and efficient all wide-body aircraft and a network that currently spans more than 130 destinations across six continents, combined with the strategic geographic location of its state of the art GDP certified Dubai hub, Emirates SkyCargo is a key global player in the secure and rapid global distribution of COVID-19 vaccines.



Ethiopian flew 33,182 cargo flights, including 5,645 'freighters', 1 year on since pandemic

ADDIS ABABA: Ethiopian Airlines says it operated 5,645 passenger planes for all-cargo flights and transported more than 121,750 tons of cargo across its vast global network since the first global lockdown began in March 2020.

Ethiopian Group said the flights added an immense value to the total of 33,182 flights and

735,869 tons of cargo transported during the period from March 25, 2020 to March 25, 2021.

On March 25, 2020, Ethiopian Airlines operated its first cargo only service on a passenger aircraft with its Boeing B787-900 from Addis Ababa to Kinshasa carrying more than 16 tons of much-needed PPE and other shipments inside the cabin and the belly of the aircraft.

"Today marks one year since the beginning of our first Preighter flight service as a way to manage the unprecedented global crisis. The single Preighter flight that started on this day last year has helped our airline navigate the storm so far. We are extremely honored to have served our customers during the most difficult times. Ethiopian Cargo and Logistics Services has been a critical player in the global fight against the pandemic by distributing medical supplies and PPE to places with limited access to transportation," said Ethiopian Group CEO Tewolde GebreMariam.



Following the sharp decline in passenger number due to the pandemic, Ethiopian swiftly shifted focus to cargo operations and became among the very few pioneers to load cargo on passenger aircraft's cabin.

Immediately afterwards, Ethiopian demonstrated remarkable agility in its response to the increased cargo demand in the wake of the pandemic by reconfiguring 25 passenger aircraft into freighters using its own internal MRO capabilities and distributed the much-needed Personal Protective Equipment and medical supplies across the globe.

Ethiopian has been increasing its capacity to become an ideal shipment partner of many humanitarian organizations including the WFP and is currently working in collaboration with UNICEF and Cainiao for the global vaccine distribution.

The company is also credited for the efficient delivery of essential medical supplies donated by Alibaba Foundation, WHO and donor governments to all African countries.



DUBAI: As the UAE celebrates 2021 as the "Year of the 50th" with a number of initiatives on hand reflecting its commitment in the nation's continued journey and its increasing importance in facilitating global trade, Dubai Customs announced the launch of its

new golden logo honoring the occasion.

Sheikh Khalifa bin Zayed Al Nahyan, President of the UAE, has declared 2021 as the "Year of the 50th" marking the country's golden jubilee. It will start on April 6, 2021 through March 31, 2022.

Dubai Customs employees recommended their office adopt the golden logo for the occasion which Ahmed Mahboob Musabih, Director General of Dubai Customs, supported. Thus, becoming the first initiative in the Year of the 50th.

"The Year of the 50th means a lot to all of us in the UAE as it marks the great achievements done in the last 50 years to build and advance the UAE," said Khalil Saqer bin Gharib, Director of Corporate Communication Department, head of Dubai Customs' team for UAE Golden Jubilee Celebrations. "The sons of the UAE have worked relentlessly during the last 50 years to build the country and help it become an example to follow in modernity and progress."

"We chose to decorate our logo with the golden color to celebrate the 50-year extraordinary journey, in which we saw how challenges were turned into

Dubai Customs turns 'gold' to mark UAE's remarkable golden jubilee

opportunities and achievements. The biggest achievement is the love and loyalty that the sons of the UAE show to their country, which was the main catalyst behind the progress the UAE enjoys today. Dubai Customs has played a vital role in this development working relentlessly to facilitate global trade, tourism and travel and to protect the society, inspired by the vision of our wise leaders."

Dubai non-oil external trade has doubled about 10 times between 2000 and 2019 rising from AED143 billion in 2000 to AED1.271 trillion in 2019. In the first half of 2020, Dubai trade made around AED551 billion, according to trade figures released by Dubai Customs.

AirBridgeCargo safely transported 4 reindeers from Moscow to Germany's Wuppertal Zoo



MOSCOW: Four young reindeers from Moscow safely traveled to Germany for their new home, Frankfurt's Wuppertal Zoo, AirBridgeCargo (ABC) announced.

One of the leading all-cargo carriers in the transportation of live animals, ABC said their mission was accomplished in partnership with Astra Brokers for Moscow Zoo, one of the oldest zoos in Europe.

Under the regular animals' exchange program, the four reindeers aged two weigh around 150 kilograms each, were comfortably transported using separate dedicated cages to guarantee their well-being during the flight.

"We have transported deer previously cognizant of their special needs while being transported. The whole journey, organized under IATA LAR and the customer's requirements, went smoothly and the animals felt safe and comfortable right now. I would like to thank our local team for their great contribution and teamwork. In 2020, we saw a significant increase in live animal transportation meeting the growing demand from the customers. We will keep on sharpening our expertise in this sector to guarantee high-quality service," said Peter Novozhenov, Regional Director, Russia and CIS.

Amid the pandemic, more customers called on air cargo when it came to animals' transportation to keep the agricultural program going, to support zoo exchange programs and equine sports events.

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CargoAi develops CO2 emission calculation tools as it ramps up sustainability commitment in air cargo industry

SINGAPORE: CargoAi has launched new tools allowing freight forwarders to assess and reduce the CO2 emissions generated by their business activities, thus, help in the global fight against climate change.

The company said freight forwarders can now choose routes and airlines based on their carbon impact and calculate the CO2 emitted from each shipment. It is also making monthly CO2 emissions reports available to allow clients to analyze their own impact and monitor improvements. Its CO2 tracking feature is available for free at www.cargoai.co/co2-track-and-trace

"Cargo stakeholders have really become aware of sustainability, and carbon impact is a recurring topic in discussions with our clients. Through these new features, we wanted to highlight the efforts that airlines are making to reduce their emissions by allowing forwarders to choose their carriers on that basis. It was essential for us to take a position on this issue and to innovate, because it's also another way of thinking about air cargo differently," said Matthieu Petot, CEO of CargoAi.



CargoAi's unique Flight Search module now gives forwarders access to the CO2 emissions for each airline and route, allowing them to choose their transport solutions accordingly.

Also, the free universal Track and Trace system enable any freight forwarder to track their shipment instead of checking with each airline and calculate at the same time the CO2 emission of the shipment. Finally, the monthly emissions report means forwarders can analyze their carbon impact and monitor improvements.

Several months of development work went into building this complex calculation system, with impartiality the primary goal. As a result, CO2 emissions calculations for all airlines are based on the IATA RP1678 methodology, which is approved by the Global Logistics Emissions Council (GLEC). The European standard DIN EN 16258 can also be used.

Pharma.Aero and Humanitarian Logistics Association sign MOU to better serve crisis-prone areas

BRUSSELS: Nonprofit groups Pharma.Aero and Humanitarian Logistics Association (HLA) have signed a Memorandum of Understanding establishing a formal basis of collaboration in transporting humanitarian aid and pharmaceuticals to crisis-prone areas.

The groups said a robust air cargo supply chain is essential to both their missions, especially for shipments involving last mile delivery, in humanitarian contexts or in crisis situations.

They believe their collaboration will not only serve their common interests but also strengthen them in handling strategic projects focusing on crisis-prone countries, as well as emergencies and humanitarian projects.

"By joining forces with HLA, we bring the human interest aspect into the Pharma.Aero network and platform. This will create more leverage and added value in all our undertakings as well as broaden our scope and impact when reaching out to the entire pharmaceutical air cargo supply chain," said Jeremy Mitchell, Director of Pharma.Aero.

George Fenton, Chief Executive of HLA, noted, "The



newly formed partnership with Pharma.Aero will enable us to add significant value to our network and gear up the effectiveness and efficiency of members by raising awareness of standards, facilitating access to training and career development opportunities, and encourage collaboration among a broader range of humanitarian logisticians."

Trevor Caswell, Vice Chairman Pharma.Aero, responsible for Projects, pointed out that "Both organizations share the same vision: being a neutral platform of international best-practice and knowledge sharing, and fostering community collaboration by trust. In setting up joint projects that emphasize the growing importance –both for the rapidly changing aid system as well as for the supply chain –of 'local actors' and 'last mile', we can create added value: to look at ways to improve reaching difficult places via UAV technology will be one of our first joint projects."



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Saudia Cargo joins UNICEF Humanitarian Initiative to support worldwide vaccines delivery mission



RIYADH: Saudia Cargo has become one of the first air cargo carriers to join the Humanitarian Airfreight Initiative launched by UNICEF to support the prioritization of COVID-19 vaccines delivery alongside essential medicines, medical devices and other critical supplies to fight the pandemic.

The members of the initiative are 10 leading airlines which together cover routes to over 100 countries with one goal in mind, to support the COVAX Facility – the global effort to ensure equitable access to COVID-19 vaccines regardless of any country's income level.

COVAX Facility's first round distribution

plan provides doses to 145 countries starting the first half of 2021. These countries will immunize 3% of their population, on average and subject to all requirements and final allocation plans. The initiative commits airlines to prioritize the shipment of all life-saving supplies, add freight capacity to routes whenever necessary, and take the important measures of temperature control and security.

"Saudia Cargo is ready and on full power to operate for UNICEF Humanitarian Airfreight Initiative and take part in this global vaccines delivery effort through Saudia Cargo's wide range of destinations

and connection points. We fully understand our role and will work hand in hand with UNICEF and ensure the maximum global reach for the vaccines. Safe, timely and efficient transportation of these supplies is paramount and we are sure our air freighters will expertly get the job done," said Saudia Cargo CEO Omar Hariri.

"Delivery of these life-saving vaccines is a monumental and complex undertaking, considering the sheer volumes that need to be transported, the cold chain requirements, the number of expected deliveries and the diversity of routes" said Etleva Kadilli, Director of UNICEF Supply Division. "We are grateful to these airlines for joining forces with the UNICEF Humanitarian Airfreight Initiative to support the roll-out of COVID-19 vaccines."

The 10 strong fleets of the world's finest airfreight companies operating upon COVAX Facility's effective delivery strategy will form a global logistics preparedness mechanism for any potential humanitarian health crises on short and long terms. For now, the COVAX deliveries and subsequent vaccinations to frontline health workers remains with utmost importance to empower their critical role in this unprecedented global scenario

DB Schenker and Lufthansa Cargo launch world's first regular CO2-neutral freight connection between Europe and China

FRANKFURT: DB Schenker and Lufthansa Cargo have jointly launched this month the world's first regular carbon neutral cargo flight connection in history.

With the take-off of a Boeing 777F at 9:14 a.m. local time on 1 April, the companies kicked off weekly flights between Frankfurt am Main and Shanghai Pudong, where the fuel requirements are covered entirely by Sustainable Aviation Fuel (SAF). This will save around 174 metric tons of conventional kerosene each week.

Jochen Thewes, CEO of DB Schenker, commented, "As of now, carbon neutral supply chains are also feasible with air freight. Our weekly flights between Frankfurt and Shanghai are the kick-off of a new era. We are proud to have already convinced so many customers of this future-orientated product. Next, business and politics have to take charge to create more capacity for regenerative fuels and clean aviation."

Dorothea von Boxberg, CEO of Lufthansa Cargo, noted: "With the world's first sustainable cargo flight with DB Schenker at the end of 2020, we demonstrated that flying without fossil emissions is already possible. Today, we jointly launched the world's first regular sustainable cargo flight connection. This paves the way for many more connections of this kind. We are counting on the determination of our industry and the dedication of consumers to get this off the ground together."

Sustainable Aviation Fuel is produced mainly from biomass waste, such as used vegetable and cooking oils. Thus, when burned in the engine, the same amount of carbon dioxide is released which was previously removed from the atmosphere during the original growth of the plants.

In addition, greenhouse gases produced during the manufacture and transport of the fuel



are fully offset by sustainable compensation projects. This ensures that flights are completely greenhouse gas neutral.

The weekly volume of SAF procured by DB Schenker and Lufthansa Cargo corresponds to 174 metric tons of kerosene, which is about the amount needed for the connection to Shanghai and back. However, for technical and legal reasons, it is currently not possible to fuel an aircraft with SAF only. Therefore, the SAF is blended with conventional kerosene via the airport's refuelling system and consumed proportionally by all subsequently refuelled aircraft.

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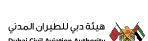
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France's Provence strengthens trade links with UAE and the rest of the Middle East

DUBAI: France's southeastern region, Provence, highlighted its intent to increase maritime traffic between the global trade hubs of the Middle East and Europe via the Port of Marseille-Fos and the Marseille-Fos industrial zone surrounding the port which offers numerous investment opportunities, particularly in logistics.

The Port of Marseilles-Fos echoed its message at the recently concluded UAE-France Business Days organized by the French Business Council in Dubai & Northern Emirates on 22-24 March.

The UAE-France Business Days is held to strengthen trade links between the UAE and France, Aix-Marseille-Provence – the #2 French metro area. It's also an opportunity for Massilia Mundi ambassadors in Dubai, a global business network of entrepreneurs and companies with connections to Provence, to enhance their role in helping economic growth in the area.

In the lead-up to the Expo 2020 Dubai UAE, which runs from 1 October 2021 to 31 March 2022, Aix-Marseille through its attractiveness agency, Provence Promotion, will contribute to the economic dialogue between France and the United Arab Emirates.

The objective is to develop bilateral cooperation with economic stakeholders in the Middle East by highlighting the metro area's appeal and potential for investment connected to the world exhibition's three main themes: opportunity, mobility, and sustainability.



DP World, the world leader in port handling, also participated at the UAE-France Business Days and noted the importance of its subsidiary, PortSynergy group, which is a joint initiative with the Marseille-based group CMA CGM, the world's #3 shipping company. PortSynergy is the leading port handling operator in France and it plays a major role at the Port of Marseille-Fos.

CMA CGM is already committed to sustainable development, and the company's massive investment in a fleet of liquefied natural gas (LNG) container ships has been greatly facilitated by the infrastructure at the Port of Marseille-Fos, a veritable Mediterranean hub for LNG technology.

CMA CGM has also recently launched its Air Cargo division and is planning a new hub for air cargo and transport services at the Marseille-Provence airport, a move that will accelerate the opening of a direct air route between Marseille and Dubai.



Rhenus to take over 9 BLG Logistics Group forwarding locations in Germany

This latest achievement takes on even greater significance as Rangers also prepare to mark the club's 150th anniversary in 2022.

Having supported Rangers for several years with stadium advertising and corporate hospitality, SEKO became Rangers' Official Logistics Partner at the start of the historic 2020/2021 season, which has seen Rangers take the title nearly two months before the season comes to an end.

The team will be officially presented with the Scottish Premiership trophy on the conclusion of the Scottish Premiership season in May and are also still in contention to win the UEFA Europa League after reaching the last 16 after an unbeaten run of 11 matches.

Rangers' Director of Commercial and Marketing, James Bisgrove, commented: "We're thrilled to have SEKO as our Official Logistics Partner and to have formed another valuable commercial partnership and relationship for the club. SEKO, as a truly global organisation and leaders in their field and align perfectly with our international ambitions, supporting the Rangers' partnership family as we celebrate this season's achievements and now look forward to one of the most exciting times in our history."

SEKO's global network of over 120 offices in 40 countries worldwide makes it a perfect fit to meet demand from Rangers' international fanbase.

Ronnie Scobie, Commercial Director of SEKO Logistics, said: "We are extremely proud to have been chosen as the first Official Logistics Partner of Rangers Football Club and we expect to play an even more important role in its commercial growth next season with the team's success on the field expected to lead to the highest-ever demand for kits and other retail products. The brand association for SEKO is also helping us reach a bigger and wider audience, and this has already produced new opportunities for our range of global 3PL services."

LONDON: SEKO Logistics is gearing up for its biggest-ever sports logistics order fulfilment and global shipping campaign as Official Logistics Partner to new Scottish Premiership champions Rangers Football Club.

Manager Steven Gerrard and his squad claimed Rangers' record-breaking 55th league title on March 7, ending a nine-year wait to reclaim Scotland's biggest sporting prize. With three million global fans, 45,000 season ticket holders, 30,000 corporate guests annually and over 600 international supporters' clubs, the triumph is expected to unleash unprecedented demand for Rangers' kits & its growing range of retail products which will bear the iconic 'Champions' insignia & celebrate the 55th title.



Amazon to grow Saudi network with 11 new buildings and 1,500 jobs this year



RIYADH: Amazon says it is growing its operations network across Saudi Arabia with 11 new buildings and more than 1,500 jobs this year to facilitate faster and more flexible delivery options to its customers in the Middle East's largest economy.

Amazon said its enhanced delivery network will boast a total footprint of six Fulfillment Centers that store goods, and 13 delivery stations from which the parcels are delivered, enabling the company to reach more customers with a wider geographic coverage and remote locations.

This investment will bolster Amazon's fulfillment network's storage capacity by 89%

and increase its delivery network area across KSA by 58%. Amazon also partners with Saudi Post and a network of 10 Delivery Service Partners, enabling the company to serve more customers throughout the country.

Amazon said its investments this year will achieve an enhanced storage capacity delivered through a pipeline of new openings, closure of older buildings, and upgrades designed to deliver a smarter, faster and more consistent experience for customers.

By the end of 2021, Amazon's fulfillment network will reach across a total floor area of over 867,000 square feet – the equivalent of more than 10 football fields - housing millions of consumer items.

"In 2021, we continue to prioritize the safety and well-being of our associates while delivering more products to more people in Saudi Arabia than ever before. These new investments reiterate our commitment to Saudi Arabia, contributing to the local economy through the creation of new job opportunities. Our investments in technology and infrastructure align with Saudi's digital transformation goals, enabling world-class fulfillment offerings to our independent seller partners, and faster delivery on an expanded product selection to our customers," said Prashant Saran, Director of Operations for Amazon Middle East and North Africa (MENA).

In January this year, Amazon Prime was launched in Saudi Arabia, bringing the speed and convenience of same-day and next-day delivery to even more customers across the country. Currently, Amazon network across Saudi Arabia includes three Fulfillment Centers in Riyadh and Jeddah, 11 delivery stations, two sort centers and a network of 11 Delivery Service Partners.

Agility caps 2020 with net profit of US\$138 million

	FY 2020 (Million KD)	FY 2019 (Million KD)	Variance (%)	Q4 2020 (Million KD)	Q4 2019 (Million KD)	Variance (%)
Revenue	1,620.7	1,578.6	2.7%	452.7	402.8	12.4%
Net Revenue	493.9	531.4	-7.1%	129.9	145.0	-10.4%
EBITDA	162.4	193.1	-15.9%	40.0	50.7	-21.2%
Net Profit	41.6	86.8	-52.1%	10.1	23.2	-56.6%
EPS (fils)	21.73	45.34	-52.1%	5.25	12.11	-56.6%

KUWAIT: Leading global logistics provider, Agility, capped 2020 with a net profit of KD41.6 million (about USD138 million), or 21.73 fils per share, a decrease of 52.1% from 2019 and the company's Board of Directors recommended a cash dividend distribution of 10% (10 fils per share) along with 10% bonus shares to investors.

The company explained revenue for the year reached KD1.6 billion (about USD5.3 billion), an increase of 2.7%, and EBITDA reached KD162.4 million, a decrease of 15.9%. The 2020 results include one-time expenses related to restructuring that took place in response to the COVID-19 pandemic for KD 12.5 million and KD 28 million expense associated with the loss of Amghara land.

The company's full-year results and fourth-quarter results in particular, were affected by one-off expenses related to the loss of Amghara land and COVID-19 net restructuring expenses. Before accounting for those expenses, Agility would have reported 48.6% EBITDA growth in the fourth quarter, vs. Q4 2019, and 5.1% growth on a full-year basis.

Agility Vice Chairman and CEO Tarek Sultan said 2020 was a challenging year for most businesses around the world, including Agility.

"We are proud of the steps we took to keep our front-line workers safe, and keep cargo

moving for our customers in the face of one of the greatest supply chain disruptions the world has ever seen. We also stayed committed to ongoing pro-bono support for government, humanitarian, and education partners that are coping with the global pandemic," Sultan said.

Sultan said Agility is prioritizing its life sciences capabilities for distribution of vaccines, therapeutics, medical equipment and related products for future investment. It's also making strategic bets on emerging technologies as well as boosting its sustainability and ESG initiatives and partnerships.

Sultan said Agility must remain agile, flexible and ready to adjust to ongoing global economic uncertainty in 2021. "Our goal is not only to weather the storm, but to emerge stronger than ever from this crisis," he said.

Agility noted it has a healthy balance sheet and is able to meet its liquidity requirements. Local, regional and international banks have recently extended the company \$1.1 billion in 3 and 5-year credit facilities. In addition, the company's focus on working capital management across the board in the midst of tough market conditions has yielded positive results. Operating cash flow for the year was KD 177.8 million, a 17.3% increase over 2019.

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ECS Group

Breaking new grounds in tough times

By Gemma Q. Casas

“Air cargo has shown just how indispensable it is in keeping the global economy running and providing rapid support to people worldwide. It has demonstrated an impressive level of responsiveness and the hard work of the industry's teams has been recognized the world over, so much so that if another event such as this were to happen, the sector would be ready.” – Adrien Thominet, ECS Group, CEO





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his pandemic has created an era of unprecedented disruptions and uncertainties colliding with possibilities and innovative solutions never before seen in history which many hope will lead to better times.

While uncertainties are still very much felt anywhere with poverty and unemployment rising, more than 135 million infected with COVID-19 virus and related deaths rising to nearly 3 million worldwide, new possibilities and opportunities are also abundant.

There are the mRNA COVID-19 vaccines that took less than a year to develop instead of years had traditional methods been used, virtual work and business, social distancing, the rise of touchless & contactless buying thru e-commerce, use of passenger planes for air cargo, ebooking on air cargo and trucking, digitalization in the manufacturing industry and so on.

And while the global recession lingers on due to the pandemic, some industries like air cargo remains dynamic, agile and growing.

With most passenger flights still grounded, air cargo felt the pinch with the loss of belly capacity. However, the rise in demand for air flown goods, particularly vital medical supplies and vaccines, offset this with cargo yields estimated to be up more than 40 percent and performance varying widely by carrier.

Air cargo airlines with dedicated freighter fleets, especially those with express and charter flights, have seen the most growth in cargo volumes and revenues.

ECS Group & CMA CGM Air Cargo

ECS Group, the leading global GSA company, is among those that broke new grounds amid the air cargo industry's rise in these challenging times.

The Group has forged new partnerships in different regions and airlines, including new players in the industry like CMA CGM Air Cargo, the newly-formed air cargo carrier by global French shipping line CMA CGM Group.

Adrien Thominet, ECS Group CEO, told **Air Cargo Update**, he's very much delighted with their new partnership which he sees to grow further in the future.

"The CMA CGM Group's decision to open an air cargo division is in keeping with their development strategy and their desire to diversify the freight offering available to their clients. Some of these clients require fast transport, particularly in the luxury and tech sectors. Demand is high, and with the slowdown in passenger activity, hold capacity has dropped significantly," said Thominet.

CMA CGM Air Cargo has initially commissioned 4 cargo aircraft and recently launched its 10 weekly flights between Liege and Chicago.

The industry needs to make up for lost time and go fully digital. I think that for many, the crisis has revealed just how necessary this is. We support our clients in this field and this makes us the GSA that offers the greatest range of advanced digital solutions."

– Adrien Thominet
ECS Group, CEO



"This is excellent news for the industry, with new opportunities for forwarders in this highly dynamic sector and a more diversified offering with multimodal solutions. Our teams at ECS Group sell the CMA CGM group's capacity on its behalf, and the aircraft are full. It's a very good sign for things to come and we firmly believe that their aggressive strategy of development in the air cargo sector will soon enable them to become a key player in our industry," said Thominet.

The ECS CEO said sales are strong for CMA CGM Air Cargo and the industry has quickly warmed up with the new airline.

"Our partnership has got off to an excellent start – sales are strong and it's been very well received by the industry. Over the coming weeks, our partnership will accelerate even further with the arrival of two additional A330 aircraft that would serve the Middle East. Our goal is to work together to create a global network – that's what we're currently working on with the CMA CGM group, while also taking optimizations to the A330s into account," he said.

"In my view, this is a very promising partnership, with many developments still to come. Our expertise is complementary, our networks are complementary, and we will be able to create a whole host of opportunities as a result," he added.

While challenges are still there, Thominet expressed confidence the new airline will pivot its way to success saying, "There are a number of challenges to overcome, but we're already overcoming them thanks to our joint effort. Firstly, CMA CGM is a newcomer to air cargo, and so it needs to find its place. But as I said earlier, capacity is selling very well and we have used all of our expertise and our entire network to support our client by promoting and marketing their capacity."

"What's more, I think that CMA CGM Air Cargo has arrived at the perfect moment – there is real demand and the reception it's been given couldn't be better. Other challenges include creating connectivity within the network to develop supply, create new segments, and ultimately succeed in developing a multimodal approach. It's a longer-term, multi-step process, but I'm convinced that we'll get there."

2020: An Unusual Year

2020 was probably one of the most difficult years for many people and companies, including ECS which represents hundreds of companies in over 50 countries through its 167 offices worldwide.

Thominet described 2020 as both "difficult and unusual" that brought unprecedented challenges and growth at the same time.

"It was a difficult and unusual year for us as well, but overall, I would say that we withstood the crisis better than the market (which recorded a 35% decrease in volume and a 30% increase in revenue). There are many challenges as a result of uncertainty, market fluctuations and new ways of working (both within the group and with our clients and partners)," he said.



"What enabled us to better withstand the crisis was first and foremost our expertise, our ability to adapt and our capacity to offer solutions to our clients. This meant we were very quickly able to offer our clients new outsourcing solutions so they could optimize their costs and revenues to the greatest possible extent. And above all, with our main partners, we focused heavily on preighter operations and charter activity, putting these operations in place – sometimes from A to Z – in record time," he further explained.

The ECS CEO said the biggest change occurred at their organizational level with remote working quickly adapted for safety reason while keeping up their services with their clients.

"The reorganization was needed to enable us to continue to offer new business solutions to our clients, such as data capture, for example, as well as management of all ops aspects (including Quality, Safety and Security) and solutions to respond to the growth in e-commerce (GSA Mail Solutions) which developed even further with the pandemic.

"All of this allowed us to take the initiative and offer our clients a wide range of solutions to increase their revenue and/or reduce their fixed costs, which are crucial in light of the current situation," he said and praised their teams at different parts of the world. "I'd also like to pay tribute to the exceptional work of the groups' teams and the solidarity they have shown – these two factors clearly made all the difference."

Optimism in the new normal

The global economic collapse caused by the pandemic is so massive experts believe it would take years before recovery can be reached. Vaccine distribution delays, new virus variants that are more spreadable and resistant to vaccine, market fluctuations, political uncertainties and other external factors could also impact how fast global economic recovery can be realized.

And certain frontline industries like healthcare, airfreight, among others, need to be strong to support lives, livelihood and businesses.

Thominet said he remains optimistic about the future despite uncertainties with many opting to adapt rather than be defeated by an invisible enemy.

"My vision continues to be an optimistic one because the industry has shown just how capable it is of quickly reorganizing and adapting to a sudden change in the situation. Despite everything, there are still many difficulties to overcome because uncertainties surrounding the months ahead remain, and many airlines are in a difficult position given the absence of passenger flights," he said.

"I think that we'll also see new stakeholders emerge in our industry, many of which will be linked to the e-commerce boom, to new-found awareness of air freight, and of course to the acceleration of digitalization within our industry," he added.

Accelerated Digitalization

ECS is among major companies that have prioritized digitalization long before the pandemic highlighted the need to transition to smart technologies.

Its investment is paying off and the company is convinced it must sustain this move to keep up with the changing times and new technological trends in the era of the Fourth Industrial Revolution.

"Yes, we have continued with – and even accelerated – our digitalization by continuing to invest despite the crisis. The idea is that digital transformation within the industry is in its infancy, that it will be one of the keys to recovery, and that demand is growing in the sector. As digitalization is destined to increase and service providers will undoubtedly become stronger (as happened on the passenger side), we thought it was essential to be ready for the next steps. This is the reality, and we are ready," Thominet said.

"We're also convinced that by doing this, we will get through the crisis more easily. We're able to improve yield management thanks to our in-house business intelligence tool (Apollo); boost our responsiveness, performance and reliability by optimizing processes; continue to train our employees all over the world thanks to our e-learning platform (Discovery); and increase our clients' visibility via partnerships with the main e-booking sites," he added.

While air cargo is keeping up with the demands of the times, Thominet opined it needs to step up efforts to embrace digitalization.

"The industry needs to make up for lost time and go fully digital. I think that for many, the crisis has revealed just how necessary this is. We support our clients in this field and this makes us the GSA that offers the greatest range of advanced digital solutions. Without giving an exhaustive list, the main tools we've developed in-house are: Apollo: business intelligence and reporting system; Quantum: quotation tool supporting the ad-hoc pricing process; Discovery: internal e-learning platform; Pathfinder: shipment tracking system," he said. "We also use the best technologies and tools available on the market, for example by working with the main e-booking platforms, as well as Wiremind and Skypallet, which help to optimize loads."

Global Partner

The pandemic has no doubt exposed both vulnerabilities and strengths of different economies and industries like aviation and healthcare. Many have fallen and others remain struggling.

Air cargo, on the other hand, has shown its remarkable strength and agility in the face of adversity but Thominet said there's no time for complacency.

"Air cargo has shown just how indispensable it is in keeping the global economy running and providing rapid support to people worldwide. It has demonstrated an impressive level of responsiveness and the hard work of the industry's teams has been recognized the world over, so much so that if another event such as this were to happen, the sector would be ready. That said, the pandemic has also weakened many stakeholders and the market needs to do all it can to self-regulate. It's essential that sufficient yields are reached to allow airlines to continue their growth. Our industry itself must offer and provide solutions for a sustainable recovery. It's up to our industry to shape its future," he said.

And as the head of ECS Group which breathes life to dozens of cargo carriers across the world, Thominet said finding solutions is crucial to the business.

"And at ECS Group, that's exactly what we're doing – we're constantly creating new solutions that are adapted to the circumstances and emerging needs of our clients. This way, we enable airlines to outsource more of their costs, but also to develop new income-generating activities. All of these solutions are of course entirely bespoke, recognizing the fact that each airline has its own unique needs," he said.

Global trade has resumed albeit far from the pre-pandemic pace it's accustomed to. The airfreight industry, which accounts for more than \$6 trillion of goods traded worldwide annually, is there to ramp things up.

Thominet said one of the valuable lessons he learned in this pandemic is that expertise and human analysis are still, by far, our best tools, to rise above our challenges.

"One of the lessons I've learned is that in a time of crisis or when faced with an uncontrollable and unforeseeable new situation, expertise and human analysis are by far our best tools to emerge from it. The air cargo industry has demonstrated its ability to transform itself during the pandemic and to take the reins to offer transport solutions in response to the drastic fall in passenger flights and load capacity. Pre-pandemic, cargo made up 5-10% of airlines' revenue.

"Today, though, it accounts for 30% of their income. This makes it a powerful economic driver for them. As a result, it needs to be supported and championed so it can continue to play its role as a driving force for airlines but also more broadly for global trade," he concluded.



UPS sets sights on electric vertical aircraft & alternative fuel technology





Nearly 22 million packages are delivered by UPS across 220 countries every day. Its operation is so massive that it requires employing more than 540,000 people across the world and deploying about 2,285 flights each day at different strategic airports.

The company which was first opened in 1907 in a Seattle, Washington basement by two teenage entrepreneurs, Claude Ryan and Jim Casey, with just a \$100 loan and named as the American Messenger Company, is now the world's largest package delivery service.

Supporting its operations are more than 12,000 alternative fuel and advanced technology vehicles deployed worldwide.

And with the world embracing more innovation and policies to help stave off the devastating impact of climate change, UPS is exploring more ingenious options in saving the planet, time and resources in carrying out its job.

BETA's eVTOL

UPS or United Parcel Service announced it is buying dozens of electric vertical takeoff and landing (eVTOL) aircraft from Beta Technologies (BETA) as part of its innovation-driven strategy to identify new ways to help small businesses with sustainable solutions.

Under their agreement, BETA will first design and build 10 of its Alia-250 eVTOLs due for delivery to UPS by 2024, pending approval from the US Federal Aviation Administration. UPS has the option to buy up to 150 of this model.

BETA sees its agreement with UPS as a major milestone in the future of eVTOL in the commercial global aviation and logistics market.

Powered by an electric batter, this plane can carry 1,400 pounds and can travel up to 250 miles at 170 mph once fully charged with zero emissions.

"This is all about innovation with a focus on returns for our business, our customers and the environment," said Juan Perez, UPS chief information and engineering officer. "These new aircraft will create operational efficiencies in our business, open possibilities for new services and serve as a foundation for future solutions to reduce the emissions profile of our air and ground operation."



With the capability to take off and land directly on UPS property, eVTOL aircraft are perfect for moving smaller loads that would otherwise fly to and from airports on small feeder aircraft or take even longer by ground.

UPS has reserved BETA's recharging station for safe and rapid charging of the aircraft in under one hour to facilitate faster cargo loading and unloading. The charging station also offers the aircraft's batteries a second life. After the batteries' first lifecycle in the aircraft is over, they can be fitted to the charging station to recharge the aircraft's onboard batteries as well as UPS's fleet of electric ground vehicles.

Fernhay eQuad to debut at Expo 2020 Dubai

As the official logistics partner of Expo 2020 Dubai (1 October 2021 to 31 March 2022), UPS said it will show how rethinking logistics and sustainability is good for both business and the world by highlighting its sustainable urban delivery vehicles.

This includes the debut of the Fernhay eQuad. Less than three feet wide, the four-wheeled electric-assist cycle is catering to complex urban deliveries allowing the driver to easily move through congested narrow streets and to pedal in bike/cycle lanes.

"The eQuads are specifically designed with changes in urban delivery in mind," said Luke Wake, vice president of maintenance and engineering. "Many cities around the world not only have more pedestrian areas but are also growing fast, resulting in more package deliveries in busy areas inaccessible to larger vehicles. The eQuad is a solution that can deliver throughout cities reducing noise, emissions and congestion."

The eQuad started its journey in the U.K. and made stops in France and Germany, before arriving in the UAE, where it will be showcased at Expo 2020 Dubai. This new vehicle builds on UPS's

UPS: the official logistics partner of Expo Dubai 2020 (1 October 2021 to 31 March 2022)



growing fleet of sustainable delivery solutions that improves air quality, decreases congestion and reduces emissions.

UPS's use of eQuads complements its three-wheeled Rytle eBikes which will also be showcased during the expo and are perfect for navigating dense urban areas.

UPS will also feature its futuristic Arrival EVs. Developed in partnership with U.K.-based transportation technology firm Arrival, these vehicles use state-of-art charging technology to provide more than 150 miles of travel on a single charge – a longer range than other vehicles.

"We are very excited to have these great technologies at Expo 2020," said Alan Williams, vice president, Expo 2020 sponsorships and operations. "We have a unique opportunity to showcase innovation and our sustainable logistics that will take us into the future."

Source: www.stories.UPS.com



A look back at ACU's Q&A with Nabil Sultan

More than two decades ago, Air Cargo Update took a bold step to enter this niche industry publication. It was a remarkable journey of ups and downs as the industry swung back and forth to the demands of the day punctuated by today's unforeseen Coronavirus pandemic impact.

To mark our historic journey, we'll bring you some of our best features from the past, the movers and shakers of airfreight, with their insights and decisions, that helped shape today's air cargo industry.

In this edition, let's look back at our Q&A with Nabil Sultan, the Divisional Senior Vice President of Emirates SkyCargo, who then took over from Ram Menen, the Indian air cargo expert who helped establish the company from the ground up to becoming the world's largest cargo carrier.



A new beginning

Working in the airline industry is not just a job for Nabil Sultan but the fulfilment of an inner calling. The newly appointed Divisional Senior Vice-President of Emirates SkyCargo, speaks to Chandrima Dutta about the direction in which he wants to lead, challenges and his next steps in overall expansion of the company.



Nabil Sultan
Divisional senior vice-president of Emirates SkyCargo

In 1990, Nabil Sultan chose to be part of an airline that was hardly 5 years in business. Since then Dubai based Emirates has evolved into a globally influential travel and tourism conglomerate. Steadily rising through the ranks, he had a constantly evolving function as the airline grew from infancy and meandered into an established multi-level organisation.

His career within Emirates spans more than 20 years. He began in 1990 in the IT department, and two years later joined the company's management training programme with the Commercial department. Between 1995 and 2008, he worked in various management and leadership roles both within and outside the U.A.E, including being Senior Vice President for Commercial Operations West Asia and Indian Ocean, Senior Vice President, Commercial Operations Gulf, Middle East and Iran, and Senior Vice-President, Commercial Operations for Europe. In 2009, he was promoted to Divisional Senior Vice President, Revenue Optimisation and Distribution.

This year, he took over as head of Emirates SkyCargo from Ram Menen. A modest Sultan says, "I'm excited by the opportunity to further develop and expand the cargo division, building on the success it has achieved to date. Emirates SkyCargo will continue to focus on providing our customers with excellent service, the development of innovative products and services and building our global network and freighter operation."

However, as we all know 'change is never easy' – Sultan has a mammoth task ahead, that of coping with the division's rapid growth, a fast evolving business and stiff international competition.

Since his promotion, he has worked tirelessly to achieve his immediate objectives and focussed on SkyCargo's long-term vision. The fact that he has been in the business for the past 2 decades has helped Sultan understand the tricks of his trade too well – he knows how to sustain and manage a company's reputation, "one needs to set out a clear vision that combines commercial targets and the company's values & relationships," he says.



Below is an excerpt from the interview:

How have the first few months been in your new role?

So far it has been a seamless transition, and uninterrupted day-to-day running of the business. However, the first few months on the job have been extremely busy and are fundamental for long-term success.

What are your short and long-term goals?

My priorities during this initial stage are to establish clear direction, continue to deliver first-class services to existing clients, provide leadership to employees, strengthen our relations with all existing and potential clients and manage our costs effectively.

My long-term goals are to grow our existing business and to secure new sustainable long-term business, improving financial results, add to our global presence, and finally perform at the highest level of industry standards. I also aim to provide a unique and highly competitive level of services by developing our exceptionally skilled, efficient, flexible and multi-skilled employees.

What is your next step in Emirates SkyCargo's overall expansion and growth programme?

The planned move of our freighter operations from Dubai International Airport to Dubai World Central Al Maktoum International Airport is the next step in Emirates SkyCargo's overall expansion and growth programme. It provides us with a brand new facility for our freighter operations and will increase capacity and enable us to meet our long-term objectives.

While the site is being developed, it remains business as usual for us. We are working very closely with Dubai Airports to ensure a smooth transition of our freighter operations. The move does not include passenger fleet belly cargo operations which will continue to operate from Dubai International Airport.

The terminal will have an initial capacity to manage 700 000 tonnes of cargo per annum, which can be expanded to meet



future growth. It also provides Emirates SkyCargo with the space to have a larger perishables handling area, with a dedicated pharmaceutical storage area, enabling it to expand its cool chain products and services.

In addition to the cargo terminal, various facilities and infrastructure will be built including 46 truck docks and 80 truck parking spaces, 12 aircraft stands directly in front of the terminal, while additional interface facilities – east and west cross docks – will be built at Dubai International Airport.

In general, how strong is the air cargo market in the Middle East?
 The Middle East cargo market is buoyant with on-going investment in expansion by regional players supporting the continued flow of cargo volumes both into and through the key markets in the Middle East. In the GCC the infrastructure developments continue to drive the need for materials and supporting logistics, this is particularly noticeable in the UAE, Saudi Arabia and Qatar. The continued expansion and development of airport facilities across the region is also driving growth, once again particularly in those countries mentioned, including Oman and Jordan as well as the long term opportunities that will be seen in Iraq. A thriving and growing consumer society with spare capital to invest and spend on luxury items as well as more standard consumable items, a growing tourist industry whose expenditure on perishable goods when staying at the growing number of hotels will continue to drive demand for food items being moved into the region by air. All signs point to on-going positive momentum for growth.

Plus, latest figures released by IATA show, Middle Eastern airlines are experiencing a continued robust expansion of demand with freight volumes growing by 12.7% year-on-year whereas globally airfreight demand has expanded only 1.2%.

How has Emirates SkyCargo performed?

Defying the industry trend, the 2012-13 financial year has been a strong one for Emirates SkyCargo who for the first time reported a revenue over AED 10 billion reaching AED 10.3 billion (US\$ 2.8 billion) mark, an 8 per cent increase over last year.

Emirates SkyCargo's tonnage increased 16 per cent reaching a remarkable 2.1 million tonnes in a shrinking airfreight market,

highlighting its ability to grow revenues against the industry norm. This year, freight yield per Freight TonneKilometre (FTKM) decreased by 6 per cent.

Contributing 15 per cent of Emirates' total transport revenue Emirate SkyCargo continues to play an integral role in the company's expanding operations.

At the end of the financial year, Emirates SkyCargo freighter fleet totalled 10 aircraft – eight on operating lease and two on wet lease.

Do you feel that emerging markets, particularly India and China are key to your growth strategy?

I believe the future lies in the growth potential of emerging markets such as India and China. For us, both countries remain strong areas of opportunities as we look to expand globally. Both countries have tremendous potential for investors; India has the advantage of language whereas China has a disciplined labour force.

Discuss some of the challenges the air cargo industry faces this year?

The international air cargo industry is struggling under the weight of a serious issue: overcapacity. Air freight has encountered severe headwinds as the eurozone fiscal crisis and middling economic recovery in the U.S. put pressure on demand for exports out of Asia, especially China. The exceptions, of course, are high-value products such as Apple iPhones and iPads that tend to create temporary spikes in volume and underpin the industry.

In addition, high fuel costs affect the bottom line of everything, and the impact on our industry cannot be overstated.

Do you feel 2013 is going to be a better year?

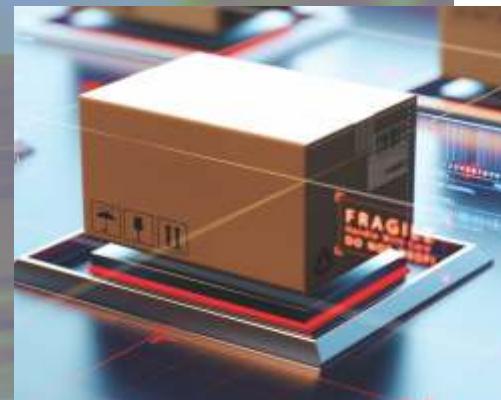
Prospects are encouraging for strengthened economies over the course of 2013 and 2014. As far as our industry is concerned, growth is expected to moderately strengthen in 2013, supporting the positive outlook for continued long-term world air cargo traffic growth.

For Dubai and Emirates SkyCargo the good news continues: we have seen incredible growth over the years and we anticipate the same going forward.

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Japan's Isuzu, Hino & Toyota

**team up to accelerate future of mobility
with battery-powered vehicles**

Japan's global car and truck manufacturers Isuzu Motors Limited, (Isuzu), Hino Motors, Ltd. (Hino), and Toyota Motor Corporation (Toyota) jointly announced on March 24 they have agreed on a new partnership in commercial vehicles tackling the future of mobility that will address environmental concerns.

Isuzu Motors Limited President Masanori Katayama, Toyota Motor Corporation President Akio Toyoda and Hino Motors Ltd. President & CEO Yoshio Shimo jointly held a live streamed press conference in Tokyo about their firms' historic partnership.

The companies said they have agreed to combine Toyota's CASE technologies with the commercial vehicle foundations cultivated by Isuzu and Hino. Through this collaboration, they aim to accelerate societal implementation and dissemination of CASE technologies and services and to help address various difficulties facing the transportation industry as well as help achieve a carbon-neutral society.

Specifically, the three companies plan to jointly work on the development of battery electric vehicles (BEVs) and fuel cell electric vehicles (FCEVs), autonomous driving technologies, and electronic platforms centered on the domain of small commercial-purpose trucks.

While working together on BEVs and FCEVs to reduce vehicle costs, the three companies plan to advance infrastructure-coordinated societal implementation, such as by introducing FCEV trucks to hydrogen-based society demonstrations in Japan's Fukushima Prefecture, and accelerate their dissemination initiatives.

Connected tech platforms

Isuzu, Hino, and Toyota also plan to link their connected technology platforms to build a platform for commercial vehicles that can help solve customers' problems. Through this platform, they intend to provide various logistics solutions that not only help improve commercial vehicle transport efficiencies but also contribute to reducing CO2 emissions.

To promote their partnership, Isuzu, Hino, and Toyota are establishing Commercial Japan



Partnership Technologies Corporation, a company for planning CASE technologies and services for commercial vehicles based on discussions among its three parent companies.

Going forward, Isuzu, Hino, and Toyota intend to deepen their collaboration while openly considering cooperation with other like-minded partners.

Capital partnership between Isuzu and Toyota

To smoothly construct and advance the collaboration announced today, Isuzu and **Toyota have agreed on a capital partnership.**

By way of Isuzu's cancellation of treasury stock through a third-party allotment, Toyota is scheduled to acquire 39 million shares of Isuzu common stock worth a total of 42.8 billion yen (resulting in Toyota having 4.6 percent ownership of Isuzu in terms of total issued shares as of the end of September 2020 and a post-allotment voting rights ratio at Isuzu of 5.02 percent).

Isuzu plans to acquire Toyota shares of the same value through a market purchase.

Partnership background

With the CASE revolution, as the automobile industry enters a once-in-a-century period of profound transformation, Isuzu and Hino have been working on responses to CASE that match the unique characteristics of commercial vehicles, with a focus on electrification and connected technologies & services.

Toyota has been accelerating upfront investment in CASE technology and establishing partners with the aim of transforming into a mobility company. In the area of vehicle electrification, it has been engaging in all-around technological development and advancing vehicle electrification through the dissemination of hybrid electric vehicles and the early commercialization of FCEVs, among other initiatives.

To promote the reduction of CO2 emissions toward the Japanese government's goal set last year of achieving a carbon-neutral society by 2050, the significance of electrifying both passenger and commercial vehicles in a way that responds to the energy situation in each region will grow more important than ever, as will the significance of energy-saving technologies.

Also, with the progress of digitalization, expectations are increasing for new services that make people's lives safer, securer, and happier by linking vehicle data and various types of information.

CASE technologies can only contribute to society once they become widespread. Commercial vehicles can play important roles in dissemination, as they travel long distances for extended periods of time to support the economy and society and can be easily linked with infrastructure development. And from the standpoint of carbon neutrality, commercial vehicles can especially fulfill a key function.



In the transportation industry where commercial vehicles are used to support the movement of people and goods, expectations are that the power of CASE, centered on connected technologies and services, will deliver improvements in addressing transport

inefficiencies, driver shortages, long working hours, and other issues facing the industry.

Solving these kinds of social issues is not something that one company can accomplish alone. It is necessary to seek a wide range of like-minded counterparts, apply their different strengths, & work together for those supporting transportation and for society.

Considering this situation, Isuzu, Hino, and Toyota have come to believe that Isuzu and Hino must cooperate in promoting CASE support for commercial vehicles and that Toyota must accelerate the societal implementation of its CASE technologies through the commercial vehicle businesses of Isuzu and Hino. Source: Isuzu, Toyota & Hino newsrooms

CEOs agree collaboration is key to building a better future

Fiercely rival companies traditionally don't collaborate on projects for proprietary reasons. But these days, collaboration has emerged as the more practical option to achieve common goals for the greater good of mankind.

With climate change fast impacting how we live and so many natural disasters occurring at abnormal pace destroying everything in their paths, so much is at stake if major stakeholders like those in the global industry don't do their part to help save the planet.

Climate-related disasters have cost the world roughly \$650 billion from 2016-2018, according to Morgan Stanley. Over recent years, global warming and climate change had caused more destructions, droughts, wildfires, floods, diseases and displacement of people.

Here's what the CEOs of Isuzu Motors Limited, Toyota Motor Corporation and Hino Motors Ltd. think about their landmark partnership. (Text & Photos from Toyota Times)

Toyota Motor Corporation President Akio Toyoda



To build an ever-better mobility society, it is becoming more important not to only compete but to also cooperate. This partnership could not be realized even if any one of our three companies were missing. By utilizing the strengths of our three companies, I think we can help many of our transportation

colleagues on site.

This desire to help will also be linked to our hopes for the reconstruction of Tohoku. Since the Great East Japan Earthquake, I have visited Tohoku every year in March. That's because I have thought all along that what I can do is never forget about the disaster.

This year marks the 10th anniversary of the earthquake disaster, so I was wondering which site I should visit. As I was thinking about it, I was given an opportunity to visit the town of Namie in Fukushima Prefecture, which is advancing initiatives for the future.

On-site, I was able to talk with Fukushima Governor Uchibori and Namie Mayor Yoshida about their thoughts on reconstruction. One project has advanced since then.

Isuzu and Hino fuel cell trucks are carrying goods using green hydrogen produced in the town of Namie. And we will contribute to the realization of uniform, waste-free delivery by linking "make", "transport", and "use," using connected technology.

Isuzu Motors Limited President Masanori Katayama



Of course, Hino is our biggest rival, and we are fighting it out with them every day all over the world. That will never change. However, at the root of our competition is a common desire to improve logistics and society.

Also, although Toyota is a passenger car manufacturer, there is no difference between passenger cars and commercial vehicles when it comes to Toyota's desire to make society and Japan better. Toyota is a company that has brought about a seemingly uncountable number of innovations since its inception. In terms of manufacturing, there is the Toyota Production System, and in terms of electrification, there are hybrid vehicles and fuel cell hybrid vehicles.

Hino knows commercial vehicles best. Toyota has a huge amount of technology and a powerful ability to execute, both of which have a high potential for playing a role in small commercial vehicles.

We have concluded that if our three companies work together, we will be able to innovate to overcome the rough seas of CASE and provide our customers with light-duty trucks—solutions—that are even more useful.

However, through our new partnership, our three companies will jointly work on the battery electrification and fuel cell electrification of light-duty trucks, reducing vehicle costs, and, at the same time, we will work with society and our customers to promote BEVs and FCEVs in earnest, including through societal implementation in Fukushima Prefecture.

Increases in distribution volumes are leading to labor shortages. Redelivery and busy cargo handling are increasing driver burden. And the advance of digitalization has created new and growing transportation needs. To respond to these and other issues, we must respond to the profound transformation of industry in this age of digitalization.

The lean and efficient movement of trucks can contribute to achieving carbon neutrality. And connected technologies hold the key.

Hino Motors Limited President & CEO Yoshio Shimo



Today there are over 60,000 logistics companies operating in Japan. Every day these companies load, haul and deliver cargo. It's hard work, yet everyone involved in overland shipping takes great care with each and every package, determined to deliver it surely to each waiting recipient.

At Hino Motors, we share the perspective of our customers working at the heart of the lifeline that is overland shipping and are working hard to solve a slate of problems. But the environment enfolding the logistics industry is unforgiving. If things continue as they are, the day may come when those packages stop being delivered.

One issue is a shortage of drivers. The reason is that nobody is willing to take the job. Driving trucks is a tough way to earn a living. The risk of traffic accidents is ever-present, the hours are long and it involves a lot of work besides driving.

Long-haul drivers often spend as much time on work other than driving as they do on driving. Sometimes even more.

By coordinating with each other in a connected manner, companies can reduce waiting times and improve loading efficiency. This partnership will also make it possible for more and more operators to adopt electric trucks.

Moreover, as these solutions make progress, we can expect work in overland shipping to become more attractive, so that the number of drivers and others involved in logistics will grow.



flydubai resumes flights using Boeing 737 MAX aircraft



DUBAI: flydubai has resumed flying Boeing 737 MAX aircraft for commencing on a flight from Dubai to Sialkot City in Punjab, Pakistan on 8 April 2021.

The Dubai-based low-cost carrier's decision came after complying with all of the requirements outlined in the Safety Decision issued by its regulator, the General Civil Aviation Authority (GCAA), to ensure the safe return of the aircraft to service.

flydubai has a fleet of 14 Boeing 737 MAX aircraft, and four of its MAX 8s and one of its MAX 9s have now received regulatory approval to rejoin its fleet. The remaining nine MAX aircraft will return to passenger service over the coming months.

flydubai's first MAX flight was between Dubai International (DXB) and Sialkot International Airport (SKT) on 8 April. The aircraft will operate to

other existing flydubai destinations from this date onwards. Passengers will be notified in advance of travel if their itinerary now includes a flight that is scheduled to be operated by a MAX, the airline said.

"The MAX is integral to flydubai's fleet and we are confident in the aircraft and its capabilities. I would like to commend the GCAA for their tireless pursuit of air safety and the diligent work undertaken by the flydubai team to ensure the safe return of the MAX aircraft to passenger service," said Ghaith Al Ghaith, Chief Executive Officer at flydubai.

The return to service of the airline's fleet of Boeing 737 MAX aircraft follows an exhaustive 20-month review which has involved the manufacturer, regulators, engineers, scientists, researchers, mechanics and pilots whose sole objective has been to safely return the aircraft to service.

"We are pleased to see the MAX aircraft rejoin our fleet. While the aircraft's first flight will be from Dubai to Sialkot, they will operate to a number of flydubai's destinations over the coming weeks. We look forward to reintroducing our MAX product which includes a spacious lie flat bed in Business Class and an ergonomically designed seat in Economy Class and improved in-flight entertainment with full HD touchscreens," said Hamad Obaidalla, Chief Commercial Officer (CCO) at flydubai.

Etihad Airways launches new safety video showcasing the iconic Louvre Abu Dhabi

ABU DHABI: Etihad Airways, the national carrier of the United Arab Emirates, has unveiled a new safety video, filmed on location at Louvre Abu Dhabi, to give passengers across the globe, a glimpse of what attractions the capital has to offer.

Terry Daly, Executive Director Guest Experience Brand & Marketing, Etihad Airways said: "Our safety video needed a refresh including the safety messaging requirements due to Covid. This new video goes beyond its main purpose of educating guests about essential safety information, it also reflects our brand and personality, while leveraging the very best of our beautiful home, Abu Dhabi."

The video is set at Louvre Abu Dhabi, with Etihad's very own cabin crew demonstrating safety features of the aircraft and other Etihad employees acting as guests.

Emirati voice-over artists were used to voice the video in English and Arabic. To further ensure a consistent guest experience, the accompanying music is part of Etihad's new signature sound collection which is used across the airline for a variety



of touch points. The sonic branding is inspired by Abu Dhabi and is an eclectic mix of Emirati and international instrumentation and arrangements, played by musicians from the UAE and around the world.

Etihad's new safety video will be progressively rolled out starting with the airline's Boeing 787 Dreamliners in April 2021.

To protect health and safety, the new video was filmed following strict Covid safety protocols, including all cast and crew having to present a negative PCR test, the airline said.

Qatar Airways to operate world's first fully COVID-19 vaccinated flight

DOHA: Qatar Airways made another first in the international travel recovery efforts by operating the world's first fully COVID-19 vaccinated flight on 6 April.

QR6421 departed Hamad International Airport at 11:00 AM carrying only vaccinated crew and passengers onboard, with passengers also served by fully vaccinated staff at check-in. The special flight, returned to Doha at 14:00, showcasing all the measures the airline has put in place to ensure the highest standards of safety and hygiene on board, including its latest innovation, the world's first 'Zero-Touch' in-flight entertainment technology.

The special service was operated by the airline's most technologically advanced and sustainable aircraft, the Airbus A350-1000, with the flight also fully carbon offset in line with the carrier's environmental responsibilities.

"Today's special flight demonstrates the next stage in the recovery of international travel is not far away. We are proud to continue leading the industry by operating the first flight with a fully vaccinated crew and passengers and providing a beacon of hope for the future of international aviation. With aviation being a critical economic driver both globally and here in the State of Qatar, we are thankful for the support we have received from our government and local health authorities to vaccinate our staff, with over 1,000 vaccinations being administered per day," said Qatar Airways Group Chief Executive Akbar Al Baker.



"As the vaccine rollout begins to gather pace worldwide, Qatar Airways remains committed to being the airline passengers and travel partners can rely on, operating one of the largest global networks to provide the connectivity needed to reunite families and friends and support global trade," he added.

Al Baker also recognized Qatar Airways Cargo's vital role in the ongoing fight against the global pandemic saying, "Qatar Airways Cargo has also played a vital role in maintaining a reliable schedule across our network of destinations. Since the onset of the pandemic, Qatar Airways has helped transport more than 500,000 tonnes of medical supplies and delivered close to 20,000,000 doses of COVID-19 vaccines to over 20 countries."

Passengers on board will be able to livestream the historic experience thanks to Qatar Airways' industry leading Super WiFi onboard that combines the latest technology from Inmarsat, SITA for Aircraft and Thales.

To show its gratitude to those who have played key roles throughout the pandemic, Qatar Airways gave away 100,000 complimentary return tickets to healthcare workers and 21,000 to teachers around the world in 2020.

FORT WORTH, Texas: Following the devastating impact of Winter Storm Uri on the Texas community earlier this year, American Airlines partnered with the just keep livin foundation's "Texas Relief Fund" to help those in need recover.

As part of We're Texas, a star-studded virtual fundraiser presented by just keep livin foundation founders Matthew and Camila McConaughey on March 21, AAdvantage members were able to earn 10 miles for every dollar donated to the fund through the end of March, with 100% of donations dedicated to supporting charities providing critical relief services throughout the Lone Star State.

In total, 7,834 AAdvantage members came together to donate \$867,899.15 in support of the fund.

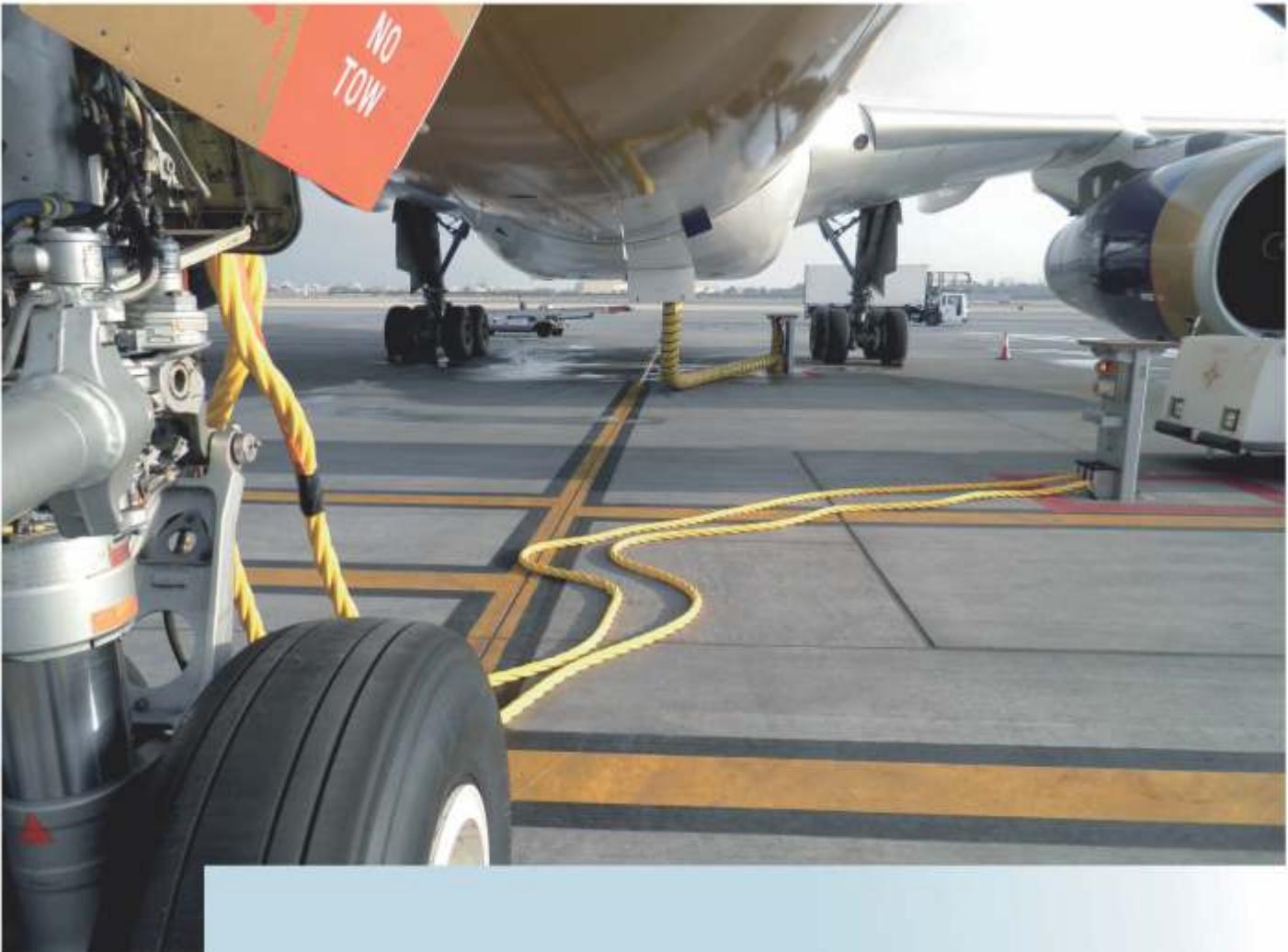
"We are so thankful to American Airlines for their generous support to the We're Texas Virtual Benefit Concert that will help the people of Texas repair, recover and revive after Storm Uri," said American actor, producer and philanthropist Matthew McConaughey who was born and raised in Texas. "Thank you to American for being great friends to the just keep livin foundation and for helping out in this time of real need."

The Texas Relief Fund is focused on providing safety and critical resources to those affected by the devastating winter storms and supporting volunteers in their efforts throughout the long-term recovery process.

American Airlines team up with 'livin foundation' to help Texas recover from devastating winter storms

"American is proud to call Texas our home," said Kyle Mabry, American's Vice President of Global Sales and a lifelong Texan. "Our purpose is to care for people on life's journey, and that extends beyond our airline and into the communities we serve. This donation to the Texas Relief Fund will make a difference for those who need it most."

As a Texas-based company for more than four decades, many American team members and their families were personally impacted by Winter Storm Uri. The airline provided team members more than \$111,000 in direct assistance through grants from The American Airlines Family Fund.



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SITA introduces AI-powered lost & found tracer for items left behind on planes or airports

GENEVA: Every year passengers leave millions of items – including phones, wallets and bags – on planes and in airports, costing the industry millions of dollars in repatriation costs with each lost item costing about \$95 to manage and repatriate, including registration, handling inquiries and customer calls, storage and postage.

Now SITA has developed an artificial intelligence-enabled solution that solves this million-dollar headache for the transport industry with the launch of WorldTracer Lost and Found Property.

"WorldTracer is a great example of how SITA continues to evolve its portfolio to meet the changing demands of the industry. For almost three decades WorldTracer has helped to successfully trace mishandled bags. Now, using new technology, we are adding further value by helping the industry be more efficient and reduce costs around lost items at a time when it is most needed," said David Lavorel, CEO SITA at Airports & Borders

Leveraging SITA's WorldTracer solution, which is used in 2,200 airports by the majority of the world's airlines, Lost and Found Property cuts the cost of repatriating lost items by 90%.

With this solution, airline employees can register a found item, create a missing item report, and validate a match in under two minutes. The solution also dramatically speeds up the time taken to find and return found items, with 60% of these items returned within the first 48 hours.

The process of handling lost property today is also still largely manual. Multiple stakeholders are involved, and very often the airline lacks control or visibility of the entire chain of events. Further complicating this manual process is the protracted time taken to match an item to a missing report.



Passengers can now register a claim using their mobile device in a matter of seconds to report, pay for and organize repatriation as well as track their item at every step.

Using cutting-edge technology such as computer vision, machine learning and natural language processing, WorldTracer Lost and Found Property searches a global database of images and descriptions to match the found item to a missing item report.

The solution uses image recognition to identify details such as brand, material and color of the missing item. It also recognizes similar words in the description to make a definitive match. The airline can then immediately notify the owner and have the item returned to them.

Brussels Airport and skeyes test safety drone and drone detection system to enhance operations



BRUSSELS: Brussels Airport and skeyes recently jointly conducted a two-day test on how drones can be utilized to further enhance operations at the airport.

The test was also done to detect unwanted drones at the airport that may pose security concerns. A stray drone can create very dangerous situations for air traffic.

There are various activities at the airport for which drones could provide added value. It can be used for

inspection on the grounds and for monitoring the airport area by functioning as remote binoculars in addition to physical inspections.

Drones can also be used to quickly get a first impression in case of an aircraft incident and pass on important information to the emergency services as quickly as possible. A drone could also be used for animal-related inspections, such as for birds or rabbits, as these animals can be dangerous to aircraft taking off or landing.

Brussels Airport said given the large surface area of the airport, a drone can be a means of quickly gaining a unique perspective of the situation at a particular location on the airport grounds. In cooperation with Citymesh, drone operator and partner for the private 5G network at the airport, a safety drone was tested for the first time around the airport.

"It is important for our airport to continue to focus on innovation. Although drones and aviation do not initially seem like a good combination, this is a new reality, the possibilities of which must be explored. Today, thanks to our private 5G network, we managed to control a drone remotely, which is an innovative first together with our partners. Drones can be additional tools in our operations, and these tests will give us more insight into the possibilities," said Arnaud Feist, Brussels Airport CEO.

Johan Decuyper, skeyes CEO, added: "skeyes has been building drone-related expertise for a long time. We often work on real-life test projects. This was a first test in our 'natural habitat': an airport environment. These test days have already shown that drones can also be put to very good use here. We want to explore the possibilities as much as possible together with our airport partners. But of course always with our first concern in mind: the safety of the whole of all air traffic."



DAE delivers 18 new Boeing 737 MAX 8 to American Airlines

DUBAI: Global aviation services Dubai Aerospace Enterprise (DAE) Ltd. announced it had substantially completed the agreement with American Airlines signed in the third quarter of 2020 to deliver 18 new Boeing 737 MAX 8 aircraft.

Firoz Tarapore, Chief Executive Officer of DAE, said the company is delighted to see an increasing number of global aviation regulators returning the MAX to the skies.

"This transaction reflects our agility, our balance sheet strength, our underwriting capability, our ability to assist one of our long-term customers and our belief in the product strength of the 737 MAX 8 aircraft. We are delighted to see an increasing number of global aviation regulators return the MAX to the skies. We wish American and Boeing great



success," he said.

Boeing 737 MAX aircraft was grounded for two years following two separate fatal crashes in Indonesia and Ethiopia.

Ihssane Mounir, Senior Vice President of Commercial Sales and Marketing of The Boeing Company, noted, "DAE is putting their purchasing strategy and growth plan in action and helping operators during this challenging time in our industry. We are delighted to once again partner with DAE to support a valued customer such as American Airlines and we are honored by their trust and confidence in the Boeing 737 family."

The Dubai-based DAE serves over 170 airline customers in over 65 countries from its seven office locations in Dubai, Dublin, Amman, Singapore, Miami, New York and Seattle. The company's Aircraft Leasing Division owns and manages a fleet of about 425 Airbus, ATR and Boeing aircraft with value exceeding US\$16 billion.

The aviation industry comes together once-again in support of disabled flying

SURREY: Aerobility, the disabled flying charity, is joining forces with London Biggin Hill Airport to take the Armchair Airshow to new heights – live from the cockpit on 29 May.

Aerobility said the 2021 edition of the show will bring names familiar to the show such as legendary George 'Smokey' Bacon and Mike Ling, along with aviators and display teams from all over the world.

Neil Tucker, Aerobility flyer, highlights the importance of the work the airshow supports: "There was a chance that I was never going to walk again. Then Aerobility took me from a very, very dark corner that I was in, and when I was well enough, fit enough and frankly safe enough to come to Aerobility, I took a test flight. All of a sudden, I was 18 years old again, the years melted off, the injuries didn't even exist, the pain doesn't exist, it's just magic, just absolute magic.



Aerobility has got a wonderful way of changing people's lives for the better."

Mike Miller-Smith, CEO at Aerobility, thanks London Biggin Hill Airport for its support, saying, "The airport understands us and they get what we do. Access to aviation, provides a magical experience, a focus on capabilities and a relief from the restrictions of disability, that can change lives."

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DC Aviation Al-Futtaim receives Stage 2 IS-BAH certification



DUBAI: DC Aviation Al-Futtaim (DCAF) has received the International Standard for Business Aircraft Handling (IS-BAH) Stage 2 certification for its Fixed Base Operations (FBO) located at Dubai South.

The company completed its Stage 1 certification in May 2019 and IS-BAH Stage 2 certification is the second of three levels of the highest possible global safety standards that an FBO can have.

Susan Bujtas, Director of Ground Operations at DC Aviation Al-Futtaim, said, "The safety of our customers and employees remains our top priority. It is an ongoing investment we make and is part and parcel of our DNA. The successful completion of the Stage 2 audit was a result of months of around-the-clock hard work from all the teams involved and the continuous support of the management. This certification further demonstrates our vision to provide customers with the highest levels of safety and service."

The accreditation process involved a complete audit of DCAF's FBO safety management systems, emergency and security procedures, organizational structure, training protocols and operating procedures and was conducted by an independent auditor from the International Business Aviation Council (IBAC).

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Industry experts join CargoAi's newly-formed Board of Advisors



Pictured from left are: Markus Flacke, Liana Coyne, Cyril Dumon and Ricardo Pilon. Supplied Photo



PARIS: CargoAi announced it has formed a Board of Advisors whose members include air cargo industry experts representing diverse views and perspectives with the common goal of steering the sector to digital transformation and developing value-added solutions for the cargo community.

The Board will meet quarterly with their first remote meeting scheduled for this month. CargoAi's newly-formed Board of Advisors include:

- Markus Flacke - Renown industry expert, former Managing Director of CHAMP Cargosystems
- Liana Coyne - Director at Coyne Airways
- Cyril Dumon - CEO Asia-Pacific at Bollore Logistics
- Ricardo Pilon - Chief Cargo Transformation Officer at Millennium Aviation & Vice-President, Consulting Solutions at Aviation Strategies International

Coyne commented: "CargoAi is one of the most visionary and innovative companies in the market.

The team has a clear understanding of cargo, and ambitions to connect a variety of actors to more than just an ebooking platform, but one that provides actionable information and intelligence."

Matthieu Petot, CEO of CargoAi, noted, "Our goal is to advocate for and positively disrupt our beloved airfreight industry with a very pragmatic and humble approach. It's a real honour for us to welcome airfreight veterans and aviation enthusiasts to the Board and we're looking forward to a very close cooperation as we continue to develop our product offering and look to generate value for the industry."

Expertise, excellence and a pioneering spirit were the key skills CargoAi looked for when putting together its Board of Advisors – a simple approach designed to obtain opinions and advice from outside figures who represent the air cargo sector and its needs.



Lufthansa Cargo extends Harald Gloy's COO role for another 5 years

FRANKFURT: Harald Gloy has been appointed to the Executive Board of Lufthansa Cargo AG for a further five years. The company's Supervisory Board unanimously extended his contract until 31 December 2026.

In addition to responsibility for Operations, Gloy has also assumed the role of Chief Human Resources Officer as of 1 March 2021 and thus, as part of a restructuring within the Cargo Executive Board, will henceforth also bear responsibility for Human Resources and Procurement at the company.

"We are very pleased that with Harald Gloy we will have an outstanding appointment to the Operations and Human Resources departments at Lufthansa Cargo for another five years," said Harry Hohmeister, Member of the Executive Board of Deutsche Lufthansa AG and Chairperson of the Supervisory Board of Lufthansa Cargo AG.

Gloy has been with the Group since 1999 and was appointed Chief Operations Officer of Lufthansa Cargo AG on 1 January 2019. Previously, the 48-year-old industrial engineer held various management positions at Lufthansa Technik.

B&H Worldwide adds BDM to Southeast-Asia team

Hong Kong: B&H Worldwide, the award-winning aerospace logistics provider, is further expanding its leadership team in Asia with the appointment of Eddie Chan as Business Development Manager, Asia.

Eddie brings more than 15 years of experience in the international aviation logistics business to his new role and will be based from the B&H Worldwide facility in Hong Kong.

Originally from New Jersey in the US, Chan moved to Hong Kong in 1995 where he worked for MNX. Since 2014 he has been based in Singapore where he has gained extensive experience of the Asian aviation industry.



Eddie Chan

"The aviation logistics market is fast moving and dynamic across the South East Asian region and we are delighted to welcome someone of Eddie's caliber to our team there to support B&H's further growth and development," said Michael Haskins, B&H Group Head of Sales to whom Chan will report.



Arab Aviation Summit, March 21-22, 2021 | Ras Al Khaimah



AIRLINE STRATEGIES VERSUS TODAY'S REALITY

Flying through the storm, how to navigate the new normal?

- Moderated by Eithne Treanor



Linus Benjamin Bauer
Founder & Managing Director,
Bauer Aviation Consultancy



Sunil John
President – Middle
ASDAA



Peter Morris
Chief Economist, Flight
and Consultancy (virtually)



Andrew Armistead
Marketing Director Airbus
Africa Middle East



HAND IN HAND

Airlines and Airports bouncing back

- Moderated by Hugo Espirito Santo



Jacques Khouriati
Chief Commercial Officer | Strategy
& Growth | Middle East at Egis



Gerold Tumulka
Swissport Middle East



Sanjay Khanna
CEO, Ras Al Khaimah
International Airport





Air Ca



cargo Europe





Upcoming Events



Arabian Travel Market 2021 – Reuniting the travel trade industry

Arabian Travel Market (ATM), the market leading, international travel and tourism event unlocking business potential within the Middle East for inbound and outbound tourism professionals, will run as a hybrid event this year with the live event taking place in the Dubai World Trade Centre from 16-19 May 2021 and a virtual event, including webinars and 1-2-1 video meetings, will be taking place a week later from 24-26 May 2021.

Tourism destinations from around the world will showcase their brand and exhibit at the show along with the biggest names in accommodation and hospitality, renowned tourism attractions, innovative travel technology companies and key airline routes.

16-19 May 2021 | Dubai World Trade Center

24-26 May 2021 Virtual Event

Air Cargo Europe Online Conference

The largest international conference for the global air cargo industry packed with conferences, activities, forums and presentations of innovative ideas, products and services ideal for today's fast-paced digital world will take place as an online conference from 4-6 May 2021. Organizers said the next physical event will take place from May 9 to 12, 2023.

4-6 May 2021 | Online Conference

9-12 May 2021 | Physical Event, Messe Munchen

transport logistic Munich

transport logistic 2021 will not take place. The background to this is the numerous international travel restrictions, the lifting of which is not foreseeable until spring and which thwart the exhibitor's claim with regard to visitor participation, Messe Munchen said. As a bridge to other events in the transport logistic network, an online conference will be realized from May 4 to 6, 2021—bridging the gap to the other events in the transport logistic network in San Francisco in September, Istanbul in November, Mumbai in February 2022, Shanghai in June 2022 and Johannesburg in February 2023.

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

33rd IATA Ground Handling Conference

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

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

16-19 May 2021 | Prague, Czech Republic

Airport Show Hybrid+

Welcoming 2021 with renewed optimism for the recovery of global aviation, organizers of the Airport Show Hybrid+, with its co-located Airport Security ME, ATC Forum, Global Airport Leaders' Forum and Women in Aviation events, are inviting the public to the world's largest annual airport event and the finest meeting place for the aviation sector to discuss how to succeed in today's more competitive and recently disrupted world.

In addition to the live event in Dubai, Airport Show Hybrid+ online visitors will be able to view digital Exhibitor Stands to see the latest global innovations, schedule one-to-one meetings and build new connections, as well as join free to attend CPD certified conference, seminar and webinar sessions throughout the event.

24-26 May 2021 | DWTC, Dubai, UAE

Online Register for free @ www.theairportshow.com

bauma CTT RUSSIA

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

May 25-28, 2021 | Moscow, Crocus Expo

World Cargo Symposium

WCS is the largest and most prestigious annual event of its kind and the only one to bring together key stakeholders from the entire air cargo supply chain. Join over 1,000 air cargo leaders and more than 40 exhibitors, for this action-packed event which features plenary sessions, specialized tracks, workshops and executive summits, tackling aspects related to technology & innovation, security & customs, cargo operations & sustainability.

12-14 October 2021 | Turkey, Istanbul

Dubai Airshow 2021

Dubai Airshow is set to return for its 17th edition on 14-18 November 2021. Welcoming experts from commercial and business aviation, defence and military, aircraft interiors, air traffic management, maintenance, repair and overhaul (MRO), space and air cargo, the show will serve as an ideal platform for re-thinking strategies, navigating uncertainty and scaling up operations to ensure the smooth re-establishment of the industry in general.

A range of new features for Dubai Airshow have been confirmed, which include a strong focus on cutting edge technologies used in the aviation industry. The new Technology Showcase will provide a platform to exhibit the latest tech and will also include key conference programmes on topics such as 5G, cybersecurity, artificial intelligence (AI) and blockchain.

14-18 November 2021 | DWC, Dubai Airshow Site

EIA looks forward to welcoming you in 2021

Located seven miles from the city centre, the airport, with its 4,800 metre runway is able to offer comprehensive facilities for passenger and cargo services.

Building on changes in 2019, EIA will offer the quickest cargo processing facilities in Iraq thanks to a wide ranging process review and investment in new technology. Full cold chain facilities are on offer to shippers alongside record clearance times.

You will find EIA and its partner in cargo and passenger handling, Dnata, willing and able to meet your cargo needs.

We look forward to welcoming you to Northern Iraq and the region of Kurdistan. It is the business gateway to the country.



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