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## REWIND

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Soaring to  
new heights**

## LogisEye Solutions

Accelerating the adoption of digital technologies in logistics

C.M. Mathew  
Founder and CEO, LogisEye Solutions



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Virgin Group Founder

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## Shifting gears

The pandemic has accelerated digitalization, and in the new normal, this means keeping distance while doing business and our everyday tasks.

There's no telling when this lingering pandemic that has brought the world to global recession in 2020 will end despite the development of numerous COVID-19 vaccines.

What's obvious is that the virus continues to threaten people's lives, communities and businesses, with over 188 million now infected and more than 4 million tragically dead as it mutates to different forms. Across the world, governments remain poised to impose strict lockdowns, social distancing, travel bans and other emergency measures to protect lives. Sadly, these measures inevitably disrupt business activities.

Frontline industries air cargo and logistics, however, remain among the most challenged sectors continuing with their so-called mission of the century: the distribution of billions of doses of COVID-19 vaccines, apart from transporting vital medical supplies and other essentials.

Digitalization is the only way forward for these industries. Be it on booking or selling cargo space; tracking shipments; communicating with customers, among other things.

In this edition, we'll share with you the story of LogisEye Solutions, a platform for freight, logistics and cargo insurance which seeks to make a difference on how importers and exporters procure quotes and do business. Its cloud-based applications can be accessed from anywhere in the world with benefits to all users in the value chain.

We'll also talk about how ULDs are embracing digitalization and evolving with its load now greater than the pre-pandemic days.

As countries move towards economic recovery, air cargo will remain vital in facilitating global trade, carrying vaccines and support the flourishing e-commerce industry.

Various studies showed e-commerce now account for about 16% of the total air cargo business. By 2025, the global e-commerce industry is projected to grow more than double to \$4.4 trillion and would need air cargo to deliver goods across continents fast and safely.

Time to shift gears and seize opportunities.

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

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## The eccentric billionaire who loves edgy adventures reaches the edge of space

**Sir Richard Branson**  
Founder, Virgin Group



Just a few days' shy of his 71st birthday, Sir Richard Branson made history on 11 July 2021 as the world's first space tourist, beating other billionaires, Space X's Elon Musk

and Amazon's Jeff Bezos, in the race to the outer space.

**Flying high aboard his own spacecraft called VSS Unity operated by his space venture company, Virgin Galactic, Branson reached the edge of space (86 kilometers or 53 miles) along with three other pioneers, signaling the much anticipated space tourism launch on Earth by 2022 where one has to pay up to \$250,000 per trip.**

Safely returning to Earth just over an hour after his spaceship lifted off to space, the eccentric British billionaire described the trip as "magical" and an "experience of a lifetime."

"I have dreamt about this moment since I was a child, but nothing could have prepared me for the view of Earth from space. We are at the vanguard of a new space age. As Virgin's founder, I was honored to test the incredible customer experience as part of this remarkable crew of mission specialists and now astronauts," said Branson.

Branson, who in the 1970s founded Virgin Group, which today controls more than 400

companies in various fields, including Virgin Atlantic and Virgin Atlantic Cargo, is known for his edgy adventures.

Defying odds, Branson, who has dyslexia was once told by his headmaster on his last day at school, marked by poor academic performance, that he would either end up in prison or become a millionaire. He became the latter by becoming a serial entrepreneur beginning at age 15.

"When I was in school, people hadn't really heard of 'dyslexia' and I just assumed I wasn't very clever. I really struggled in school and I ended up dropping out at the age of 16. It wasn't until I entered the real world that I realized dyslexia was one of my greatest strengths as it allowed me to think creatively and see solutions where other



people saw problems. It's wonderful to see that things have progressed and students like Angus are realizing the advantages of dyslexia in school. There's still a way to go though, which is why Made By Dyslexia's mission is so important," Branson said in his blog expressing support to a young boy with Dyslexia from Australia who sought his advice.

Branson founded the youth culture magazine "Student" as a teenager and eventually built his multibillion empire, Virgin Group, from scratch.

"You don't learn to walk by following rules. You learn by doing, and by falling over," Branson once famously said.

Known for his adventurous spirit, Branson is into kitesurfing, ballooning, sailing, and yes, chess. He once held the fastest-ever Atlantic Ocean crossing by flying on a balloon with a speed of 145 miles per hour from Japan to Arctic Canada. He is also known for doing a series of other oceanic balloon journeys and kitesurfing across the channel.

Always curious and motivated, Branson has this advice he once said in an interview, "I see life almost like one long university education that I never had – every day, I'm learning something new."



## FedEx Express and Amity University Dubai collaborate to help frontline teams develop new skills

DUBAI: FedEx Express, a subsidiary of FedEx Corp. (NYSE: FDX) and the world's largest express transportation company, announced it's collaborating with Amity University in Dubai, UAE, to help frontline team members develop new skills, broaden their expertise, and provide the opportunity to thrive in a fast-paced business environment.

Hassan Bouadar, vice president Human Resources for FedEx Express Middle East, Indian Subcontinent and Africa, said, "FedEx is committed to ensure that every team member has the opportunity to learn, and to develop their skills. In addition to the range of educational opportunities provided online and in the workplace, our collaboration with Amity University Dubai is part of our focus to continue our commitment to help our team members be ready for what's next."

FedEx Express operations team members, couriers, and customer service agents will be able to enroll themselves



for a higher education degree program at Amity University Dubai.

The program is designed to increase the competitiveness of individuals working in business operations and customer service. The program runs for 16 months, and will consist of a series of business skills training modules with associated work-related assignments, sessions on professional development, and mentoring.

This collaboration is in line with the FedEx People-Service-Profit philosophy that ensures the continuous learning, professional growth, and the well-being of team members is a core element to the business success and priorities.

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## Finnair Cargo chooses CargoAi to e-market its worldwide offering

**VANTAA & SINGAPORE:** Finnair Cargo and CargoAi have announced their partnership whereby the largest air cargo carrier in the Nordic and Baltic region's worldwide cargo offering has gone live on CargoAi via its leading SaaS platform.

CargoAi's state-of-the-art digital booking services—e-quotes and e-booking—have been made available to forwarders directly for Finnair Cargo.

"We're very proud to partner with Finnair Cargo, which is a pioneering cargo carrier in the field of digitalization and was one of the first to put APIs in place. The airline's network and its product expertise fully meet the needs of our forwarder clients – so this is excellent news for them," said Matthieu Petot, CEO of CargoAi.

Finnair Cargo has invested heavily in digital and technological innovations to offer a best-in-class air cargo shipping process. Specializing in flying high-value items via the short northern route between Europe and Asia, Finnair Cargo offers a dense worldwide route network.



From the most modern and digitalized air cargo terminal in Europe, its Helsinki Hub, the carrier covers 19 major cities in Asia, eight in North and Central America, and over 100 in Europe.

"Making our capacity offering available on CargoAi guarantees visibility and is fully in line with our digitalization strategy for our sales process. With CargoAi, we have been moving fast with the integration and we are very happy to be able to provide this service to our customers. We speak the same language and the cargo challenges we face are fully understood and integrated into the tool," said Karri Kauppi, Head of Revenue and Pricing, Finnair Cargo.



## American Airlines Cargo launches 2 transatlantic services between Israel, Miami and New York

**FORT WORTH, Texas:** American Airlines Cargo has furthered enhanced its transatlantic services for freight customers with the launch of flights from John F. Kennedy International Airport (JFK) and Miami International Airport (MIA) to Ben Gurion Airport (TLV) in Tel Aviv,

Daily, year-round service between New York and the coastal city of Tel Aviv will be operated on a B777-200 aircraft, and the three-times weekly route between Miami and Tel Aviv will also be flown using a B777-200 aircraft.

Flights will initially carry around 15 tons of freight per flight and will depend on passenger load factors. The airline's GSA sales support in Israel is its long-term partner, AD Aviation International Services.

"It's exciting to have cargo operations to and from Tel Aviv again," said Tim Isik, Managing Director Cargo Sales – Europe, Africa, Middle East and Asia for American Airlines Cargo. "There is a real market demand, not only for service to our hubs in New York and Miami, but also for connections to onward destinations. We're excited to keep the world's goods moving with the addition of these routes and provide more connections for customers."

Starting Oct. 31, 2021, American will also launch new three-times weekly service between Dallas/Fort Worth International Airport (DFW) and TLV on Boeing 787-9.

In June, American operated more than 5,700 widebody flights around the world. The airline also expanded last month its European network with the reintroduction of service to Greece's capital Athens.

"There are long-standing freight customers in Greece who have been eager to see the recommencing of services," said Tim Isik, Managing Director Cargo Sales – Europe, Africa, Middle East and Asia for American Airlines Cargo. "We are delighted to be able to meet their needs with morning and afternoon flights, which will provide great connectivity for onward freight."

Perishables form a key part of the traffic from Greece to the United States with fish, figs, cheese and olives being carried on the first flights.

Greece also provides an entry point to the American network for customers in neighboring countries, and the new services are already supporting freight forwarders from Turkey shipping textiles to the US.

## 247 super studs off to Tokyo via Emirates



**DUBAI:** As the world turns its eyes at the 2020 Summer Olympics in Tokyo, a group of very special champions are making their way to the Japanese capital on eight charter flights to participate in three equestrian events.

Emirates SkyCargo, the freight division of Emirates, is the trusted carrier of the 247 horses flying from Liege to Tokyo. The first flight with 36 dressage horses has already landed at Haneda airport, Tokyo.

Emirates will be operating an additional eight flights for the return journey from Tokyo to Liege. The carrier is working with Peden Bloodstock, a leading international horse transportation specialist for this charter.

During the flights, the horses will be comfortably settled inside specially designed 131 horse stalls, accompanied by 59 grooms to ensure that they are well cared for, fed and watered during their journey from Liege to Haneda via a brief stopover in Dubai.

Emirates said it will be transporting 20 tons of inflight food and drink for the horses along with 100 tons of special equipment for the onward journey from Liege.

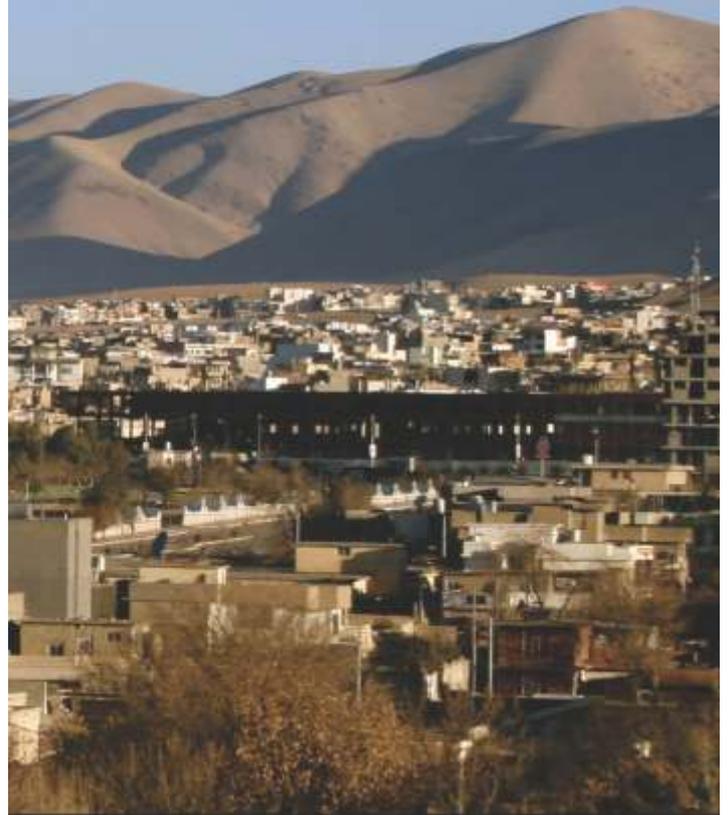
Emirates, which has decades of experience in transporting horses across six continents for international sporting events, is also the title sponsor of a number of prestigious global horse racing tournaments and is a sponsor of Godolphin, the world's leading horse racing team.

The airline has a fleet of modern Boeing 777 freighter aircraft and a well-trained team to ensure that horses have a comfortable and stress free flight experience. Emirates SkyCargo complies with regulations set out by national and international authorities on live animal transport including IATA Live Animals regulations (LAR).

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**SAL CEO Omar Hariri, left, and Eng. Loai Kamakhi, General Manager business solutions at SELA.**  
*Supplied Photo*

## SAL & SELA team up in providing logistic solutions for upcoming major events in KSA

"SELA is one of the leading companies in the region, and we are excited to utilize all logistic support SELA needs to deliver unique sports and entertainment events in the Kingdom successfully. We are sure this cooperation will result in higher quality service for all the upcoming events in the Kingdom," Hariri said.

Kamakhi described the agreement as a huge step forward for both companies as Saudi Arabia hosts more international events in line with Vision 2030 which aims to diversify the country's economy by boosting its tourism and logistics industries, among other sectors.

"Working side by side with SAL is a huge step forward for both companies and contributes to SELA's goal to unlock the outstanding potential of logistics, especially in the field of events and entertainment. It is also a promising opportunity to exchange expertise and empower the Saudi national-calibre as per the Kingdom's Vision 2030," he said.

SAL provides premium ground handling services for multiple airlines at Saudi Arabia's local airports and logistic support with cargo chain solutions. The company also connects all means of transportation with regional airports to make a more significant contribution to Vision 2030 and transform the Kingdom into a global logistics hub.

**JEDDAH, KSA:** SAL Saudi Logistics Services has signed an agreement with SELA to provide logistics services at main airports to support its seasonal entertainment events and activities, especially those coming up this year.

SAL CEO Omar Hariri and Eng. Loai Kamakhi, General Manager business solutions at SELA, signed the agreement at SAL's headquarters in Jeddah.

Hariri stressed the importance of their strategic partnership to enhance the logistics and ground handling services in and out of the Kingdom while promoting economic diversification.



## Lufthansa Cargo operates over 50 'preighter' flights for EgeTrans

constantly changing requirements," explains Achim Martinka, Vice President Germany at Lufthansa Cargo.

Florian Naujocks, Air Freight Manager at EgeTrans, who is primarily responsible for and initiated the preighter project, noted, "The Lufthansa Cargo preighters fly like clockwork - the airline's reliability and the customer-oriented support from the Stuttgart sales department are a real added value for us."

Due to the shortage of loading capacities in the bellies of passenger aircraft, Lufthansa Cargo has been regularly operating cargo-only transports in specially equipped passenger aircraft since last year. Since March 2020, the cargo airline has operated about 1,500 such flights worldwide. This made it possible to maintain global supply chains even during the pandemic and to ensure the transport of urgently needed goods, such as medications or medical equipment.

EgeTrans has been offering customized forwarding and logistics services combined with first-class service since the 1950s. In addition to its headquarters in Marbach am Neckar, the company is represented by two further locations in Chicago (USA) and in Santiago de Querétaro in Mexico.

**FRANKFURT:** Lufthansa Cargo marked last month the 50th "preighter" flight it operated from Frankfurt for the forwarding company EgeTrans Internationale Spedition GmbH based in the German state of Baden-Württemberg.

The German airfreight carrier said it has so far operated more than 1,500 flights using preighters – passenger aircraft converted into cargo use to augment the belly-hold capacity shortage during this pandemic.

It says A340 and A350 planes were used to serve Ege and mostly carried important spare and production parts, especially for the agricultural and utility vehicle industry, demonstrating the importance of fast and reliable transports by air.

Lufthansa Cargo said by supplying factories with essential goods, they can continue production during the pandemic and strengthen the global economy.

"It makes us proud that we are able to offer such a tailor-made service to our longtime partner EgeTrans. The wide-ranging expertise within the Lufthansa Group enables us to find quick solutions for our customers and to react to the



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## Qatar Airways Cargo launches WebCargo by Freightos throughout Europe



**DOHA:** Qatar Airways Cargo, the world's largest cargo airline, announced forwarders in Europe now have access to its real-time pricing, capacity, and eBookings via WebCargo by Freightos.

Since the platform's launch in February 2021, the cargo airline said it has received a large number of eBookings, most notably from France, Germany, Italy, the Netherlands, South Africa and Spain. The live platform was officially launched in Europe on 30 June 2021, increasing to 32 the total number of countries in the airline's digital network.

"We are glad to further roll out the third-party eBooking platform, WebCargo throughout Europe, as we aim to provide digital connectivity for our customers and extend digitalisation across our operations. This will bring in more efficiencies in the supply chain and provide multiple benefits for our customers. Our aim is to gradually roll out WebCargo throughout our global network during the year, providing convenience and transparency to our customers," said Qatar Airways Chief Officer Cargo Guillaume Halleux.

Zvi Schreiber, CEO Freightos Group, underscored how proud the company is to team up with the Qatar's national airfreight carrier.

"We are so proud to have partnered with Qatar Airways Cargo, the world's number one cargo airline, on driving global Digital Air Cargo (DAC) adoption. The hypergrowth of our eBookings in the last few months (up 1,000% year on year) has proven that forwarders are very keen to adopt real-time pricing, capacity, and

eBookings, particularly in today's volatile market. Ultimately, this allows them to deliver better air cargo to importers/exporters. With today's significant expansion of our partnership with Qatar Airways Cargo, we are excited to drive a further acceleration of digital air cargo bookings in Europe," said Schreiber.

Digitalisation or digital future is a key pillar of the carrier's strategy as it moves towards more systems that allow for dynamic pricing, automatic quotations, robotic integration and improved reporting.

Qatar Airways Cargo introduced a number of digitalisation initiatives like Robotic Process Automation for shipment tracking, Salesforce (Service Cloud), IATA's One Record Pilot project with Agility and Champ and the roll out of WebCargo even during the challenging times of the pandemic.

## TAP Air Portugal taps SkySelect for its parts purchasing operations

**TALLINN, Estonia:** SkySelect, a robotic process automation platform where algorithms automate over 90% of the day-to-day parts purchasing operations for airlines, has signed an agreement with TAP Air Portugal for its services.

TAP Air Portugal's airfreight division, TAP Cargo, also relies on the airline's fleet of 88 aircraft for its business.

The company announced Portugal's national carrier sees the contract in facilitating cost savings and streamlining its parts purchasing approach as SkySelect principally acts as an extended purchasing arm to airlines and MROs using its AI-powered technology and algorithms.

"SkySelect is a quintessential partner because they've taken a rigorous and manual approach to parts purchasing and not only streamlined it into a user-friendly software but coupled it with unrivaled high-touch customer service," said Paulo Baracat, Sourcing & Procurement Director, TAP Air Portugal. "SkySelect is saving us time, money and capturing previously unforeseen opportunities."



Erkki Brakmann, Founder and CEO of SkySelect, said the company is very pleased to forge partnership with TAP Air Portugal as airlines move towards recovery this year following the pandemic's devastating impact to the global aviation industry.

"We're very happy to not only work with influential carriers such as TAP Air Portugal, but to also drive real cost savings, especially when the commercial aviation industry is on its road to recovery. Because of the demand shock, there is an abundance of aftermarket aircraft parts available, which provide an opportunity for significant material cost savings. SkySelect is helping airlines and MROs capture that opportunity," said Brakmann.



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## Silk Way West Airlines to enter the global pharmaceutical logistics market with GDP certification

**BAKU, Azerbaijan:** Silk Way West Airlines has been awarded Good Distribution Practice (GDP) certification, a critical step in strengthening and expanding Azerbaijan's national airfreight carrier's offering to the global pharmaceutical sector.

Being GDP certified, Silk Way West Airlines says it now intends to extend its product line in transportation of medical goods and pharmaceutical logistics services.

Its GDP certification attesting its capacity in reliably handling time-and-temperature sensitive cargo was awarded by Global Cold Chain Consultants, a trusted external party with a strong track record in the pharmaceutical industry

Silk Way West Airlines' internal procedures have been upgraded in accordance with GDP principles, and the company's entire staff has been appropriately trained. Moreover, the carrier conducted a thermal mapping of its fleet and the extensive temperature-controlled storage facilities at its main hub in Baku to ensure the integrity of these processes. As a result, staff, equipment, and facilities are all aligned to deliver superior performance.

"Obtaining the GDP certification proves the readiness of Silk Way West Airlines in taking a leading role in global distribution of medical supplies," said Wolfgang Meier, CEO and President of Silk Way West Airlines, emphasizing the importance of this achievement in entering the pharmaceutical logistics market.

According to Aydin Huseynov, Silk Way West Airlines' Vice President for Global Cargo Logistics & Standards, GDP certification is an important step in upgrading the airline's carriage capabilities for all pharmaceutical products, as well as ensuring that the required storage services are in place.

"We believe that these efforts focused on ensuring the highest standards in logistics will take the company to the next level in management of time- and temperature-sensitive goods," he added.

Good Distribution Practice (GDP) is a standard based on principles adopted by the European Union and recommended by the World Health Organization. In line with these requirements, medicines are to be obtained from a licensed supply chain and stored, transported and handled under suitable conditions.

## Hellmann MESA joins AFKLM Cargo SAF program

**SCHIPHOL & DUBAI:** The Middle East South Asia (MESA) operation of Hellmann Worldwide, one of the largest global logistics service providers, has become the first in the region to join the Air France KLM Martinair Cargo (AFKLM Cargo) Sustainable Aviation Fuel (SAF) program.

The AFKLM Cargo SAF contract was signed at the regional Air France-KLM office in Dubai, United Arab Emirates, by senior representatives of both companies. Air France-KLM launched its innovative corporate SAF program in January 2021 to enable companies to play an active role in the future of sustainable travel.

Air France and KLM have been involved in research and development programs in the field of alternative fuels for many years. In 2011, the two airlines were among the first to operate commercial flights, demonstrating a possible alternative to fossil fuels.

Sustainable aviation fuels can today be made from waste oils, waste products and forest residues. They can be incorporated into jet fuel



without any engine modifications. Their use can reduce CO2 emissions by more than 85% compared to conventional fuel.

The Cargo SAF Program makes it possible for shippers and forwarders to power a share of their flights using SAF. Customers may choose their level of engagement and AFKLM Cargo ensures that the total amount of investment is used for the sourcing of SAF.

Cargo SAF Program partners receive a third-party audited report justifying the purchased amount of SAF linked to the traffic volume, and indicating the achieved reduction in CO2, helping make air transport more sustainable.

"In our 150-year long company history, we have always been organization that lives sustainability; always keeping in mind our great

responsibility for people, the environment and also society. These values are firmly embedded in our global F.A.M.I.L.Y culture. Joining hands with Air France KLM Martinair Cargo has given us an opportunity to contribute towards reducing our carbon footprint, in freight transportation," said Baby George, Vice President – Airfreight, Hellmann MESA.

Philippe van Meir, Director Middle East & Southern Asia, Air France KLM Martinair Cargo, noted: "With this agreement we are frontrunners in the industry by delivering green logistics solutions. Our shared commitment to creating a sustainable future for aviation means that together, we are now taking ambitious steps to achieving this by pioneering the development and adoption of these revolutionary fuels in the region."



## 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.



Saudia Cargo CEO Nabil Khojah, 4th left, with other executives from the center and the

Khojah said Saudia Cargo takes pride in its important role to carry sensitive human organs so that they can reach for Organ Transplantation Center to fulfill its noble mission.

He stressed that the company deals with the most delicate shipments in accordance with the international standards.

## Qatar Airways Cargo launches Pharma Express flights



**DOHA, Qatar:** Qatar Airways Cargo has launched additional Pharma Express flights from its hubs of Basel and Brussels to dedicated air cargo routes for pharmaceuticals. Basel and Brussels are two of the world's major pharmaceutical export hubs. The exports are highly sensitive and require special handling. "Air cargo is the most reliable and sensitive mode of transport for pharmaceuticals. It has become a critical part of the supply chain and a guide to the industry's future."



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M. Ilker Ayçi

## Turkish Cargo hauls 100 million COVID-19 vaccines to 35 countries

the Congo along with operations to our own country, Turkish Cargo showed its reliability by transporting 100 million doses,"

The Chairman added: "With these successful operations, we increased our global market share to 7.5 percent in pharmaceutical transportation and became one of the most active carriers in vaccine transportation. Concurrent with the application of the vaccines which increases every day, we will continue to shoulder this responsibility until we win this battle against the pandemic."

The equivalent of 450 tons, the vaccines were transported from various distribution centers across continents to different cities and destinations worldwide.

These include certificated destinations such as Turkey, Baku, Rome, Belgrade, Copenhagen, Miami, Sao Paulo and Mexico City, creating a global corridor between more than 400 destinations.

With 30 years of experience when it comes to special cargo transportation, Turkish Cargo proved its capability with vaccines that have different transportation requirements by carrying 7 different COVID-19 vaccines in containers with special cooling systems.

Increasing its market share in pharmaceutical transportation to 7.5 percent, Turkish Cargo continues to enhance its capacity when it comes to cold air depots while increasing its active and passive container capacity in order to prioritize medical transportation during the pandemic. It's also actively engaged in transporting general cargo such as food and other perishables, machineries and equipment, medical products, etc., to support continuity of supplies in the global supply chain.

**ISTANBUL:** Turkish Cargo, the air cargo carrier that flies to more countries than any other, announced it has delivered 100 million COVID-19 vaccine doses to more than 35 countries so far since they were first approved for global roll out.

Turkey's national airfreight carrier said its uninterrupted distribution of the vaccines is part of its commitment to fight the pandemic and help the world recover from its impact.

M. Ilker Ayçi, Turkish Airlines Chairman of the Board and the Executive Committee, said the global air cargo brand takes to the core its important mission in transporting lifesaving vaccines across the world.

"As the pandemic is an unprecedented threat to the human health, our Turkish Cargo brand is a significant advantage when it comes to combatting this threat. Our brand is able to carry vaccine doses to more than 100 countries with its international air bridge, becoming a lifeline for countries that are located too far from the ones with vaccine production facilities. Proving itself with hundreds of vaccine transportation operations to countries all around the world ranging from China to Brazil, India to Democratic Republic of

## American Airlines selects cargo.one as strategic partner to initiate its next phase customer-centric digital cargo transformation

**Fort Worth/ Berlin:** American Airlines and cargo.one have entered into a strategic partnership expanding the airline's cargo capacity offering via the tech-company's leading e-booking platform for air cargo.

Starting in Europe, with global expansion following, freight forwarders will be able to access American's cargo capacity in real-time and book with instant confirmation.

"We continually look for ways to enhance our digital capabilities and offer more solutions to our customers, always aiming to exceed their expectations. This partnership with cargo.one is a strategic way for us to make our cargo capacity more accessible within the industry, and we're really excited about that," said Jessica Tyler, President Cargo and Vice President Operations

Innovation and Delivery. "With cargo.one, our customers will have immediate, real-time access to solutions to meet their transport needs."

American Airlines said it selected cargo.one as a strategic partner to offer its state-of-the-art technology, a customer-oriented interface, and modern product development to the rapidly increasing number of freight forwarding customers using cargo.one's platform. Its extensive data insights will also enable the airline to regularly fine-tune its capacity offer accordingly.

The airline said its partnership with cargo.one is yet another way American is offering customers flexible and innovative solutions by providing them with more options for a first-class digital booking experience.

"I'm a strong believer that the cargo industry must continue to innovate to enable us to engage with our customers in a more personal, and definitely a far more efficient way. Flexibility and speed are more important than ever, and the industry needs to continue to find ways to quickly adapt. With cargo.one's customer-centric approach, American Airlines Cargo is in an even better position to match those requirements," Tyler added.

American Airlines Cargo has seen its customer base expand and demand for a digital booking experience increase.

"What better way to pioneer our footprint in America, than with American Airlines?" said Moritz Claussen, Founder and Managing Director of cargo.one. "With American Airlines Cargo as a launch partner, we are kicking off a new era of customer-centric air cargo sales in North America, manifesting our ambition to become the go-to platform for freight forwarders in the U.S. and beyond."



## Etihad Cargo and EFL Global deliver 55,000 kg of vital antiretroviral drugs to Brazil

temperature-sensitive cargo shipments between +25°C and -80°C, and EFL's CEIV and GDP compliance.

Maintaining the shipment's integrity, EFL handed the consignment to Etihad Cargo in Hyderabad, with the UAE's national carrier transiting the shipment through Abu Dhabi International Airport and Milan's Malpensa International Airport en-route to São Paulo. Etihad Cargo and EFL collaborated to ensure data tracking and real-time status monitoring throughout the journey.

"Customers trust our capability to move lifesaving medications across continents in the best way possible. And we take this responsibility very seriously," explained Rooso Ramachandran, Chief Commercial Officer of EFL Global – India. "Being a global supply chain service provider, we are heavily invested in having the right partnerships and compliance in place to uphold our promise. Each step of the operation is stringently planned with the best possible resources that ensure a seamless delivery, regardless of the complexities."

In the past year, Etihad Cargo has increased pharmaceutical shipments by 50 per cent via its industry leading PharmaLife product. In addition to supporting global customers, the IATA CEIV-certified product has facilitated Etihad Cargo's support of Abu Dhabi's HOPE Consortium's efforts to serve global demand for COVID-19 vaccines.

Etihad Cargo currently operates across more than 1,050 IATA CEIV Pharma/GDP certified trade lanes which ensure the integrity of products during transportation. Driven largely from a demand for both CRT (+15 to +25°C) and COL (+2 to +8°C) segments, Etihad Cargo has also received strong growth for ERT (+2 to +25°C) shipments, launched at the end of last year.

**ABU DHABI:** Etihad Cargo and global supply chain company EFL Global have successfully carried 55,000 kg vital consignment of antiretroviral drugs from India to Brazil.

The cargo and logistics arm of Abu Dhabi's Etihad Aviation Group said the shipment was transported on behalf of a leading manufacturer headquartered in Hyderabad, India and delivered to São-Paulo-Guarulhos International Airport in Brazil.

"The sheer size of the consignment and the need for stringent product integrity over such a long distance had seen other carriers turn down the shipment. Utilizing Etihad Cargo's pharmaceutical logistics capabilities and EFL's extensive industry expertise, the shipment was successfully delivered, maintaining strict controls across the entire journey," explained Martin Drew, Senior Vice President Sales and Cargo, Etihad Aviation Group. "The cargo was carried from origin to destination in the same flight, with no vessel change in order to preserve the consignment's condition."

Etihad Cargo leveraged its IATA CEIV certification for pharmaceutical logistics and capability to facilitate

## UPS selects tax consultant PwC to help businesses outside the EU fulfill new VAT requirements



**DUBAI:** UPS, one of the leading global shipping and logistics companies, announced it has selected tax consultant PwC to offer intermediary and compliance services to eligible customers at a discounted rate to help businesses outside the European Union fulfill new VAT requirements.

UPS said as part of this agreement, customers will receive assistance with IOSS registration and submission of IOSS returns, monthly information on VAT payments and relevant updates that may affect their business.

The EU has introduced new rules governing the value-added tax (VAT)

applied to cross-border e-commerce sales. These changes, which took effect on July 1, 2021, include the removal of the VAT exemption on imported goods into the EU with a value up to €22. A special scheme for distance sales of low-value goods imported from third countries or territories into the EU has also been introduced.

The Import One Stop Shop (IOSS) is an online portal that simplifies the declaration and payment of VAT for e-commerce sales of goods valued up to €150 imported into the EU. The IOSS improves the customer experience by charging the buyer at

the time of purchase, avoiding unexpected costs or delays due to customs clearance at the time of delivery.

Under the IOSS program, e-commerce businesses will provide an IOSS VAT identification number to the carrier, who will then submit it to customs authorities, ensuring the goods will not be assessed for VAT when they arrive in the EU. Businesses not established in the EU or in a country without a VAT mutual assistance agreement will need to appoint an intermediary to use this import program.

"Supporting our customers in over 220 countries and territories around the globe and empowering them to compete at an international level – while offering an outstanding customer experience – is key for us," said Stuart Lund, vice president for international package customs brokerage at UPS. "We encourage businesses outside the EU to make use of this service so they can continue to offer a transparent and seamless buying experience to their EU-based customers."

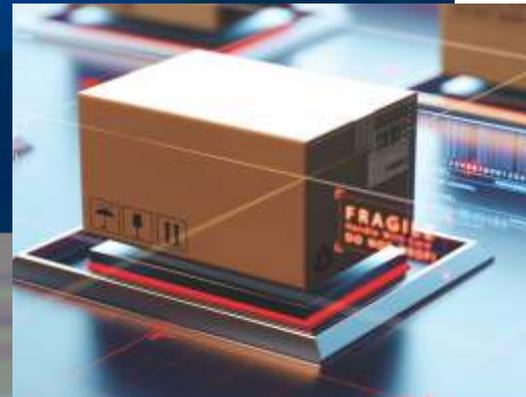
UPS e-commerce customers based outside the EU can register for PwC IOSS intermediary and compliance assistance on the [PwC.be website](https://www.pwc.com/be), the company said.

To learn more about the changes to VAT in the EU and how they affect businesses and consumers, visit [UPS.com](https://www.ups.com).

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## CSP Abu Dhabi Terminal and Khalifa Port launch region's first electric-powered autonomous port truck system

**ABU DHABI:** CSP Abu Dhabi container terminal, the first greenfield project of COSCO SHIPPING Ports Limited (CSP) operating within Abu Dhabi Ports' flagship deep-water port Khalifa Port, recently launched the use of electric-powered autonomous port truck system, the first in the region.

Following a two-month trial period, a total of six electric Q-Trucks will be commissioned by CSP Abu Dhabi Terminal and tasked with supporting mother vessel loading and unloading activities within the facility's container yard.

Produced by Qomolo, a sub-brand of ShangHai Westwell-Lab Technology Company, the L5 Autonomous Freight Trucks are equipped with an advanced 360-degree sensory system with traffic monitoring and driving guidance system which enables operators to direct vehicles' navigation and transportation of general and reefer containers with ease.

The use of smart automation is another key step forward for one of the world's most technologically advanced ports.

"We are proud to be the first terminal in the Middle East to implement an autonomous port truck system following the addition of six of Qomolo Q-trucks to our container handling fleet," said Naser Al Busaeedi, Deputy CEO, CSP Abu Dhabi.

"As well as being extremely efficient and cost-effective, the new vehicles enable us to sustain our container handling operations for longer periods and enable us to continue operating in cases where business continuity becomes an operational challenge. We look forward to experiencing the full potential of these autonomous vehicles over the coming months."

Featuring a highly stable, efficient, and environmentally friendly platform, the electric Q-Trucks are powered by a 281 kWh battery, carry a maximum load of 80 tons, and have an operating range of 200km. Capable of operating for up to 44 hours continuously, the vehicle's electrical systems are further enhanced by a temperature



control system that aids in extending battery life in extreme weather.

Saif Al Mazrouei, Head of Ports Cluster, Abu Dhabi Ports, noted: "The addition of CSP Abu Dhabi's Q-Trucks has not only accelerated Khalifa Port's position as the Middle East's leading maritime facility but also serves as a prime example of how innovative technologies can transform the maritime and logistics industries.

"Employing solutions powered by ultra-modern technologies, such as artificial intelligence, Internet-of-Things, and electrification can enable businesses to achieve a higher level of efficiency, while simultaneously transforming their respective operations to be more sustainable and cost-efficient."

In addition to the adoption of the autonomous port truck system, the project saw the adoption of a Fleet Management System (FMS) for overseeing daily activities utilising Q-Trucks. Integrated as part of the operational control tower, the platform provides real-time monitoring and workflow management processes, while simultaneously connecting to multiple systems within the terminal enabling whole terminal running.



**DUBAI:** Leading global logistics provider Agility has signed an agreement with DHgate, the leading B2B cross-border e-commerce marketplace in China with about 36 million global

## Global e-commerce giant DHgate signs agreement with Agility's Shipa Freight

helping millions of micro, small and medium-sized merchants and businesses compete in cross-border trade.

The agreement will give DHgate and DHLLink a digital logistics solution to add to the payments, credit, pricing, and express delivery options available to its customers, while funneling cargo volume into Shipa Freight, Agility's online shipping platform.

Under the agreement, DHgate/DHLLink and Agility/Shipa will also explore opportunities to boost trade volumes between China and GCC countries and look at ways Shipa can offer DHLLink related services in the region, including e-commerce fulfillment, last-mile delivery, and contract logistics.

In addition, the companies intend to explore collaboration in other markets, including Latin America, Africa, Asia-Pacific, Australasia, and Turkey.

The agreement was announced in a virtual signing ceremony attended by Agility Chairperson Henadi Al-Saleh, DHgate Founder and Chairperson Diane Wang, Head of DHLLink Oliver Wan, and Shipa Freight CEO Carlos Font.

buyers in more than 200 countries.

With Agility's digital innovation arm, Shipa, which runs the company's freight-booking platform Shipa Freight, DHgate's logistics arm, DHLLink, will enable DHgate customers to manage their cross-border shipments with an instant, easy-to-use online logistics platform, the companies' newly-signed agreement stipulates.

Essentially, Shipa Freight will be integrated into DHLLink as a private-label shipping option and the preferred booking option for DHgate's 2.3 million Chinese suppliers and 36 million global buyers in 200+ countries and regions.

Like DHgate, Agility and Shipa offer products and services aimed at



**C.M. Mathew**  
Founder and CEO, LogisEye Solutions

# LogisEye Solutions

Accelerating the adoption of digital technologies in logistics

**“The trillion-dollar freight industry demands smart and evolving technologies with an increased focus on procurement and overall supply chain transformation to meet the needs of the changing customer requirements.” C.M Mathew, Founder & CEO, LogisEye Solutions**



**T**he COVID-19 pandemic has accelerated the adoption of digital technologies by several years globally. This crisis brought major changes in the mindset of management on the role of technology in business and has spread the awareness among people on the need for embracing digital solutions. The pandemic was the tipping point in world history that brought a new way of life – “the New Normal” — and many of these major changes will remain for years to come.

The mantra is “Go Digital to Grow Business”. Early adopters are reaping the benefits of digital transformation as it helped them to minimize the impact of current crisis on their business.

Digital transformation in different logistics functions is at its nascent stage. The COVID-19 pandemic has disrupted supply chain and logistics globally. There are several early-stage startups where each one is focusing on certain selected functions, regions, or modes of transport.

LogisEye Solutions' ecosystem is unique as its different digital solutions will meet most of the logistics procurement and

payment requirements of international traders and logistics service providers across all market segments. Its cloud-based applications can be accessed from anywhere in the world.

The benefits to all the users in the value chain are enormous in terms of cost savings, highest level of real-time visibility, improved efficiency and time savings, enhanced transparency, electronic document management (EDM), exceptional collaboration and customer experience, and simplified IT integration.

### ***The pragmatic marketplace***

With limited manpower resources, remote working and time being of essence as economies reel from the impact of the pandemic, LogisEye digital solutions for procurement of freight and marine insurance can make a big difference to every importer/exporter.

LogisEye launched a marketplace (LogiQuote) that offers instant rates and an eBidding solution (LogieBid) for real-time freight rates from multiple suppliers worldwide to accelerate and simplify the complexities of today's supply chain.

C.M. Mathew, Founder and CEO of LogisEye, explained that the industry is currently characterized with manual processes and inefficiencies to manage procurement of logistics services and face significant challenges leading to increased time & cost of doing business. This is what LogisEye's platform and solutions seek to address.

“The trillion-dollar freight industry demands smart and evolving technologies with an increased focus on procurement and overall supply chain transformation to meet the needs of the changing customer requirements,” said Mathew.

“The company differs from other online freight ebooking platforms as it aims to provide a broad range of custom-tailored integrated procurement and payment solutions with the best cost-effective rates for both importers and exporters, in real-time.”

“The market and customer requirements are changing very often. This will make the supply chain requirements even more challenging. Smart and evolving technologies must be introduced with an increased focus on procurement and an overall supply chain transformation. This will unlock value and empower customers achieve their goals. This is where LogisEye fits in perfectly.”

The chartered accountant turned techpreneur had an opportunity to speak on the subject “The Maturity Level of Digital Transformation in Supply Chain” and a day of



**The mantra is “Go Digital to Grow Business”. Early adopters are reaping the benefits of digital transformation as it helped them to minimize the impact of current crisis on their business.**

immersion on Artificial Intelligence conference triggered his interest on technology.

The traditional manual processes followed in procuring freight rates require days due to poor response time. Most of the rates from various suppliers are not comparable. Importers/exporters depend on handful of regular suppliers for their freight procurement. Apart from that, the manual processes result in billing errors, duplicate billing and double payments that increases logistics and administrative costs.

LogisEye platform offers a relief from these tedious processes, saving all stakeholders time and money.

Along with shipping costs, LogisEye platform also offers users the right cargo insurance for the protection of their goods, offering convenience and cost-effective solution in today's fast-paced world.

**Launched in 2019, LogisEye is a Tech start-up specializing in innovative digital solutions for Procurement of Logistics Services. The solution is hosted on the cloud, offering a broad range of custom-tailored integrated logistics procurement solutions that services over 40 countries & territories worldwide, with the aim of transforming, accelerating & simplifying end-to-end logistics procurement. The platform architecture and interoperability features simplify and standardize the procurement processes.**

“Our ecosystem connects Importers & Exporters with Logistics Service Providers and Cargo Insurance Companies, empowering all stakeholders in the value chain to interact and operate in real-time. The platform delivers customer-centric experience with advanced customer relationship management solution, powered by Artificial Intelligence & Machine Learning technologies,” said Mathew.

The solutions are designed to cater to customers with volume of any size, designed to provide access to Instant Quotes and Spot bids. Users can search for instant freight and insurance rates and/or launch an eBid, select suppliers, pay for and route shipments and track to get full visibility & analytics.

#### **LogisEye recently launched its flagship solutions for procurement of freight:**

**LogieBid** is an e-Bidding or reverse auction solution. Importers and exporters can now launch eBids to obtain quotes within a specific defined timeline. Users can select from LogisEye registered suppliers and/or even invite additional Logistics Service Providers of their choice. Suppliers can get visibility of their ranking while submitting rates and modify their submission any number of times before the bid is closed to increase their conversion. Users can currently launch reverse auction for their airfreight and sea freight shipments across the world and will integrate road freight shipments soon.

“It is very simple to launch freight Bids, easy to compare and analyze rates online, get visibility of logistics costs as percentage of merchandise value, select and award the Bids with total transparency,” said Mathew. Users can also get all business intelligence reports from our interactive Dashboard.

**LogiQuote** – A Market Place for Freight, launched during 2021, the state-of-the-art digital platform enables users to search & obtain quotes instantly from multiple Logistics Service Providers. Users can compare rates instantly, pay, route and get real-time visibility for their shipments under one platform, irrespective of using multiple service providers.

LogisEye marketplace currently provides airfreight rates for shipments connecting UAE with +40 countries and +1200 trade lanes for imports and exports. LogisEye aims to increase their geographical reach to +100 countries and integrate rates for other modes of transport including Sea (FCL/LCL), Road (FTL/LTL) and even Courier.

“People usually use Skyscanner or Cleartrip for their travel requirements. LogiQuote is a similar solution for instant freight rates, where our rate engine provides rates in less than 6 seconds once they update their shipment details. Users can even opt to get marine insurance rate instantly. Display of the rates can be sorted in different orders like Costs - Low to High, Transit Time – Low to High, Supplier Performance Rating, IATA Ranking etc. In addition, users can filter from multiple rates based on preferred service levels, suppliers and carriers, rates on different dates, costs within their target price etc.,” Mathew explained.

Since the soft launch of its flagship solutions, LogisEye has successfully attracted +350



customers and +35 logistics companies registered to its platform. As part of the pilot solution launch, the company currently offers free access to its registered customers for first three months.

### **The Techpreneur**

Born and raised in the state of Kerala in India, Mathew, a Chartered Accountant and Company Secretary by profession, nurtured a successful career in finance and accounting.

After gaining 8 years of experience in Mumbai, Mathew moved to Dubai nearly three decades ago. He started his career in Dubai with Danzas AEI Emirates, a joint venture between Al Tayer Group and DHL Global Forwarding, the world leader in integrated logistics, where he stayed for 26 years and served in various key management roles, including as its Chief Financial Officer.

“During the +26 years working in the logistics industry, I have encountered all major challenges that customers and suppliers face in terms of manual & archaic business processes & documentation, inefficiencies in operations and pricing, lack of

transparency and visibility, etc. This led me to establish LogisEye with the purpose of developing digital solutions to deal with all these challenges and inefficiencies,” said Mathew

With years of experience in logistics industry, professional educational background, track record, entrepreneurial spirit and with the significant relationship built over the years, Mathew, being convinced that technology is the next lucrative business frontier to be explored, launched LogisEye with a seed capital of USD \$4 million.

**“Funding is a big challenge and Covid 19 pandemic made it even more difficult. We have invested almost US\$ 4 million on this start-up so far. In addition to an investment of US \$ 2 million from founders, we managed to raise US \$2 million in seed funding so far. Our investors were convinced on the market requirements and market size, uniqueness of our digital solutions, limited competition, experience of the founding team and lucrative growth potential of their investment.”**

“With our plans to invest into R&D, develop additional digital solutions and to meet our global marketing expenses, LogisEye is seeking additional funding,” shared Mathew.

### **Innovative team**

Headquartered in Dubai, LogisEye currently has 28 employees in Dubai and 26 in Cochin, India. LogisEye has a mix of young and experienced IT engineers, customer service executives, logistics professionals and other specialists from different functions, who collectively create innovative ideas and solutions to meet the fast changing and challenging market requirements.



## Advise to aspiring entrepreneurs

"Start-ups are quite alluring to most people. One must know that setting up a start-up is a very challenging task requiring your full focus and dedication. You should be prepared to face failures and use them as a tool for future success. Listen to the stories on the start-up failures and learn from the mistakes of other entrepreneurs. Keep an eye on changing customer requirements and market scenarios. Ensure timely changes to your business strategies that will make you a successful leader in the market. Covid 19 pandemic has already sent a strong global awareness on the immediate requirement for digital solutions. Be an optimist, seek creative opportunities,

embrace the latest technologies and develop innovative solutions to support the world," said Mathew.

"Going forward, we are planning to integrate Blockchain technology that will enable managing and storage of records, instant verification and validation of transactions, managing contracts and payments, optimizing common financial & operational goals on the platform and thereby create and build trust among the stakeholders," he added.

According to the World Economic Forum, TradeTech or technologies for trade leverages the internet of things (IoT), AI, 5G, cloud-based platforms and other Fourth Industrial Revolution technologies to unlock new possibilities and enable transparency and traceability in digital trade and global value chains. As the world slowly threads on economic recovery, more and more digital disruptions will emerge.



## LogisEye invites Logistic Service Providers

**LogisEye invites Logistic Service Providers (LSP) to join its dynamic digital logistics procurement platform to get quality leads and generate new business. You can submit valid freight rates to our marketplace (LogiQuote) and participate in online eBidding/reverse auction (LogieBid) across different trade lanes for different modes of transport.**

**Users can update/bid rates online, receive digital routing notifications, provide real-time visibility through data integration, eliminate manual interaction and reduce the cost of doing business.**

**Additionally, Logistics Service Providers can register as a customer on our platform to obtain instant freight rates for international trade lanes and launch eBids to procure competitive freight rates from sub-contractors and carriers.**

***For more info, visit [www.logiseye.com](http://www.logiseye.com).***

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Cargo & Logistics Services



# ULDs: An indispensable part of air cargo & logistics to safely transport cargo



“ULDs are important, a mission-critical part of smart, efficient air logistics that allowed the vaccines to save lives and protect communities. The entire air transport community rose up as a global group and accomplished exemplary, unprecedented airlift very quickly. We are proud to be playing a part in the effort.” Steve Townes – ACL Airshop, CEO

## Frontline industries air cargo and logistics rose to the challenges of the Coronavirus pandemic in transporting countless tons of medical supplies like masks, PPE, oxygen, ventilators, medical equipment, medicines and other pharmaceuticals, apart from other basic essentials like food.

Faced with so many aviation and border restrictions during the first few months of the pandemic, air cargo carriers have to quickly adapt to new health and safety protocols, interim systems of operations and enhanced routes to reach destinations at shortest distance.

And behind their successful missions are the so-called Unit Load Devices (ULDs), both used in passenger and cargo planes, to move packages, luggage and other types of cargo, in a single unit that can be moved on and off an aircraft quickly and safely.

ULDs come in different types and forms—containers, straps, nets, pallets, etc., tailor-made to suit what is being transported like time and temperature-sensitive products such as pharmaceuticals and in today's pandemic, the billions of doses of COVID-19 vaccines.

### **Mission-critical to air logistics**

With airlines forced to ground their planes due to the global travel ban, the air cargo industry had to improvise to fill the gap with the loss of belly-hold capacity on passenger flights. The solution: Turn passenger

aircraft into freighters giving birth to the so-called “preighters.”

Both freighters and preighters need ULDs to safely transport cargo via air, flying thousands of miles across continents to deliver vital medical cargoes.

ACL Airshop, one of the world's biggest tech-powered ULD companies doing business with over 200 international airlines and the top 100 air cargo airport hubs, said there's been a great demand for the company's services during this pandemic to support the complex, diverse and fragmented global supply-chain.

“The global supply chain is a complex and fragmented ecosystem with many branches, subsets, players, and stakeholders. The COVID-19 crisis has highlighted the strategic criticality and strengths of the air cargo supply chain, while also exposing some of the risks and weaknesses. We agree with IATA: COVID-19 has forced increased cooperation and SPEED across all parts of the airborne supply chain to ensure the timely delivery and broad distribution of vaccines in a safe, fast, controlled manner,” Steve Townes, CEO of ACL Airshop, told Air Cargo Update in an email interview.

Townes, a US Army Ranger graduate of West Point and Harvard Business School, noted, “ULDs are important, a mission-critical part of smart, efficient air logistics that allowed the vaccines to save lives and protect communities. The entire air transport community rose up as a global group and accomplished exemplary, unprecedented airlift very quickly. We are proud to be playing a part in the effort.”

ACL Airshop, which is into leasing and repairing ULDs, apart from selling ULDs and other cargo products, had since expanded its ULD fleet to meet growing customer demand worldwide.

“As COVID-19 caused massive grounding of belly load lift capacity in the worldwide passenger fleets—where a substantial percentage of daily air cargo normally flies—the freighter operators swooped in quickly to pick up the slack. That was complemented by “Preighters,” showing the creativity and speed of execution in our industry. Our company pivoted quickly with these tectonic shifts in client activity and new demand trends,” said Townes.

“We have invested aggressively in expanding our own ULD fleet for our customers' use, and adding to our technology investments to keep pace. Altogether, this has been a most unusual and challenging period, but our people around the world rose to the occasion and kept the business growing—safely. The high-performance culture of ACL Airshop really showed brilliantly during the pandemic and now beyond,” he added.

### **Uniquely made ULDs**

Early this year, Jettainer, a global leader in ULD management, unveiled plug&fly, a new basic version of its full-service ULD solution tailored for small and mid-sized airlines.

Jettainer says it uses an integrated IT solution harnessing artificial intelligence, ensuring real time visibility of ULDs and inventories, thus, enabling their small and mid-sized airline customers to save apart from maximizing space on aircraft.

“Big carriers are not the only ones who get to enjoy optimized ULD fleets and the smart global management services provided by Jettainer's industry experts. Many other airlines with fleets of up to 2,000 ULDs can now reap the rewards too. To arrive at this destination, we had to take a separate, more streamlined approach that we are now rolling out with



## 50,000 Unilode ULDs flying digital!



plug&fly,” said Thomas Sonntag, Jettainer’s Managing Director.

Continuing with innovation, Jettainer also announced it’s creating the digital image of each of the 100 ULDs it owns. The move is designed to help the company acquire comprehensive lifecycle data as well as optimize the use of ULDs economically and environmentally.

Each digital twin processes data from three main sources: JettWare, Jettainer’s steering and tracking system, asset database and its repair flow management. The smart solution clusters all ULD-specific information, starting with the unique identifier, the exact type and specifications, the manufacturer, the date of manufacturing and purchasing.

It processes all past steering and repair events, repair specifics and processes real-time information on

condition, status and location. With every gradual development step of its digital twin fleet, Jettainer improves analysis of data and automated work flows.

### **ULD digitalization**

Digitalization in the air cargo industry continues to impact the supply-chain. ULDs, has for instance, been using Bluetooth to keep track of containers and pallets.

The Zurich-based Unilode Aviation Solutions, which manages the world’s largest outsourced fleet of ULDs and owns the largest global network for the maintenance and repair of containers, pallets and inflight food service equipment, announced in June that it has equipped 62,080 ULDs with Bluetooth tags.

“So far, more than 60 airlines have provided Unilode with operational

allowance to load digitised ULDs onboard their aircraft, and all major ULD manufacturers have been cooperating with Unilode, placing us in the position to digitally enable almost all units beyond our own fleet,” the company said.

ULDs has embraced digitalization and it will continue to evolve over time, particularly in terms of weight and tensile strength amid the world’s quest to reduce fuel consumption and cost, according to ACL Airshop CEO Steve Townes.

**“The planes themselves are designed to last for decades, and ULDs are designed to become an integral part with the aircraft when the cargo is loaded. Hence, ULDs will evolve but in the main the designs will stay stable. They’re well proven for the mission, and ULDs are indeed mission-critical: you cannot fly without properly securing the load. What might change is weight and tensile strength, the quest for reducing fuel consumption and cost. There is the constant search for lighter materials,” said Townes.**

“Plus, innovative technologies such as ULD logistics management programs, Bluetooth tracking and tracing, tying those technologies to the airway bill itself for all clients for even more-seamless end to end visibility. All of these digitalization changes are now sweeping like a wave across the air cargo sector,” he added.

In 2020, ACL Airshop made history when it launched the world’s first collapsible AAY containers that can carry up to 280kg. Each container can be assembled and collapsed by two people in just two minutes. This unique ULD saves space, time and money.

“Those of us in the ULD and logistics services businesses must invest steadily and smartly to keep up and keep advancing. That is what customers expect. At ACL Airshop, we will keep raising our trajectory on their behalf. With giant new Infrastructure majority owners, we now have even more “fuel in our tank” for strategic scalability and accelerated growth—thus for expanding and improving our customer services even more broadly,” Townes said.



## **GSS Aero: Soaring to new heights**

**Air Cargo Update took a bold step to enter this niche publication more than 20 years ago. It was a remarkable journey of ups and downs as the air cargo 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, their insights and decisions that shaped the industry.**

**In this edition, we rewind our interview with Shekar Gunasekaran, Founder & CEO of GSS Aero, as he traces the company's ascend to growth and its future.**



# GSS Takes Off

By Gemma Q. Casas

In less than a decade, the company has firmly established a foothold in the highly competitive air cargo industry, increasing its freighter fleet from 4 to 7

The global air cargo industry grew by 3.8 percent in 2016 but it remains exceptionally challenged with issues on over capacity, security, political instability and a slowdown on world trade.

The International Air Transport Association (IATA) says strong growth was reported on cross border e-commerce and pharmaceuticals, which could continue to offer opportunities for the air freight industry in 2017 and beyond.

**“Looking ahead, it remains unclear as to whether the recent momentum for air cargo is a start of a sustained, stronger growth trend or a potential false dawn. There are a number of competing drivers. On the one hand, the industry is reporting strong growth in areas such as cross border e-commerce and pharmaceuticals, which are expected to continue to offer opportunities for air freight in 2017 and beyond,” IATA says in its December 2016 market analysis.**



populist and protectionist political rhetoric means that we may now have passed 'peak trade openness', which is likely to reduce tailwinds for global trade and air cargo in the years ahead," it added.

Industry experts say the first quarter of 2017 brought in promising figures for a sustained upward trend. And the nonprofit group IATA is also optimistic the air freight sector will post at least a 5.5 percent growth this year with the e-commerce boom.

profits and propel growth where opportunities are likely to be made.

The company, which specializes in ACMI and charter flights out of its hub in the UAE, consistently posted 20–25 percent growth for three consecutive years now ending in 2016.

“We had been growing consistently in the last three years at an average 20–25% and in 2016, we performed exceptionally well with sales turnover of AED142 million,” Shekar Gunasekaran, founder and CEO of GSS Aero, told **Air Cargo Update**.

The company also expanded its services this year with the launch of the VIP passenger charter department.

“This year, we started our VIP passenger charter department to cater to our regular customers. Despite stiff competition from well-established players in the market, it's showing good results less than a year since being introduced,” Gunasekaran shared and expressed optimism that with the core strength of the company's staff coupled with his partners' support, the venture will also be successful.

**Building capacities and reputation**

Though relatively new in the market, GSS is run by well-experienced industry professionals whose collective ideas and strategies make a difference.



GSS executives brainstorming new plans for the year

“On the other hand, though, wider weakness in world trade conditions remains an ongoing concern. Moreover, the recent pick-up in

**Rising above the challenges**

But for some companies like Global Services Solution FZCO (GSS Aero), tough times are no barrier to rake in



Global Service Solution Founder & Chairman Shekar Gunasekaran, far right, with the company's senior management executives and staff.

Add to that is the company's huge investments on assets that speed up the freight process and ensure unmatched reliance on delivering goods on time, practically anywhere in the world.

Gunasekaran said with the acquisition of three more planes, their fleet would be beefed to seven freighters.

"We are an asset-based company. We currently own four freighters in our fleet and will add another three planes this year to our growing fleet to cater to the growing charter market in the region. In addition, we also have long-term contracts with various customers that allow us to operate our freighters extensively in the region to cater to South Asia/ Iraq/ Somalia and African market on a regular basis depending on customer's flexibility," he said.

For the most part, GSS is known for ACMI and charter brokering, a highly-competitive specialization in the air cargo industry with only the most stable companies managing to survive.

Gunasekaran agreed saying he has seen a number of companies charter brokers declined, preferring those only with known reliance and professionalism as clients.

Apart from GSS's growing assets, it also has well-trained and highly professional staff who can deal with clients any time of the day to solve

problems.

"We also specialize in crew management, in-house 24 x 7 flight operation team, direct contract with fuel suppliers, engineering support and own AOC," said Gunasekaran.

GSS clients include some of the biggest and well-reputed in global trade such as Rus Aviation, Chapman Freeborn, WFP, KTZ Express, SFS, Fast Logistics, Flying Carpet, UPS, Kuehne Nagel, among others.

"These customers are with us for several years and contribute to our growing success," said Gunasekaran.

To date, GSS has 23 staff in the UAE; two in Houston, and; 11 in Moldova. All of whom are extended appropriate trainings to keep up with the needs of the industry.

Gunasekaran said their staff work as a team & are continuously encouraged to learn new things for their professional benefits.

"We believe in our staff strength and constantly encourage them to elevate to next level within the organization and provide support / encouragement to them in professional and personal level," he said.

#### Vision 2017 and beyond

With solid financial footing and an astute management, GSS is now embarking on overseas expansion plans, to further widen its international presence among

potential clients. It is also buying three more B747 freighter planes.

On top of that, the company has just opened its new office in Houston, Texas and is now on the final stage of setting up similar offices in Hong Kong and Europe.

"Year 2017 is very important in the history of GSS since we have already opened office in Houston, USA and in addition, we will be taking delivery of our first B747-400F freighter followed by 2nd and 3rd aircraft in the month of Sept and Oct 2017. We are also in the final stage to open office in Hong Kong and have European AOC," said Gunasekaran.

A well-reputed executive in the industry, Gunasekaran says his vision is to make GSS a global brand known for its one-stop cargo services.

**"We have strong presence in the UAE market and would like to brand our company as ONE STOP destination for all charter requirements since our company is unique because of the wealth of experience our directors have in all fields of sales, operations, engineering, aircraft management, ground handling and flight support service. In the coming years, we would like our company's presence felt in Far East, Europe,**



the Middle East and to a great extent in North & South America," the GSS founder & CEO said.

And like others, Gunasekaran is also upbeat about Dubai hosting the World Expo 2020. The event is

largely seen to fuel economic activities in many fronts, including aviation and logistics.

"It's very important not only to our industry but in totality since this automatically increases the volume of logistical business in coming years and have positive impact in our charter department to import some urgent project cargo to UAE from various part of the world," he said. "We expect the cargo industry to see substantial growth in light of Expo 2020."



## About Shekar Gunasekaran

Steering the wheel for GSS Aero is the pragmatic and enterprising Shekar Gunasekaran, the company's founder and chief executive officer.

Born and raised in eastern India's Chennai, the physics graduate Gunasekaran began his career in the aviation industry in 1990 with the Pakistan International Airlines. He later joined Russia's Aeroflot, where for the most part, he dealt with charter flights for large pharmaceutical companies transporting goods to Russia and CIS.

In 2003, Shekar relocated to Dubai to join Hellmann Worldwide Logistics where he made a name for himself by "winning big contracts." This dramatically changed his reputation in the industry such that by 2009, he managed to set up GSS.

By 2012, GSS acquired its first aircraft. Today, its fleet will soon be made up of seven freighters with the acquisition of three more B747 this year.



# Mercedes-Benz Trucks debuts eActros: The truck for the new era

Powered by 420 kWh battery, this truck can run uninterrupted up to 400 kilometers

# M

**ercedes-Benz Trucks digitally launched the world premiere of its battery-electric eActros for heavy-duty distribution haulage, heralding a new era of a more environment-conscious transport sector.**

**From its base in Stuttgart, Germany, the world-famous truck maker said at the technological heart of the eActros is the drive unit with two integrated electric motors along with a two-speed transmission.**

Both motors provide for impressive ride comfort and great vehicle dynamics, while the quiet and emission-free electric drive means the truck can also be used for night deliveries and entry into inner-cities with driving bans for diesel vehicles.

Depending on the version, the eActros draws its power from three or four battery packs – each with a capacity of around 105 kWh. Thanks to a maximum capacity of 420 kWh, a range of up to 400 kilometres is realistic.

The eActros can be charged with up to 160 kW: When connected to a regular 400A DC charging station, the three battery packs need a little longer than 1 hour to charge from 20 to 80 percent.

## CO2 neutral truck

Mercedes-Benz Trucks said it is heralding a new era with the launch of the first electric series-production truck with a star.

"We have to acknowledge that transport is a part of the problem when it comes to climate change. At the same time, we can and we will be part of the solution. We start with our eActros that has covered more than half a million kilometers on public roads," Karin Rådström, Member of the Board of Management at Daimler Truck AG and responsible for Mercedes-Benz Trucks, pointed out.

Rådström is convinced of the concept and market potential of the eActros: "The eActros and its dedicated services are a big step for Mercedes-Benz Trucks and for our customers towards CO2-neutral transport."

After Mercedes-Benz Trucks had presented the concept vehicle for a heavy-duty distribution haulage truck for urban areas at the IAA 2016 for Commercial Vehicles in Hanover, practical testing of 10 eActros prototypes in co-operation with customers in Germany and other European countries began in 2018.

The objective of the "eActros Innovation Fleet" was to launch a series-ready eActros on the market in 2021.

"Development of the eActros focussed on the partnership with our customers. Everything that we learned from the Innovation Fleet is now being incorporated in series production. Compared with the prototypes, several features such as range, drive power and safety have been considerably improved in the series-production model," explains Andreas von Wallfeld, Head of Marketing, Sales and Services at Mercedes-Benz Trucks.

## Comprehensive system

In order to assist haulage companies step-by-step as they switch to electromobility, Mercedes-Benz Trucks has incorporated the eActros into a comprehensive system which includes consultant and service products for customers and in turn the best possible vehicle utilisation, optimisation of total costs and the setting-up of a charging infrastructure.

Furthermore, the electric truck features a high degree of digitisation and connectivity. This also applies to vehicle safety.



**We have to acknowledge that transport is a part of the problem when it comes to climate change. At the same time, we can and we will be part of the solution. We start with our eActros that has covered more than half a million kilometers on public roads. The eActros and its dedicated services are a big step for Mercedes-Benz Trucks and for our customers towards CO2-neutral transport!" – Karin Rådström, Member of the Board of Management at Daimler Truck AG and responsible for Mercedes-Benz Trucks**



In the latest generation of the Actros with a conventional diesel drive, Mercedes-Benz Trucks has already given an impressive demonstration of the standard of safety that is possible on roads today, and of what the manufacturer is doing in pursuit of its vision of accident-free driving.

**With the eActros, Mercedes-Benz Trucks is not only keeping a close eye on active safety, for example in the form of systems installed as standard such as MirrorCam, Sideguard Assist S1R or the fifth generation of Active Brake Assist (ABA) with pedestrian detection, but also on challenges associated with electric vehicles and their high-voltage systems.**

From autumn 2021 the series production model will be produced in Mercedes-Benz Trucks' largest truck assembly plant in Wörth am Rhein. In recent months, intensive preparations have been made for the new

production processes there. This includes the construction of a new assembly line.

In an initial phase the series-production model of the eActros will be available in Germany, Austria, Switzerland, Italy, Spain, France, the Netherlands, Belgium, Great Britain, Denmark, Norway and Sweden. Further markets will follow.

### **Intensive testing before series production is launched**

Before series production commences, the developers have subjected the eActros - like its conventional counterparts - to endurance tests to be sure of its safety, performance and durability.

The cooling system for the cargo and also the air conditioning — both of which are electrically operated — have been operating reliably in both extreme heat and winter conditions. The testing engineers have also thoroughly tested the eActros in a winter test, where special attention was paid to the behaviour of the batteries and the electrical powertrain under extreme weather conditions.

The eActros was also subjected to additional testing concepts such as noise measurements at an exterior noise test rig and electromagnetic compatibility (EMC) tests in a dedicated testing hall. The results show that the eActros is suitable for everyday use and that it fulfils operating requirements.

Electrifying Daimler Truck AG's product range with battery and fuel cell drive systems

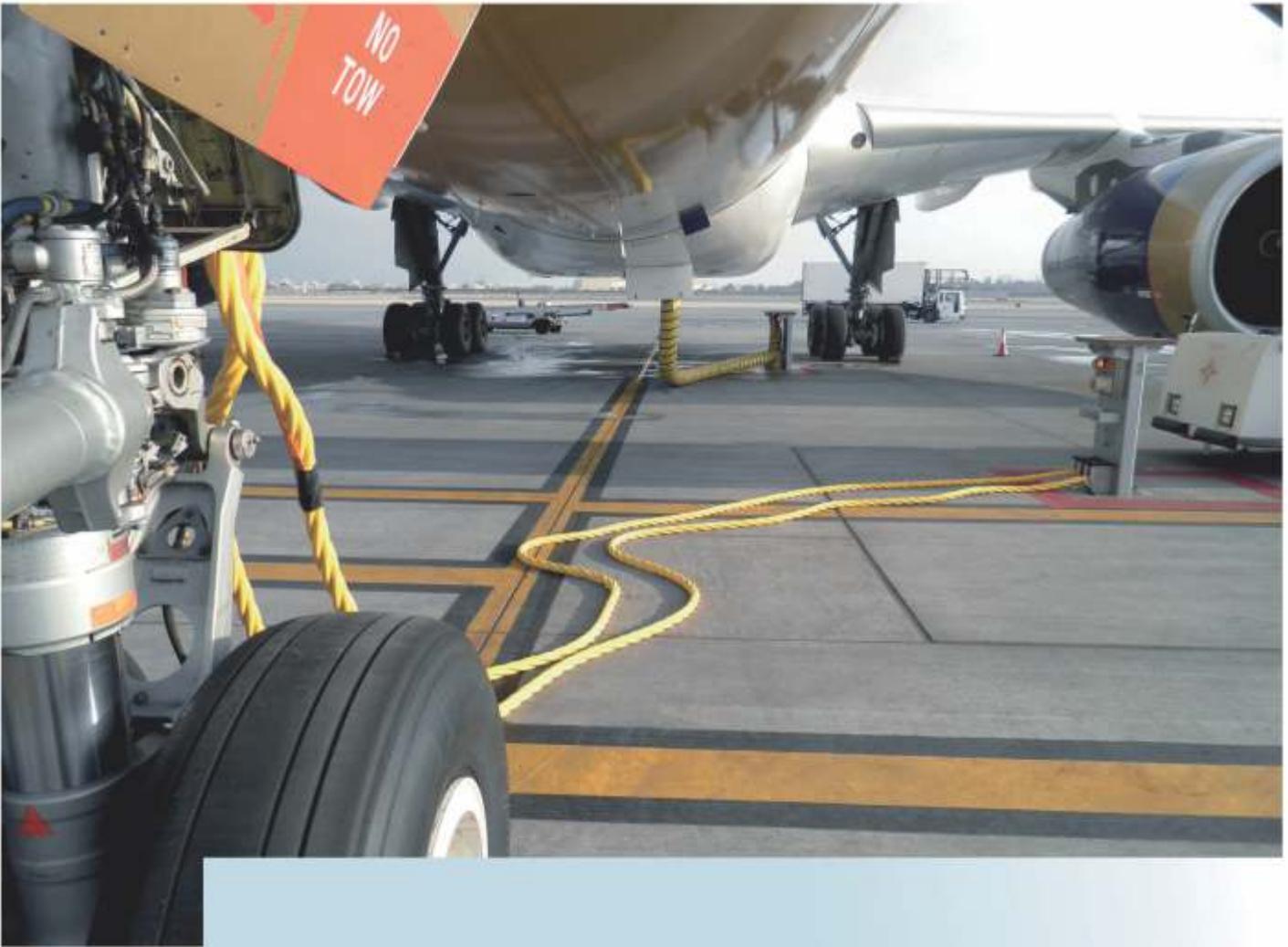
The Daimler Truck AG is pursuing a sustainable corporate strategy and aims to offer only new vehicles that are CO<sub>2</sub>-neutral in driving operation ("tank-to-wheel") in Europe, Japan and North America by 2039.

As early as 2022, the Daimler Truck AG wants its vehicle portfolio to include series-produced vehicles with battery-powered drive systems in the main sales regions Europe, the United States and Japan.

Beginning in 2027, the company wants to supplement its portfolio by adding series-produced hydrogen-powered fuel cell vehicles. The ultimate goal is to achieve CO<sub>2</sub>-neutral transport on the road by 2050.

**(Source: [www.media.daimler.com](http://www.media.daimler.com))**





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**ADDIS ABABA:** Fifteen management staff of the Ethiopian Airlines Group were conferred their Master of Business Administration postgraduate degree on 12 June 2021 by the Ethiopian Aviation Academy, the largest in Africa, in collaboration with the UK's Open University.

Ethiopian Group CEO Tewolde GebreMariam congratulated the graduates on their successful completion of the MBA program.

"I am very happy to see this day in which our long-term leadership succession plan is starting to bear fruits as members of our senior management team graduate from the renowned, the Open University, from which I also graduated some 20 years ago. We at Ethiopian, strongly

## 15 Ethiopian Airlines Group management staff earn MBA from UK's Open University

believe that education is the greatest differentiator of our world and we are investing adequately in continuous training of our valuable Human Resources," the CEO said.

The globally acclaimed Ethiopian Aviation Academy plays a crucial role in educating and training aviation professionals for the airline as well as the greater African aviation sector in general.

Apart from programs provided solely by the academy, it also collaborates with other training centers to facilitate a wider range of training in various areas.

The Ethiopian Aviation Academy has already received the license to be an Aviation University and will soon start accepting students to be enrolled in different programs.

Ethiopian is the largest airline in Africa. Its fleet of international passenger and cargo planes serve 127 destinations across the world.

## Etihad Airways and UN Volunteers program join forces to boost global volunteering and sustainable development goals

**ABU DHABI:** UAE national carrier Etihad Airways has signed a Memorandum of Understanding (MOU) with the United Nations Volunteers (UNV) program to boost global volunteering and sustainable development goals as well as expand the reach to customers of the airline.

The MOU was signed remotely by Dr. Nadia Bastaki, Vice President Medical Services, Corporate Social Responsibility, Etihad Aviation Group, and Toily Kurbanov, Executive Coordinator, UNV.

UNV supports volunteering globally and in the Arab countries and aims to engage Etihad volunteers in advocacy events, increase awareness of volunteering opportunities, and accelerate the Sustainable Development Goals in the "Leave no one behind" agenda.

Under their MOU, Etihad will promote UNV and its activities across Etihad's own channels, including Etihad Guest loyalty program to encourage members

to donate their Etihad Guest Miles in support of UNV.

"Etihad is proud to be the first airline to partner with UN Volunteers, to support their talent pool and global initiatives. Etihad volunteers will have the chance to participate in the program offering their unique skills and experience, and further extend Etihad's humanitarian footprint across the world. Furthermore, we're pleased to be able to offer our loyal Etihad Guest members the opportunity to make a significant contribution by donating their Etihad Guest Miles," said Dr. Bastaki.

UNV's Kurbanov noted: "At UNV, we are excited to have Etihad Aviation Group join our network of private sector partners who believe in the power of volunteering for the Sustainable Development Goals (SDGs). I hope this partnership will help grow awareness of the inspiring actions taken by UN Volunteers around the globe. Through miles donation, Etihad Guest members will have a direct channel to back such actions."

Since the start of the pandemic, over 3,000 Etihad Airways' employees have volunteered to support a number of government entities and initiatives, including deployments to SEHA, Ma'an and Emirates Red Crescent. More than 800 staff volunteers have registered on the UAE Volunteers Platform, a community response to COVID-19.



Toily Kurbanov

Dr. Nadia Bastaki

## Emirates Group posts USD6 billion losses in 2021 as passenger traffic dropped by 88% due to the pandemic



Sheikh Ahmed bin Saeed Al Maktoum

**DUBAI:** Emirates carried only 6.6 million passengers in 2020, down by 88%, as the pandemic ravaged the global aviation industry causing the

airline's parent company, Emirates Group, to incur annual losses of AED 22.1 billion (USD 6 billion), its first non-profitable year in more than three decades.

During the same period, Emirates SkyCargo, meanwhile, put in a stellar performance by rapidly responding to new demand in a changed global marketplace, contributing to 60% of the airline's total transport revenue. It quickly scaled up operations and rebuilt its cargo network to meet strong demand from shippers who faced a capacity crunch when the pandemic forced airlines to drastically reduce flights.

With no flights and airport activities, dnata reported a loss of AED 1.8 billion (USD 496 million) down from AED 618 million (USD 168 million) profit in the previous year.

In a statement detailing highlights of the Group's 2020-21 Annual Report, His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline and Group, said: "The COVID-19 pandemic continues to take a tremendous toll on human lives, communities, economies, and on the aviation and travel industry. In 2020-21, Emirates and dnata were hit hard by the drop in demand for international air travel as countries closed their borders and imposed stringent travel restrictions.

"Our top priorities throughout the year were: the health and wellbeing of our people and customers, preserving cash and controlling costs, and restoring our operations safely and sustainably. Emirates received a capital injection of AED 11.3 billion (US\$ 3.1 billion) from our ultimate shareholder, the Government of Dubai, and dnata tapped on various industry support programs and availed a total relief of nearly AED 800 million in 2020-21. These helped us sustain operations and retain the vast majority of our talent pool. Unfortunately, we still had to make the difficult decision to resize our workforce in line with reduced operational requirements."

For the first time in the Group's history, redundancies

were implemented across all parts of the business. As a result, the Group's total workforce reduced by 31% to 75,145 employees, representing over 160 different nationalities.

Keeping a tight control on costs, across the Group, financial obligations were restructured, contracts renegotiated, processes examined and operations consolidated. The various cost reduction initiatives returned an estimated saving of AED 7.7 billion during the year.

In 2020-21, the Group collectively invested AED 4.7 billion (US\$ 1.3 billion) in new aircraft and facilities, the acquisition of companies, and the latest technologies to position the business for recovery and future growth. It also continued to invest resources towards environmental initiatives, as well as supporting communities and incubator programs that nurture talent and innovation to drive future industry growth.

"No one knows when the pandemic will be over, but we know recovery will be patchy. Economies and companies that entered pandemic times in a strong position, will be better placed to bounce back. Until 2020-21, Emirates and dnata have had a track record of growth and profitability, based on solid business models, steady investments in capability and infrastructure, a strong drive for innovation, and a deep talent pool led by a stable leadership team. These fundamental ingredients of our success remain unchanged. Together with Dubai's undiminished ambitions to grow economic activity and build a city for the future, I am confident that Emirates and dnata will recover and be stronger than before," said Sheikh Ahmed, adding that the Group aims to operate in full capacity as quickly as possible.

Emirates received three new A380 aircraft during the financial year and phased out 14 older aircraft comprising of 9 Boeing 777-300ERs and 5 A380s, leaving its total fleet count at 259 at the end of March. Emirates' average fleet age remains at a youthful 7.3 years.

Emirates' order book for 200 aircraft remains unchanged at this time. The airline is firmly committed to its long-standing strategy of operating a modern and efficient fleet, which underscores its "Fly Better" brand promise, as young aircraft are better for the environment, better for operations, and better for customers.

Working closely with aviation stakeholders to design and implement bio-safety measures, Emirates gradually restored its passenger network and hub connectivity from mid-June 2020 as the UAE re-opened for transit travellers and later for international arrivals.

During the year, Emirates reactivated its strategic codeshare partnership with flydubai, and entered into agreements with new partners TAP Air Portugal, FlySafair, and Airlink in South Africa, to expand connectivity for its customers.

From zero scheduled passenger flights at the start of the financial year, to operations in over 120 destinations by 31 March 2021, Emirates has shown its ability to adapt and respond to challenges, and the resilience of its people and business model.



## Abu Dhabi International Airport has the UAE's largest solar-powered car park



**ABU DHABI:** Abu Dhabi Airports, the owner and operator of the emirate's five airports, and Masdar, one of the world's leading renewable energy companies, announced the completion of Abu Dhabi's largest solar-powered car park, which will save 5,300 tons of carbon dioxide per year.

The three-megawatt (MW) solar photovoltaic (PV) project is installed on the car shading at the short-term car park of the Midfield Terminal at Abu Dhabi International Airport, with 7,542 solar panels producing electricity. The energy generated by the grid-connected project will be used to power the car parking facility, with excess energy fed to other sections of the airport.

"The Midfield Terminal is designed to not only deliver a state-of-the-art smooth and seamless passenger experience but also safeguard the UAE's beautiful natural heritage. Throughout its development, we have integrated technology which enables sustainability, protects the environment, and creates a cleaner, greener, and more ecologically friendly building," said Shareef Al Hashmi, CEO of Abu Dhabi Airports.

"Net-zero development has been a central ethos in the design and construction of the Midfield Terminal. By making smart and sustainable choices during its development in our use of double glazing, efficient lighting, and environmental controls, we have achieved considerable reductions across the building's wider energy use," he added.

Masdar's Energy Services department provided a full turnkey solution for the project, including financing, design, procurement and construction. Under the terms of the lease agreement, Masdar will also provide operation and maintenance services for a 25-year period.

## Brussels Airport to get EUR 24.8 million from EU to accelerate sustainable transition

**BRUSSELS:** Brussels Airport has high hopes its transition to zero-carbon and sustainable operations will be accelerated following its selection by the European Union to lead the EU Green project in the transport sector through its winning proposal, Stargate Plan.

Earlier, the EU Commission called for research and innovation projects that support the transition to a zero-carbon economy and received a total of 16 proposals.

Brussels Airport, together with its 21 partners, was picked as the project leader from among those who submitted proposals.

"With the funding we will be granted by the European Commission, we – together with other partners – are even better placed to take on a pioneering role in the industry. I'm very proud that the Commission chose the project led by Brussels Airport and of the praise we received. This motivates us even more to continue on the path to sustainability and accelerate our pace," said Arnaud Feist, CEO of Brussels Airport.



Brussels Airport's Stargate Plan is designed to be completed within five years. Its mission is to develop, test and implement a series of innovative solutions that will make the airport ecosystem considerably more sustainable. The plan includes several concrete projects that aim to contribute to achieving the EU climate and environment goals.

Stargate seeks to develop a 3D-model for airports that maps out the energy flow and operational processes, making it easier to calculate where improvements and adjustments are possible and required.

Another project consists of building a biofuel blending facility at Brussels Airport by mixing biofuel with Kerosene and systematically increase the percentage of biofuel. Some of our airline partners will test its use, after which we will assess whether this can be rolled out on a larger scale.

"The development, coordination and realization of these projects rest entirely with Brussels Airport as project leader. Concrete actions will first be implemented at Brussels Airport and when they prove a success, will be rolled out at the partner airports. In so doing, we hope to inspire other airports in Europe and beyond," said Feist.

## MAI teams up with Citiri to offer advanced ORAT digital solution

**MUNICH:** Munich Airport International (MAI), a pioneer in operational readiness and airport transfer (ORAT) services, and Atlanta-based Citiri Inc., provider of ORAT project management software, have teamed up to provide digital ORAT services to airport operators and infrastructure developers.

By combining the knowhow and experience of MAI with Citiri's management platform, the companies said they will be able to offer an advanced ORAT solution including remote services to clients worldwide.

The solution serves any airport operator, authority or investor who are planning and implementing an airport development project, be it an extension of existing infrastructure or construction of a new airport with landside and airfield facilities and systems.

"ORAT was born in Munich in 1992, when Munich Airport relocated to its current site in an unprecedented overnight operation. Over the past 30 years we have successfully delivered more than 40 ORAT programs worldwide and have improved and refined the process for the benefit of our customers continuously," said Dr. Ralf Gaffal, MAI's managing director. "Partnering with Citiri will allow us to digitalize the ORAT process to help our customers save money and time during the construction phase and to realize more value over the life of the development and activation project."

Munich Airport was the first airport worldwide to develop and employ the ORAT process to address delays, cost-overruns, and value-leakage on large-



scale airport construction projects. Studies have shown that a professionally managed ORAT process can result in significant savings and risk mitigation over the lifespan of a complex infrastructure development project. This framework conceived by the Munich Airport team has proven so successful that it has been adopted by airports and airlines across the globe.

Citiri's current customers include the airports SFO, LAX, ATL, SEA, and others. Citiri's CEO, Ortez Gude, comments: "It makes perfect sense that our company partners with the global ORAT market leader MAI as the software we have developed is based on MAI's framework."

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## Al Ain International Airport welcomes 2 new weekly flights operated by Nile Air

**ABU DHABI:** Al Ain International Airport (AAN), owned and operated by Abu Dhabi Airports, has welcomed on 12 July 2021 two new weekly flights between Al Ain and Cairo, the capital of Egypt, widening connectivity options between the UAE and Egypt.

"We are pleased to welcome two new weekly flights between Al Ain and Cairo, which strengthens our connectivity with the Egyptian capital and facilitates the travel journey of passengers between the UAE and Egypt. The introduction of the new flights comes as part of the expansion of Al Ain International Airport and the introduction of new routes, to increase our airlines network and offer our passengers the best travel experience," said Francois Bourienne,



Chief Commercial Officer at Abu Dhabi Airports.

Nile Air CEO, Captain Mohamed Sadek, added: "It has been just over five years since we first started flying between Cairo and Al Ain, UAE, and despite the massive impact of the pandemic affecting travel, Nile Air remains committed to operating to Al Ain, preserving the important relationship between United Arab Emirates and Egypt."

Outbound flights will depart from Cairo International Airport on Mondays and Fridays at 15:40 local time (LT) and land at Al Ain International Airport at 21:15 LT. Return flights will depart from Al Ain International Airport on Mondays and Fridays at 22:15 LT, landing in Cairo International Airport the following day at 00:05 LT.

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Willie Walsh



## IATA calls on states to follow WHO guidance on cross-border travel

**GENEVA:** The International Air Transport Association (IATA) has called on states to follow new guidance on travel from the World Health Organization (WHO) to support efforts for air international air travel to resume while minimizing the chance of spreading COVID-19.

The guidance recommends a “risk-based approach” to implementing measures related to COVID-19 and international travel. It will be presented to the WHO COVID-19 International Health Regulations Emergency Committee on Thursday 15 July.

**Specifically, WHO recommended that governments:**

- **Do not require proof of COVID-19 vaccination as a mandatory condition for entry or exit**
- **Remove measures such as testing and/or quarantine requirements for travelers who are fully vaccinated or have had a confirmed previous COVID-19 infection within the past six months**
- **Ensure alternative pathways for unvaccinated individuals through testing so that they are able to travel internationally. The WHO recommends rRT-PCR tests or antigen detection rapid diagnostic tests (Ag-RDTs) for this purpose.**
- **Only implement test and/or quarantine measures for international travelers “on a risk-based manner” with policies on testing and quarantine regularly reviewed to ensure they are lifted when no longer necessary.**

“These commonsense, risk-based recommendations from WHO, if followed by states, will allow for international air travel to resume while minimizing the chance of importing COVID-19. As WHO notes—and as the latest UK testing data proves—international travelers are not a high-risk group in terms of COVID-19. Out of 1.65 million tests carried out on arriving international passengers in the UK since February, only 1.4% were positive for COVID-19. It’s long past time for governments to incorporate data into risk-based decision-making process for re-opening borders,” said Willie Walsh, IATA’s Director General.

WHO also called on states to communicate “in a timely and adequate manner” any changes to international health-related measures and requirements.

“Consumers face a maze of confusing, uncoordinated and fast-changing border entry rules that discourage them from traveling, causing economic hardship across those employed in the travel and tourism sector. According to our latest passenger survey, 70% of recent travelers thought the rules were a challenge to understand,” said Walsh.

Additionally, WHO encouraged states to look at bilateral, multilateral, and regional agreements, particularly among neighboring countries, “with the aim of facilitating the recovery of key socioeconomic activities” including tourism, for which international travel plays a vital role.

“The pandemic has put more than 46 million jobs, normally supported by aviation, at risk. By incorporating these latest WHO recommendations into their border opening strategies, states can begin to reverse the economic damage of the past 18 months and put the world on the road to recovery,” said Walsh.

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Adam McKenna

## WCAworld elected to IATA's TTWG

airlines, shippers and manufacturers. However, the influence of WCA's Pharma network has ensured that SME forwarders will now also have a voice.

The TTWG develops and maintains standards for the procedures, documentation, cargo handling, packaging and acceptance of healthcare goods. This way it facilitates, improves and maintains the proper functioning of the pharmaceutical logistics sector. The group also lobbies government agencies, intergovernmental organizations, stakeholders, carriers, shippers and their intermediaries towards the recognition and adoption of these standards as well as promoting its activities with industry associations and shippers.

WCA Pharma network member, Thierry Moreno, CEO of Geneva-based NV Logistics, will assist WCAworld in representing members within the TTWG and will utilise members' feedback from a new dedicated WCA Pharma portal, designed to ensure maximum input into the future of pharmaceutical transport.

**BERKSHIRE, UK:** The global independent freight forwarding community is set to be represented within IATA's Time and Temperature Work Group (TTWG) for the first time, following the announcement that WCAworld has been elected to this influential body.

Historically, the TTWG has been comprised largely of multinational forwarders, airports,

Adam McKenna, General Manager of WCA's Speciality Networks, said that it was a big moment for the industry with the independent sector having acquired equal standing and influence as multinational forwarders.

"What is important to us, as an organisation, is that we will have input into changes that can better the industry. Collectively, we have gained recognition for the high quality of our training programmes and the excellence of member companies that excel at what they do. They can now genuinely have a collective voice that will be heard," said McKenna.

## ACL Airshop promotes Mattijs Farber to Vice President – Finance

**GREENVILLE, South Carolina:** ACL Airshop, the technology-powered global leader in air cargo Unit Load Device (ULD) logistics solutions to over 200 airlines, air cargo carriers, and other transportation clients, has promoted Mattijs Farber from Group Controller to Vice President – Finance.

Steve Townes, President & CEO of ACL Airshop LLC, said the decision was based on merit, experience, and contributions that Farber showed during the past 12 years that he's been with the company.

"Mattijs has worked hard and masterfully in shaping and improving our global assistant controllers network, expanding and improving our numerous KPI's and metrics systems, and enhancing our timely

and accurate financial reporting. Moreover, he has played an integral role in our recent successful corporate development accomplishments. Mr. Farber has over 12 years' experience with ACL Airshop, with steadily rising levels of responsibility in the finance organization," said Townes.

"In the past 5 years of aggressive growth and expansion, he managed those high-speed complexities very well. And with flawless audits each year in our far-flung and somewhat complicated worldwide enterprises," he added.

ACL Airshop provides logistics solutions to over 200 airlines, air cargo carriers, and other transportation clients. It owns, maintains and leases its own very large fleet of ULDs, including air freight pallets and containers, issued from 55 airport hub locations across North America, Europe, Asia Pacific, the Middle East and Latin America.

Mattijs Farber  
ACL Airshop VP Finance

## SAL appoints Hesham bin Abdulla Alhussayen as acting CEO

**JEDDAH, KSA:** SAL Saudi Logistics Services (SAL), a market leading air cargo handler, has announced the appointment of Eng. Hesham bin Abdulla Alhussayen as acting Chief Executive Officer replacing Omar Hariri, who moved on to Saudi Ports Authority (Mawani) as its new CEO effective July 1.

Fawaz bin Mohammed Al Fawaz, Chairman of SAL, said: "Eng. Hesham Alhussayen has gained the trust of the Board throughout his time as SAL's Chief Operations Officer (COO) and has over 25 years of experience holding leadership positions at multiple prominent Saudi companies. We see huge possibilities to expand the business and deliver on our strategy. This transitional period SAL will not affect our operations at all and will serve as a new opportunity to enhance SAL's logistics services at all of the Kingdom's main airports. We are confident Eng. Hesham and his team will continue to deliver exceptional results and reach new milestones."

"I would also like to express our gratitude to Omar Hariri for his achievements during his tenure as CEO of SAL. Under his leadership, SAL became an independent joint

stock cargo ground handling company carved out from Saudi Airlines Cargo company which resulted in higher quality and more efficient services. Moreover, Omar led SAL through the major challenges that arose during the early stages of the pandemic by positioning SAL as the logistics services arm of the Kingdom," the SAL Chairman added.

Omar Hariri, departing CEO of SAL, said: "It has been a privilege leading SAL and strengthening its position as a major player in the Kingdom's air cargo handling sector. I leave the company in a great place and in the capable hands of a truly high caliber management team that I had the pleasure of working closely with over the past two years. I am very pleased with our unprecedented financial and operational achievements and meeting the Board's expectations. I am fully confident in the ability of Eng. Hesham and his team to deliver on the company's growth strategy and wish SAL all the best."

Eng. Alhussayen, for his part, said: "I am grateful to the Board for entrusting me with this great leadership responsibility. SAL is moving ahead with our vision to be the logistics partner of choice in a dynamic and globally connected Saudi Arabia as per Vision 2030."



Eng. Hesham Alhussayen



Fedor Novikov

Clark Fritzsich

**GENEVA:** Cargo iQ has appointed two new Board members and re-elected its Chair and Vice Chair for a further two-year term.

Fedor Novikov, Marketing Director, Volga-Dnepr Group, which consists of AirBridgeCargo Airlines, Volga-Dnepr Airlines and ATRAN Airlines, and Clark Fritzsich, Global Head of Business Process Management – Airfreight, Hellmann join Henrik Ambak, Chair of Cargo iQ and Senior Vice President, Cargo Operations Worldwide, Emirates SkyCargo, and Kerstin Strauss, Vice Chair of Cargo iQ and Vice President, Air Logistics Operations, Global Air Logistics at Kuehne+Nagel, on the Board of the air cargo interest group.

The new Board members were formally welcomed to their posts at Cargo iQ's Working Group (WG), attended by over 100 people last month.

"For the last 18 months, the role of air cargo has been more visible as the entire cargo industry delivered vital supplies across the globe in the battle against the Covid-19 spread," said Novikov. "Now it is time to scale up initiatives and implement projects and plans aimed at further enhancing the quality of the supply chain. I think that Cargo iQ is on the right track with this as it has been

## CARGO IQ elects 2 new board members

nurturing an innovative spirit since the first day of its work."

The two new Board members are also joined by Emanuel Hille, Director eCargo Solutions, CHAMP Cargosystems who is replacing Laurent Jossa, CHAMP Cargosystems, as an observer of the Board.

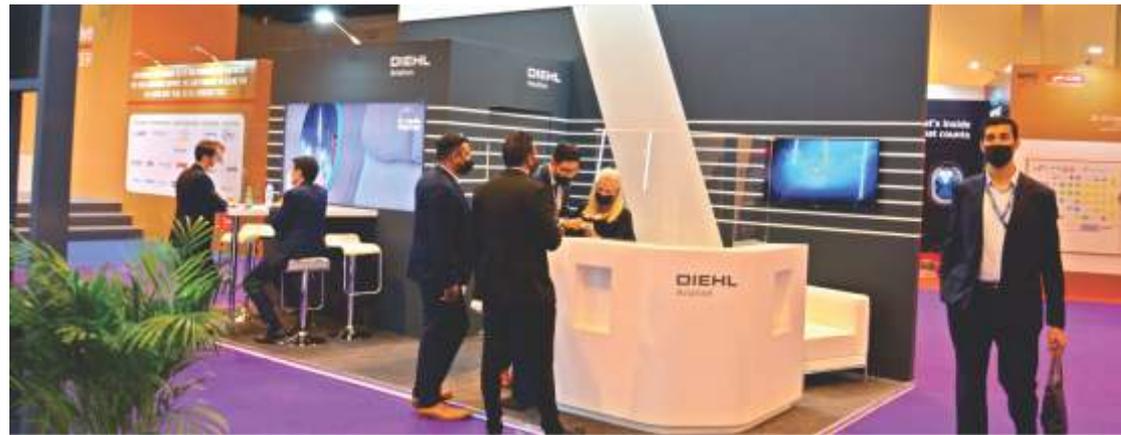
**The Cargo iQ Board is made up of 13 voting members, including representatives from Agility Logistics, Air France KLM Martinair, AirBridgeCargo, Cargomind (Austria), Cathay Pacific, DB Schenker, DHL Global Forwarding, Emirates SkyCargo, Hellmann Worldwide Logistics, Kuehne+Nagel, Lufthansa Cargo, Qatar Airways Cargo and Swissport International, supported by observer CHAMP Cargosystems and advisor Im3Pact.**

"As the airfreight community has been quite fragmented in terms of standards in quality control and transparency, joining the one interest group that is fully committed to finding a solution across most participants within the airfreight supply chain is the best way in pushing this industry into the '23rd century'," said Fritzsich. "I hope and believe I can add an additional view to move the agenda forward."



15-16 JUNE 2021  
DWTC, DUBAI







Etihad Airways staff and executives with David Kerr, center, the airline's senior vice president for cargo.



TIACA Secretary General Vladimir Zubkov, center, with some cargo executives.

From left: TIACA Chairman Sanjiv Edward, NAFL President Nadia Abdul Aziz and David Brennan, assistant director, Cargo Safety and Standards IATA.







# Upcoming Events



## TIACA Executive Summit 2021–San Francisco

With the "2 + 2" event in San Francisco, transport logistics Americas together with TIACA Executive Summit offer 2 days of conference program with enough time for networking plus 2 days of innovation journey to the trendiest impulse generators in Silicon Valley.

No region in the world continues to stand more for inventiveness in the digitalized world. What can logistics learn from this, how must supply chain management adapt to it in the future? But also: which digital trends can I implement for my own company? Get inspired and connect with your fellow executives!

Visit [https://www.aircargoforum.org/conference/2plus2\\_for\\_more\\_info](https://www.aircargoforum.org/conference/2plus2_for_more_info).

**21-24 September 2021**  
**San Francisco, California, USA**

## 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**

## 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.

**15-18 November 2021**  
**Prague Congress Center, Czech Republic**



## 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**

## Expo 2020 Dubai, UAE

With the purpose of 'Connecting Minds, Creating the Future', Expo 2020 will be the world's most impactful global incubator for new ideas, catalyzing an exchange of new perspectives and inspiring action to deliver real-life solutions to real-world challenges.

Running from 1 October 2021 to 31 March 2022 and coinciding with the 50-year anniversary of the founding of the UAE, Expo 2020 will bring the world together, creating an open, global dialogue that looks to the future. Millions of visitors from across the globe will be invited to join the making of a new world, as they discover life-changing innovations that will have a meaningful, positive impact on both people and planet.

**01 October 2021-31 March 2022**  
**Dubai Exhibition Center, Dubai, UAE**

## Air Cargo India 2022

Messe München India says the 9th edition of Air Cargo India is taking place next year. The show will be focused on Pharma, E-Commerce, Drones and Technology sectors. It will offer three days of immense business opportunities, global perspectives and strong networking platforms for the stakeholders, buyers, and sellers of the air cargo industry.

**22-24 Feb 2022 | Grand Hayatt, Mumbai**

## M&T Expo 2022

The 11th edition of M&T Expo - Int'l Trade Fair for Construction and Mining Equipment, part of bauma NETWORK, will finally take place next year after being postponed due to the pandemic. This is the largest equipment trade show for construction and mining in Latin America and a meeting point for Brazilian and international professionals in the construction industry.

**30 Aug-02 Sep 2022**  
**Sao Paulo Expo Exhibition & Convention Center**

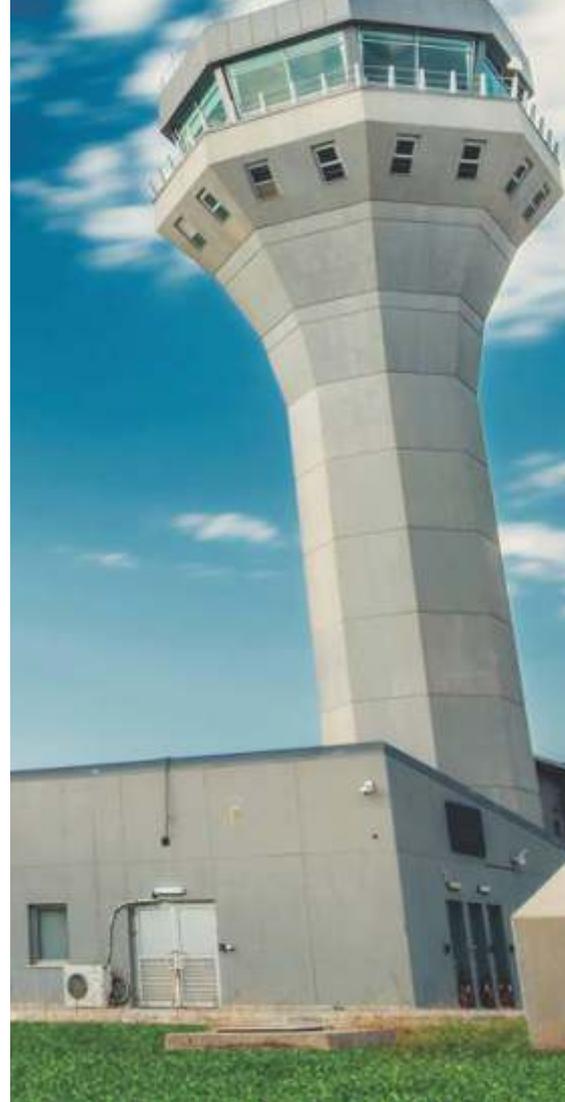
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Located seven miles from the city centre, the airport, with its 4,800 metre runway is able to offer comprehensive facilities for passenger and cargo services.

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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