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ECS Group Executive Chairman



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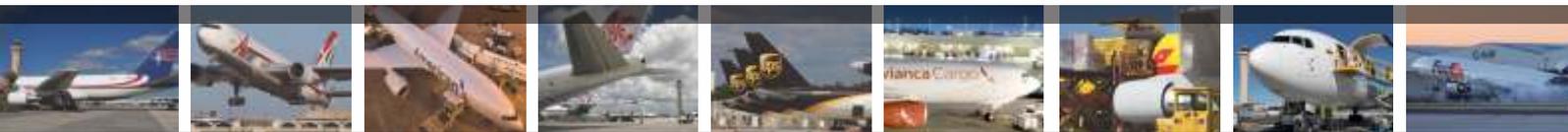
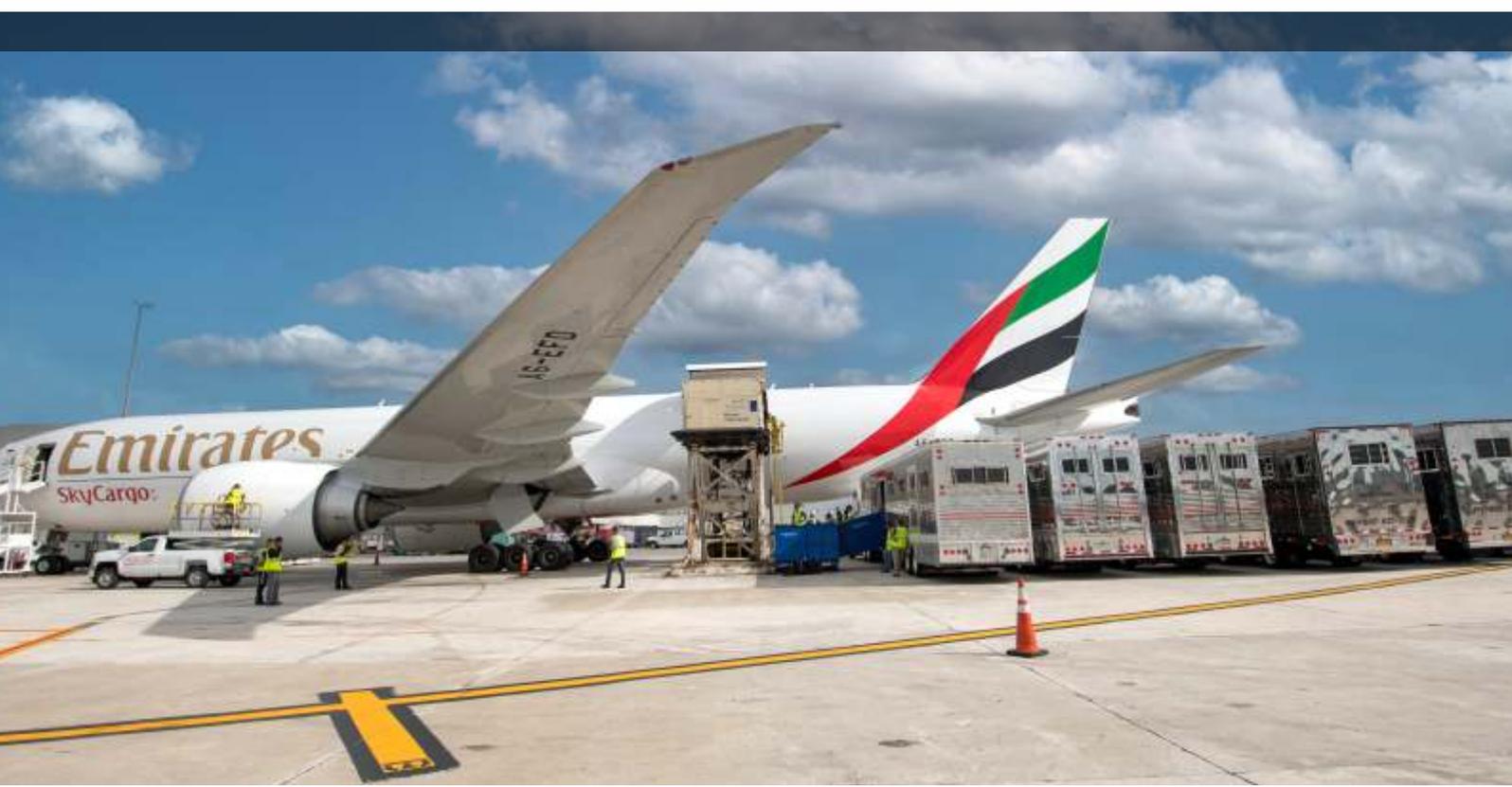
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Dynamic shift to the tech world

While digitalization is yet to be fully adopted in the entire global air cargo industry, there's no denying that many companies engaged in the air transport business have begun initiating steps to become integrated in today's digital age.

Air cargo airlines, logistics, ground-handlers, warehouses, airports, trucks, among many others in the supply-chain, have all embraced smart technologies to make their operations seamless and more sustainable.

For others in the business, it meant investing more on technology to bridge the gap for those seeking more tech-driven operations without spending much.

ECS Group, the global leader in the GSSA industry, is among those pioneering in this endeavor, offering individual or wholesale cargo and tech-driven products that are practical and dynamic.

"The pandemic was a real accelerator. Technology and data are very important and we need to push further the digitalization of the supply chain to streamline operations and increase productivity through efficiency gains and streamlined communication. ECS Group started its "e-focus" a while back: "e-distribution", "e-booking" "e-procurement" and we are now seeing real growth in this type of product. We believe that more technology will increase transparency and this is a key factor: more transparency, visibility and enlarge sales channels also leads to more trust, which is a capital value. Technology also saves time and allows companies to reallocate their human capacity to other tasks that cannot be digitized," ECS Group Executive Chairman Adrien Thominet shared to Air Cargo Update.

Read on the rest of Thominet's industry tech insights in our cover story for this edition.

We'll also share with you how India is using technology to deliver the long-sought economic revolution in the country's remote villages heavily relying on agriculture by improving their access to air, land and sea transportation. We'll also examine how the global cargo screening has been transformed over the years. These and more news in this edition of **Air Cargo Update**.

Gemma Q. Casas
Editor-in-Chief

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The Lounge

How this IBS executive spends his leisure time: Netflix and Books



Ashok Rajan

Senior Vice President, IBS Software

Ashok Rajan is a senior vice president at IBS Software which offers SaaS solutions for airline operations, crew operations, airline passenger services, loyalty programs, air-cargo management, and MRO.

With over 20 years of experience in conceptualizing and developing products for the travel and transportation industry, Ashok is now responsible for the flagship iCargo product line. He is committed to building and executing a successful strategy for the continued growth of the company.

"I've been involved in the tech industry for my entire professional life, and I like to think of myself as a freight technologist. I have a background in computer engineering, and I've done everything from coding to design to implementation. Now I'm running the business, and my mantra is to build and support your team and watch the magic happen," Rajan tells *Air Cargo Update*.

After a long day of work, Rajan relaxes by watching Netflix on television with his feet up. He has a remote control in one hand and a book in the other, enjoying some well-deserved leisure time.

Rajan is a huge fan of sports, "even though I'm not particularly good at any of them. I love following events, records and sportspeople".

After a long day of work, Rajan relaxes by watching Netflix on television with his feet up. He has a remote control in one hand and a book in the other, enjoying some well-deserved leisure time.

Rajan's favorite quote is in Hindi but loosely translates to "Raise yourself to such levels of excellence that when the almighty writes your destiny, he asks you – 'Son what is your heart's desire?'"

"I look up to a number of leaders in business, sport or politics who believe that investing into teams and people will give you outcomes and success and not the other way round.

"If I weren't into aviation, I probably would have tried a hand at sports journalism".

Rajan sees 2022 as a year of opportunity, when the world will start to rebound from the challenges of the past year.

"I believe the airline industry will begin to return to normalcy, and the air freight industry will build on the progress it has made in recent months. I am hopeful that digital technology will play a key role in this new chapter," he concludes.



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Lufthansa Cargo on its way to CO₂ neutrality by 2050

All Lufthansa freighters will be equipped with Sharkskin technology from 2022. The innovative AeroSHARK coating, modeled on a sharkskin, reduces the aircraft's frictional resistance in the air by more than 1%, thus, will reduce the airline's fleet fuel consumption by as much as 3,700 tons of kerosene or almost 13,000 tons of CO₂ emissions annually.

FRANKFURT, Germany: Lufthansa Cargo announced it's on track to lead the aviation and cargo industry into a more sustainable future with its science-based targets to reduce greenhouse emissions within reach, eventually becoming CO₂ neutral by 2050.

At the Sustainability Conference held at Frankfurt Airport on 14 July, Lufthansa Cargo also presented its Sustainability Update 2022, which provides an overview of measures and projects already implemented on the way to CO₂ neutrality.

Lufthansa Cargo will derive its own emissions target from the Lufthansa Group's validated science-based targets

The Lufthansa Group, thus, also Lufthansa Cargo - have set themselves ambitious climate protection targets: The goal is to halve net CO₂ emissions by 2030 compared to 2019 and to achieve a neutral CO₂ balance by 2050. In order to further specify these net targets and to expand the target system to include pure reduction targets, it has already joined the so-called "Science Based Target Initiative" (SBTi) in 2021 in order to bring its CO₂ reduction path into line with the United Nations' Paris Climate Agreement.

Based on scientific calculations, CO₂ emissions are continuously reduced with the help of fleet renewal and optimization, improved operational efficiency, and the use of sustainable aviation fuels. The official validation of these targets is imminent. For freighters, there will be a special sub-target.

The Science Based Targets Initiative only accepts emission reductions that are the result of fuel consumption reductions, for example through modern new aircraft, operational and airspace infrastructure measures, and the substitution of fossil fuel with Sustainable Aviation Fuel.

Dorothea von Boxberg, Chairperson of the Executive Board and CEO of Lufthansa Cargo, noted, "Over the past 25 years, we have already been able to reduce our CO₂ footprint per ton kilometer by 52%. But that is still not enough. That is why we want to set ourselves ambitious targets for the future. With the 'Science Based Targets Initiative' we have found a credible, scientific basis for this. We want to be transparent about what we have achieved so far and just as open with our customers, partners and the public about how we can get even better."

For Lufthansa Cargo, the efforts to achieve complete CO₂ neutrality focus primarily on five fields of action: continuous fleet modernization, more efficient use of fuels, the switch to more sustainable aviation fuels (SAF), CO₂ compensation projects in other sectors, and reduction of emissions on the ground.

Fleet modernization. Lufthansa Cargo is investing heavily in continuous fleet modernization. As a result, CO₂ emissions have already been reduced by 52% over the past 25 years. Since October 2021, Lufthansa Cargo has completely converted its fleet to Boeing 777F freighters - currently the most modern and efficient freighter with the best environmental balance. By 2030, Lufthansa Cargo will also receive up to 10 additional Boeing freighters, including seven 777-8F freighters, Boeing's next-generation freighter. The Boeing 777-8F freighters will again significantly reduce CO₂ emissions.

Fuel efficiency. To ensure that conventional aviation fuel is used as efficiently as possible, thereby reducing the total amount required, Lufthansa Cargo is relying on

various measures. For example, Lufthansa Cargo will successively equip all freighters with Sharkskin technology from 2022. The innovative AeroSHARK coating, which is modeled on a sharkskin, reduces the aircraft's frictional resistance in the air by more than 1% and thus reduces fuel consumption. In the Lufthansa Cargo fleet, this can save around 3,700 tons of kerosene or almost 13,000 tons of CO₂ emissions annually. In addition, lightweight containers have been used exclusively in-flight operations since 2020. This will result in a weight reduction of 14 kg per container and fuel savings of 2,160 tons per year. Weight reduction is also being pursued for other loading aids. Fuel is also saved thanks to optimized flight procedures.

Sustainable Aviation Fuels. More than 1% of Lufthansa Cargo's fuel requirements in 2021 have already been covered by Sustainable Aviation Fuels. The airfreight company also currently offers the only regular full-charter cargo connection worldwide that is 100% covered by SAF. This saves around 174 tons of conventional kerosene each week. Since October 2021, Lufthansa Cargo has also been one of the first customers of the world's first power-to-liquid fuel plant in Emsland, Lower Saxony. Together with one of its customers, Lufthansa Cargo has committed to purchasing at least 20 tons (=25,000 liters) of the synthetic, CO₂-neutral crude oil annually over the next five years in order to further advance the innovative power-to-liquid technology as well as the use and further development of sustainable aviation fuels.

Lufthansa Cargo presented the measures it has taken and the successes it has achieved so far at its Sustainability Conference at Frankfurt Airport on July 14. Keynote speakers included Dorothea von Boxberg (CEO of Lufthansa Cargo), Dr. Sabine Mauderer (Member of the Executive Board of Deutsche Bundesbank), Marc Buckley (Environmentalist, Ecological Economist, UN Advocate and Advisor) and Matthias Kopp (Director Sustainable Finance, WWF Germany).



Turkish Airlines Chairman of the Board and the Executive Committee Prof. Dr. Ahmet Bolat is bullish Turkish Cargo will reach its goal of becoming the world's top 3 air cargo brand by 2025. Image Credit: Turkish Cargo

ISTANBUL, Türkiye: Turkish Cargo's worldwide airfreight market share rose to 4.8% pushing its rank to climb up to the 4th place among global air cargo carriers, according to market intelligence research firm World Air Cargo Data (WACD).

"This success achieved by Turkish Cargo demonstrates our commitment to make Türkiye the heart of the air cargo industry in the world. Turkish Cargo's geopolitical position and infrastructure capabilities will also lead our country to become an even more important player in the air cargo industry. Thus, we will realize our goal of ensuring Turkish Cargo's place as one of the top 3 air cargo brands in 2025 in accordance with our plans," said Turkish Airlines Chairman of the Board and the Executive Committee, Prof. Dr. Ahmet Bolat.

Turkish Cargo climbs up to 4th place among global air cargo carriers

Rising to the first place in the Eastern European market and surpassing top brands in America, Europe and the Far East, Turkish Cargo managed to carry one cargo out of 5 in the world as well. It ranked 2nd in the United Arab Emirates market, where it grew by 18 percent on the basis of sale-tonnage on year-on-year basis and ranked 3rd in India.

Turkish Cargo, which entered a period of rapid growth after 2010 with the strategies implemented, continued its rise with a positive differentiation during the pandemic period when the global air cargo industry was going through a difficult period.

As recorded by IATA data in 2010, the carrier ranked 33rd in the world. Then, according to WorldACD data, Turkish Cargo ranked 10th with a market share of 3.2 percent in 2017, and 4th with a market share of 4.8 in June 2022.

Flying to more international destinations than any other airline in the world in terms of passenger and cargo flights, Turkish Cargo was servicing 73 direct destinations in 2017, and now tops 100, up by 36.98 percent.

Turkish Cargo aims to further widen the routes it serves to 120 by 2025. The cargo carrier transported 1.8 million tons of various goods in 2021, pushing its global revenue to \$3.5 billion.

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Etihad Cargo reinforces commitment to China capacity with 15 direct passenger and freighter flights per week

Abu Dhabi, United Arab Emirates: Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, announced it has reinforced its commitment to the Chinese market with the launch in July of 15 direct passenger and freighter flights per week.

In addition to cargo capacity on passenger flights, Etihad Cargo also operates Boeing 777-200 freighter flights daily for Shanghai and six times per week for Hong Kong, bringing the total cargo capacity into and out of China to 2,708 tons per week.

"As the Chinese market starts to recover from COVID challenges and zero-COVID restrictions are lifted, Etihad is pleased to resume its passenger operations to Beijing and reaffirm our commitment to Etihad Cargo customers with the introduction of capacity on key trade lanes. These flights will connect China to the Middle East, Europe and the rest of the world via Etihad Cargo's hub in Abu Dhabi," said Martin Drew, Senior Vice President Global Sales & Cargo at Etihad Aviation Group.



"China is a critical strategic market for Etihad Cargo, and the direct flights between the two capital cities and other major destinations will further strengthen the comprehensive strategic partnership between the United Arab Emirates and China," he added.

Throughout the pandemic, Etihad Cargo continued to operate direct routes into China, providing cargo capacity via a fleet of modified mini freighters. With the resumption of passenger flights and a schedule of freighter flights, the mini freighters will be taken out of rotation.

Etihad Cargo recently announced its summer schedule, which introduced capacity to key destinations across Asia, Africa and Europe. In addition to adding direct flights into and out of Beijing, Shanghai and Hong Kong, the carrier will continue to operate its Boeing 777 freighter network with flights across Chicago, Dhaka, Frankfurt, Hanoi, Ho Chi Minh City, Johannesburg, Kenya, Milan and Riyadh.



DoKaSch Temperature Solutions and Japan Airlines sign Master Rental Agreement

Since the Opticoolers only require a power socket to be charged, they can easily be used as temporary storage when the necessary cool infrastructure is lacking. This makes them the ideal solution for the safe transport of highly sensitive pharmaceutical products which need to be protected from temperature deviations at all times.

Kiyoaki Yasui, Team leader, Cold Chain Logistics Team, of Japan Airlines stresses the importance of the agreement, saying, "We have always focused on a strong cool chain within our network because the supply of lifesaving medicines is absolutely crucial. Thanks to direct connections to some of the most important hubs in Narita and Haneda, we can provide highly reliable and quick transports to a wide variety of destinations. The Opticoolers provided by DoKaSch Temperature Solutions are fulfilling our high standards and will support our extensive cool chain network in the Asia-Pacific region and beyond."

Andreas Seitz, Managing Director of DoKaSch Temperature Solutions, noted: "Since Japan is an important producer of pharmaceutical products, reliable cool chain capacities in the greater region are of great importance. By providing our Opticoolers for these routes, we are able to support the supply with lifesaving medicines in the region as well as worldwide."

Frankfurt/Tokyo: DoKaSch Temperature Solutions and Japan Airlines (JAL) have signed a new Master Rental Agreement (MRA) for the use of the temperature-controlled Opticooler for the airline's pharma cargo shipments.

The MRA opens up new possibilities to use the active Opticooler as a reliable and capable supply chain solution for pharmaceutical shipments to and from Asia that JAL transports.

JAL operates a hub at Narita International Airport which handles about 60% of Japan's total pharmaceutical import trade. The airline also operates intercontinental networks that connect Japan with major hubs in Europe, North America, China, Southeast Asia as well as Australia.

The Opticooler is a temperature-controlled packaging solution and comes in two sizes: the RAP container holds up to five euro-pallets, while the smaller RKN version provides space for one euro-pallet. Both active containers are battery-powered, can easily be adapted to any transport scenario, and enable customers to always keep the desired temperature level for example between two and eight degrees at any given time.

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Emirates SkyCargo keeps mangoes fresh from farm-to-table as global demand soars

DUBAI, UAE: Emirates SkyCargo proudly keeps its role as the vital link between the farming community and customers looking for delicious, fresh mangoes this season as global demand for this delectable fruit soars amid rising temperatures this summer.

Most mangoes flown by Emirates SkyCargo came from South Asia, supplemented by South American mangoes filling the cargo hold of Emirates' passenger planes and freighters from Mexico, Columbia and Brazil, the majority of which destined for the UK, Spain and UAE markets. The airline also helped Australian producers export over 100 tons of mangoes this year.

Taking Pakistan as an example, in many cases it takes only 48 hours from when the mangoes are picked from the farm to flying them to different routes. Add another 14 to 18 hours in transit and they will have reached the supermarket shelves at their final destination, as fresh as they left the farm. Emirates SkyCargo flew over 6,500 tons of mangoes from Pakistan via Dubai to Europe and North America.

Nearly 80 percent of the tasty cargo



leaves Jinnah International Airport in Karachi and the remaining 20 percent departs from Lahore. The cargo is loaded into the belly-hold of Boeing 777s, which fly 31 flights a week between Dubai and the two cities.

Transiting through the Emirates SkyCentral facilities at DXB, the fresh mangoes are always stored in state-of-the-art Cool Dollies during ground transportation, before being sent to their final destinations.

The UK received the largest percentage of mango imports via Emirates' hub in Dubai, with over 3,600 tons. Germany's appetite for the sweet fruit was also healthy, receiving nearly 700 tons, followed closely by the UAE with almost 500 tons. The precious cargo was also sent directly to Spain from Mexico on board Emirates' dedicated Boeing 777 Freighters.

"The success of our three-tiered Emirates Fresh product is clearly demonstrated by our continually growing volumes, as well as by our customers' confidence in repeatedly choosing us to keep their fruits healthy, their meats fresh and their flowers blooming as they travel the world with us. With our class leading integrated cool chain processes, expert personnel and temperature-controlled storage, customers all over the world are guaranteed freshness that they can touch, taste and feel," said Dennis Lister, VP Cargo Commercial Development, Emirates SkyCargo.

Emirates Fresh is Emirates SkyCargo's responsive cool chain solution for everyday perishables unaffected by slight temperature variations. It's the ideal combination of cost effectiveness and core protection that ensures freshness is not compromised during transportation. With optional additional protection from items like White Covers and Thermal Blankets, produce can remain cool throughout the shipment journey.

Air China partners with WFS for cargo & ramp handling in Liege

PARIS/LIEGE: Air China has commenced a new three-year cargo and ramp handling agreement with Worldwide Flight Services (WFS) in Liege, Belgium.

The airline operates four Boeing 777 freighter flights a week to Liege from Hangzhou Xiaoshan International Airport, the capital of Zhejiang Province, returning to China via Madrid. WFS expects to handle over 14,000 tonnes of cargo for Air China in the first year of the new contract, rising to over 23,000 tonnes with expected increases in flight operations in 2023/24.



WFS already enjoys a strong partnership with Air China through existing cargo handling operations in Denmark, France, Germany, Spain, and the United Kingdom. It also holds contracts with the airline in the US and Canada as well as providing fuelling services in Hong Kong.

The new contract is linked to WFS' existing handling operations in Liege for Cainiao Smart Logistics Network, part of the Alibaba Group, which is a shareholder in Air China.

Marc Claesen, Senior Vice President Commercial of WFS EMEA, said: "Air China is already a very significant customer of WFS in Europe, North America and Asia for our cargo, ramp, and passenger handling services and for fuelling. Winning this additional contract in Liege shows the strength of our business partnership and, we hope, reflects Air China's experience of working with WFS stations across its global network. As well as complementing our relationship with Cainiao in Belgium, it also reinforces our reputation as a leading freighter handling provider in Liege and justifies our growing investment at the airport."

WFS now handles more than 220,000 tonnes annually in Liege in cargo facilities totalling 25,000m² and manages over 100 freighter flights per month for airline and logistics customers.

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Saudia Cargo sponsors Mashael Al-Obaidan's participation in the World Cup for Cross Country Rally "Baja" in Italy and Spain

Cargo carrier vows to support presence of Saudi women in global sports

Jeddah, Saudi Arabia: Saudi Airlines Cargo says it's extending its sponsorship of Saudi rally driver Mashael Al-Obaidan, the first Saudi and Gulf woman to obtain a rally license and race in Dakar, in line with the Kingdom's vision to support talented women who inspire their communities.

Saudia Cargo's sponsorship of Al-Obaidan comes as a continuation of the previous stage during the last Dakar Rally in the Kingdom, where Saudia Cargo's strategic partnership with the rally champion highlighted the presence of Saudi women in international forums and global sports competitions after they have made many excellent achievements in various fields.

Al-Obaidan established her rally driver credentials as the first Saudi and Gulf woman to participate in a world rally in Europe, through her participation in the 2021 Baja Aragoan Rally Spain, which is the fifth round of the Baja Cross Country Championship organized by the FIA.

This is in addition to achieving second place in the T3 category in the Ha'il International Rally, the last round of the Cross-Country World Championship, and her participation in the Dakar Rally 2022, which was hosted by the Kingdom for the third year in a row, with the involvement of 70 different nationalities from all categories of the rally.

Saudia Cargo's involvement in Baja sponsorships ties in very well with the brand and demonstrates shared values around performance, reliability and agility which are paramount values of the sport.

On the pilot and mechanical side, every single component racing drivers and the cars must demonstrate agility in overcoming challenges, outmaneuvering difficult weather conditions and rough terrains.

Mashael Al-Obaidan is the embodiment of grit and resilience. Navigating diverse terrains, overcoming unexpected obstacles, and completing the race. Which greatly resembles the environment of the air freight industry as well.



An endurance race to make it to the finish line! For instance, when her brakes failed during the race, she persevered and carried on. Moreover, racing teams supporting each other on the ground is a shared value, going the extra mile and experiencing moments of triumph together has also led to the creation of a prize highlighting these human values.

Universally recognized as the most challenging motorsport event in the world, Italy and Spain Bajas are tremendous showcase for rally performance. Successfully involved for many years through technical partnerships featuring many categories, aviation is certainly among them. On-time delivery of vehicle components and driver supplies in difficult terrains and changing weather conditions requires seamless logistics during an endurance rally, from starting grid to finishing line.

Saudia Cargo says it recognizes and understands those supply chain challenges as part of its core competence in handling time-sensitive pharmaceuticals, perishable goods and e-commerce for its customer network across the globe.



CargoAi's Second Tech Summer Event is back this August



PARIS/SINGAPORE: Following last year's online Tech Summer success, CargoAi is back with a hybrid version on 23-25 August 2022. Digitalisation of the air cargo industry and its sustainable adoption remain the core focus, and the agenda also premieres the largest face-to-face air cargo event in Singapore in 2022.

Attendance is free for all those involved in the air cargo industry. Registered attendees will be given the opportunity to send in any questions they may have, two weeks prior to the event. Interested parties can register now on: <https://www.cargoai.co/tech-summer-digitise-your-organisation-sustainably-with-cargoai/>

Launched for the first time as a free, 3-day online event in August 2021, the aim of CargoAi's Tech Summer webinar series is to establish a community with airlines and forwarders, and to bridge any gaps in technological understanding within the industry.

This year's set-up follows a similar format, and includes improvements based on feedback received from last year's attendees. Thus, the sessions have been extended, and there will be a greater mix of CargoAi and guest speakers. Past attendees are encouraged to participate again as the focus topics will be discussed from a different angle, and the BDP discussions may give rise to new ideas. Each topic will be presented both by a CargoAi chief executive and a guest speaker, before opening the floor to the attendees for a question-and-answer session.

Starting at 10:00 UTC/12:00 CET/18:00 SGT, Day 1 and Day 2 will both be online sessions. These sessions will each last roughly one hour, and focus on Tech and Product, respectively. Francois-Xavier Gsell, CargoAi's Chief Technology Officer, will introduce the Day 1 Tech session, giving tips on digitally transforming your business, and talking about the key factors to be included in any decision-making process: resources, skills, security, costs; and the degree to which these are scalable and sustainable.

Product on Day 2 will be presented by Elena Volkova, CargoAi's Chief Product Officer, and looks at the tools and methodologies integral to an agile mindset. It will discuss the choice of insourcing or outsourcing when it comes to product development, along with the factors influencing a product's speed to market, and the overall value for your business.

Day 3, with a focus on Sales & Marketing, will be a hybrid session. In the online session titled "What secret sales and marketing weapons do you need for a digital future?", Magali Beauregard, CargoAi's Chief Commercial Officer, will address the importance of data as an enabler for sales optimisation. This session uncovers best practices when it comes to building a sales and marketing stack to draw the greatest benefit from digital analytics.

While the third day's hour-long focus topic session will be live-streamed at the usual time for the online audience, this year's Day 3 also includes the first and largest onsite air cargo event in the region in 2022. In line with CargoAi's aim of establishing a tech cargo community, global and top regional airline and forwarding managers are invited to a dedicated event space in Singapore, for an exclusive evening networking programme.

"We look forward to welcoming a good cross-section of the air cargo industry again this year, as well as some excellent guest speakers this time around, since we were very CargoAi-centric last year," Matthieu Petot, CEO of CargoAi, explains. "The overarching theme that we have chosen for this year's event, is 'How to digitise your company in a sustainable manner.' We will be breaking this down into a digestible format, and tackling it from a different perspective (Tech, Product, and Sales & Marketing) each day, sharing best practices and demonstrating how technology can help an organisation generate and improve business at a sustainable speed."



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From left—Miguel Diaz, Ground Operations Manager, WGA; Bill Mulholland, General Manager, ACL; Wes Tucker, COO of ACL; Chad David, Director Planning & Ground Operations WGA; Ted Lytle, President and COO, WGA.
Image Credit: Western Global Airlines

Western Global Airlines selects ACL Airshop as strategic partner for air cargo equipment & logistics support

industry. Over the past 39 years, it has become a leading one-stop-shop for leasing, sales, repair, and fleet control of ULDs, and cargo control devices manufacturing for the transportation industry.

Today, the company operates around the world on six continents with service capabilities at over 50 of the world's Top 100 cargo hub airports. One of its unique offerings is short-term rentals and leasing solutions for airlines' cargo products requirements—and where it has made its strongest reputation for custom ULD solutions.

Added to its dominance of short-term custom leasing solutions, ACL Airshop has also added a growing portfolio of long-term multi-year ULD fleet management contracts with an array of air cargo customers. The pairing of short-term customized flexibility and long-term cost-efficiency has become a powerful combination on behalf of air cargo customers.

Wes Tucker, COO-Western Hemisphere for ACL Airshop, said: "We feel privileged to serve Western Global Airlines with our complete suite of equipment, technology, and logistics services. Our objective is to cost-effectively help Western Global keep growing as a market leader in air cargo."

Chad David, Director of Planning and Ground Operations, WGA, noted: "Western Global has enjoyed a valued, cooperative relationship with ACL Airshop for many years. As our industry footprint grows, we are excited to expand that relationship with this agreement."

Estero, Florida: Western Global Airlines, one of the fastest growing cargo carriers in the world, has confirmed a five-year ULD (Unit Load Device) agreement with ACL Airshop, a leading global service partner for outsourced ULD management and customized logistics solutions.

The companies said they are working together to measurably enhance the logistics efficiencies of Western Global's ULD fleet, including the introduction of "ULD Control™" for real-time tracking of ULDs.

That, combined with ACL's global Operations Center and the innovative "FindMyULD" mobile App all operate together for better utilization rates and cost efficiencies for client airlines that use ACL's technology suite.

Headquartered in Estero, Florida, Western Global is structured for high flexibility and responsiveness to its customers' evolving needs worldwide, including last-minute changes. Streamlined efficiencies and advanced technology, in-house expertise, and vertical integration support their low-cost, high service model.

The airline has a fleet of 19 wide-body aircraft and engines, maintain an extensive parts inventory, and provide in-house maintenance support.

ACL Airshop is a leader in products and services for the global air cargo

American Airlines Cargo expands Webcargo bookings to include US network

FORT WORTH, Texas: American Airlines Cargo says it now offers customers full access to its US network when booking on WebCargo and 7L Freight, both Freightos Group companies.

The airline, which operates more than 5,000 daily departures from the US, now provides a larger network for flights in and out of the United States on WebCargo than any other carrier.

WebCargo users can book on American's U.S. originating routes starting today, July 12, and take advantage of access to more than 100 international destinations across the globe. Since late April, users have been able to book on American out of Germany, Italy, the Netherlands, Spain and the U.K., soon followed by the addition of France, Portugal and Switzerland. The airline currently operates more than 35 direct routes to the U.S. from these markets.

"This inclusion of our U.S. network is pivotal as we grow in the digital booking space and in our partnership with WebCargo," said Roger Samways, Vice President of Commercial for American Airlines Cargo. "It's crucial to us at American that we are where our

customers need us to be and that our network is positioned to best serve the industry. We are excited to see how our expanded presence on the WebCargo platform will enhance the way our customers can do business with us."

"With a 10x increase in air cargo bookings conducted by U.S.-based freight forwarders this year, it is clear that they share our unequivocal preference for digital air cargo," said Manel Galindo, the CEO of WebCargo by Freightos. "American Airlines Cargo has been an ideal partner and we're proud to continue our global expansion with them across our WebCargo and 7L Freight platform."

American now has more than 2,800 widebody flights a month available for General Freight and Expedite Freight product bookings on the WebCargo platform. The airline has plans to continue expanding its presence on WebCargo in the months to come. Forwarders can access the WebCargo platform for free at webcargo.co/american-airlines-cargo-booking/

Etihad Airways soars to record-breaking H1 2022 profit as transformation pays off

Abu Dhabi, UAE: Etihad Airways announced it posted a record-breaking core operating profit of US\$296 million during the first half of 2022 whereas in H1 2021 it incurred US\$392 million in losses.

The airline said the result was achieved despite fuel costs increasing by almost 60% in comparison to the same period last year.

Etihad carried 4.02 million passengers in H1 2022, over 3 million more than last year (H1 2021: 980,000), with an average seat load factor of 75%. Passenger loads increased consistently over the first six months, rising by 21.9 percentage points as travel demand recovered. The airline saw a strong boost in passenger volumes in February as Abu Dhabi further relaxed pandemic-related restrictions.

Network capacity came in at 24 billion ASKs for H1 2022, growing by 46% compared to last year (H1 2021: 16.4 billion), as the airline connected Abu Dhabi to 71 passenger and cargo destinations across 45 countries. The first half of the year saw Etihad launch five summer services, including new seasonal routes to Heraklion on the island of Crete and the French city of Nice.

"Thanks to our transformation programme, Etihad is emerging from the pandemic stronger than ever, with a world-class fleet, an unmatched customer proposition and sustainability woven



into every fibre of our business," said Tony Douglas, Group Chief Executive Officer.

"As air travel came roaring back in 2022, Etihad was there to reconnect our customers with their loved ones and take them on their long-awaited vacations, carrying over 4 million passengers to and from our beautiful home of Abu Dhabi," he added.

Etihad's passenger revenues tripled in the first six months of the year, climbing to US\$ 1.25 billion (H12021: US\$320 million) as more business and leisure travellers returned to the air. This was supported by more countries across Etihad's network relaxing their Covid-related travel restrictions.

Cargo operations continued to deliver exceptional results with revenues of US\$ 802 million in the first half of 2022, representing an increase of 6% on the same period last year. Revenues remained strong despite the increase in passenger volumes limiting belly-hold capacity, leading to a 19% reduction in freight carried (295,020 tonnes).

As a result of a constant focus on cost containment, fixed overhead and finance costs decreased in H1 2022, falling by 9% (or US\$ 29 million) and 13% (or US\$ 22 million) respectively.

Etihad Guest, the airline's award-winning loyalty programme, delivered a record of new member acquisitions in June 2022, increasing to 7.95 million members globally. Flight redemptions increased 15% in H1 2022 compared to pre-pandemic levels in 2019, with over 737,000 flights taken, and member engagement levels translated into record card spends across the programme's portfolio of UAE banks, supported by a new partnership with Emirates NBD.

"Our transformation programme has made Etihad substantially more resilient and efficient, and we are extremely proud of our return to profitability in the first half of 2022," Adam Boukadida, Chief Financial Officer of Etihad Group, noted. "In the first half, we managed to further reduce our fixed overhead and finance costs by US\$50 million compared to H1 2021, reduce the level of debt on our balance sheet, and improve our EBITDA by more than US\$600 million.



Alaska Air Group orders 8 new E-175 aircraft for operation with Horizon Air

Farnborough, UK: Alaska Air Group announced plans to grow its regional fleet with an order of eight new additional E175 jets and options for 13 more from the Brazilian aerospace manufacturer Embraer.

The E175 aircraft will fly exclusively for Alaska Airlines under a Capacity Purchase Agreement (CPA) with Horizon Air. The value of the contract, including options, is USD \$1.12 billion based on list price. Horizon's new 76-seat aircraft from this order will be delivered in Alaska's livery and three-class configuration over the next four years starting in Q2 2023, said Embraer.

Mark Neely, VP Americas, Embraer Commercial Aviation, said, "The E175 is the backbone of the US regional network, feeding airport hubs across the country as well as producing the connectivity all communities need to thrive, both economically and socially. While this market is currently under pressure, it is essential that carriers are able to provide these essential services to the entire United States. The Embraer E175, with 85% market share in its segment, is keeping the US on the move and in touch."

"The E175 is an extremely efficient aircraft," said Nat Pieper, senior vice president of fleet, finance and alliances for Alaska Airlines. "The jet is the perfect aircraft to serve Horizon's regional network in the Pacific Northwest and beyond. Our guests will enjoy a consistent, three-class cabin experience as they travel from smaller communities to

catch flights across Alaska's larger hubs or on one of our many global airline partners."

Earlier this year, Horizon Air announced it would move to a single fleet of all E175 jets. The carrier currently flies a mix of 31 Bombardier Q400 turboprop aircraft and 30 E175s. It will take delivery of 9 E175s over the next year as part of a previous order that also includes 3 deliveries in 2025. With this order by 2026, if not sooner, Horizon will have a fleet of 50 E175s.

With bases in Washington, Oregon, Idaho and Alaska, Horizon serves more than 45 cities throughout the Pacific Northwest, California, the Midwest, and British Columbia and Alberta in Canada.



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Africa and Qatar Airways Cargo feed the world

From meat to the Middle East, fish to the European Union, avocados to the Far East, and much more, Africa and Qatar Airways Cargo play a key role in putting food on the world's tables.

DOHA, Qatar: Every second shipment that leaves an African airport on board Qatar Airways Cargo is headed for the world's restaurants and supermarkets. From everyday berries, vegetables, and meat, to the more exotic lobsters, oysters, and abalones, over 37,000 tons of agricultural produce from 26 stations in 20 African countries annually make their way around the globe via airline's Doha hub.

Kenya, Tanzania, and South Africa are the main meat exporters with more than 6 million kilograms of meat travelling predominantly to the Middle East, in 2021. At 5.3 million kilograms in 2021, fish exports are not far behind, with Uganda's famous Nile perch and South African Hake being the favourites, followed by a delicious seafood mix from Tunisia, Seychelles, Kenya, Egypt, and Tanzania.

Right now, the super fruit peak season is under way: blueberries and strawberries from South Africa, Egypt, Zimbabwe, and Zambia are heading to the Far East, Middle East, European Union and the UK, alongside North African watermelon, as well as stone fruits, mangos, pineapples, avocados, and a host of other healthy options. Truffles, too, are regularly shipped to the Middle East.

"Qatar Airways Cargo plays a crucial role in connecting Africa to the world, especially in facilitating the transportation of perishable shipments which require a consistent cool-chain throughout, so that they arrive in the best possible condition," said Nicolas Danton, Qatar Airways Cargo's Regional Cargo Manager Africa.

Speed, hygiene, and temperature-controlled storage are mandatory when it comes to transporting perishables foodstuffs. Hence, all Qatar Airways Cargo's General Handling Agents across the continent have secure cold room facilities to ensure that the shipments are kept within the usual 2-8°C temperature range before embarking on their journey.



Some products are shipped prepacked and ready for the supermarket shelves, whilst others travel in bulk to regional distribution centres. What they all have in common, are the fast connections. Usually harvested and processed just the day before their flight – in some cases even on the same day - these perishable shipments arrive at their destinations a day later, with tail-to-tail transit times as short as 90 minutes in some cases.

With 60% of its population involved in agriculture, in an industry that has an export worth of around USD 52 billion, food exports play an important role in the continent's economies. Plus, with 65% of the world's remaining uncultivated, arable land located in Africa, the continent has the potential to become the world's breadbasket.

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MUNICH, Germany: With climate change greatly impacting our lives, zero-emission operation is one of the major trends in the construction machinery industry and logistics that will lead to the introduction of more electric-powered machines.

The world's leading trade fair for construction machinery, building material and mining machines as well as construction vehicles and equipment, *bauma*, which will be held from October 24 to 30 at the Munich trade fair site, will showcase some of these e-powered machines.

To reduce greenhouse gas emissions in keeping with climate protection goals, more and more construction machinery and vehicles are being developed with electric drives. Other advantages are also driving this trend. For example, electric motors are quiet, which makes them suitable for use in low-noise areas—for example, near hospitals or at city construction sites.

They also protect operators and the environment from exposure to direct exhaust fumes, making it possible for many work processes to be performed even in places with poor ventilation. Another benefit is that electric motors are regarded as low-maintenance and efficient, which means they ensure low operating and energy costs. So, it makes sense that “The road to zero emissions” is also one of the key topics at this year's *bauma*. Many exhibitors have already announced brand-new e-solutions for the fair.

Reversible vibratory plate with battery—These include the first battery-powered reversible vibratory plate with a direct drive. The APU3050e from manufacturer Wacker Neuson uses the proven hydraulic adjustment

e-machines to dominate future of construction and logistics industries

system to change direction, just like in conventional models. With a working width of 50 cm and a centrifugal force of 30 kN, the machine is easy to control and has the lowest overall height of all reversible vibratory plates on the market, making it ideally suited for use in narrow trenches.

Zero-emission compaction with e-tandem rollers—In the future, electrically driven tandem rollers can be the answer wherever zero-emission compaction is needed on a larger scale. Hamm AG will present eight models from the HD CompactLine series in their world premiere at *bauma*. They are powered by a maintenance-free lithium-ion battery with a capacity of around 23 kWh.

All-electric concept for compact track loader—The T7X, still in the concept phase, is the world's first all-electric compact track loader. Its manufacturer, Bobcat, will use *bauma* to continue gathering customer feedback from different segments. Its aim is to be able to better assess market opportunities for the machine in Europe, the Middle East and Africa. With its 62-kWh lithium-ion battery pack, the T7X can operate continuously for four hours. Its mobile payload is just under 1,400 kg.

Concrete mixer with all-electric drive—Putzmeister envisions a future with all-electric concrete transport thanks to its iONTRON e-mixer. The vehicle's battery has a capacity of 350 kWh, which means that one battery charge is enough for five to six trips in urban areas—usually sufficient for an entire workday. The vehicle can simply be recharged if more trips are planned. The mixer can recharge to full power overnight at a DC charging station. Its virtually silent operation enables unrestricted use even in locations with strict noise regulations—a significant competitive advantage when it comes to bids in metropolitan areas. Rising prices for fossil fuels also make the e-drive an economical alternative.

Electrohydraulic lifting

The E-Pack from Tadano is an electrohydraulic system with an integrated 32 kW electric motor providing low-noise and emission-free crane operation. This solution was presented at the last *bauma* in 2019. At that time, it was only available for a single crane vehicle. At the world's leading trade fair this year, Tadano will show that, in the meantime, five of its AC cranes can be ordered with the E-Pack or existing cranes retrofitted with it.

The Japanese manufacturer will also offer a preview of the world's first all-electric rough terrain crane. The machine is currently in an advanced development phase and is scheduled for market launch at the end of 2023. It will be able to drive to and from the job site and perform all lifting there using only the energy supplied by its batteries.

Other exhibitors have already announced new e-machines, but want to wait for *bauma* to “let the cat out of the bag”. These include the successor model to the 5055e all-wheel drive electric wheel loader from Kramer-Werke GmbH. In addition, the company promises a new electric telescopic loader—without revealing any further details right now. And that's another reason why a visit to the Munich exhibition grounds in October is well worth your time.

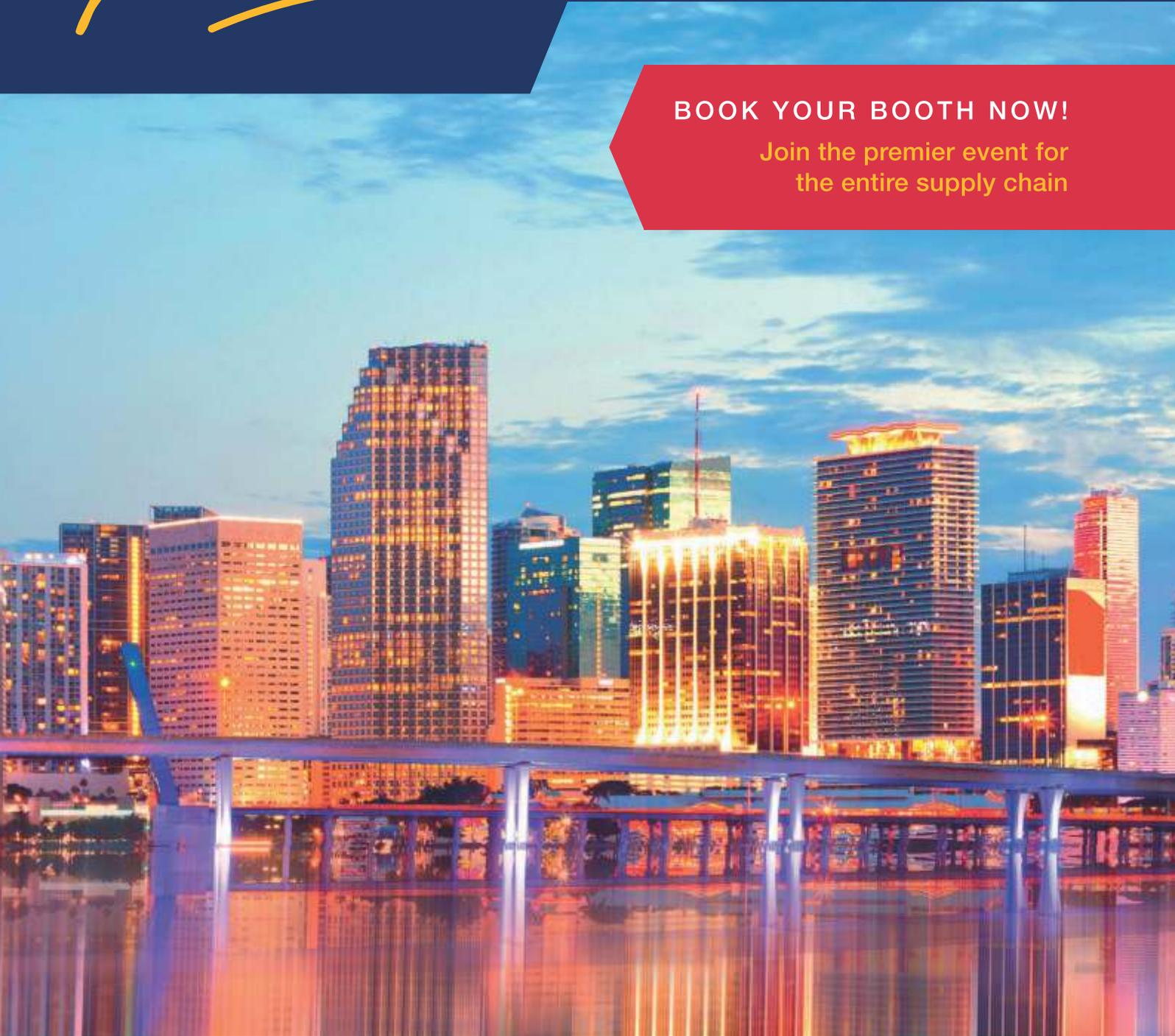
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Hactl pioneers logistics in training accreditation in Hong Kong



Hactl Chief Executive Wilson Kwong, right, with Steve Lai, General Manager of Qualifications Framework Secretariat. Image Credit: Hactl

HONG KONG: The largest independent air cargo handler in Hong Kong—Hong Kong Air Cargo Terminals Limited (Hactl)—became the first cargo terminal and logistics corporation to have its own training courses accredited under the Hong Kong Qualifications Framework (HKQF).

The four courses which are now recognized under HKQF are Hactl's Certificate in Special and Temperature Controlled Cargo Handling for Supervisors (QF Level 3); Certificate in Dangerous Goods Awareness Training for Handlers (QF Level 2); Certificate in Conflict Resolution (QF Level 3); and

Certificate in Service Excellence (QF Level 3). The accreditations are valid for two years and subject to re-accreditation.

HKQF was launched in 2008 by the Government of the Hong Kong Special Administrative Region (HKSAR Government), covering qualifications in the academic, vocational and professional as well as continuing education sectors. It aims to promote lifelong learning to enhance the quality, professionalism and competitiveness of Hong Kong's workforce. QF qualifications are quality-assured, and rated against defined standards.

"Although we have been following the standards of IATA and the Hong Kong Civil Aviation Department for many years, the Specification of Competency Standards, which we applied in designing these courses, has been drawn up by members of the local logistics industry – so it better meets our business needs. Two of our QF-accredited courses include soft skills training, providing a more comprehensive education for our employees," said Hactl Chief Executive Wilson Kwong.

"Overall, QF accreditation should help to standardize local industry competencies and lead to improved standards, enhancing Hong Kong's image in the logistics sector. Wider adoption of QF courses will also make it easier to evaluate the competency level of candidates when recruiting, which will be of great benefit to Hactl and the air cargo industry," he added.

To achieve QF recognition for its courses, Hactl underwent Initial Evaluation to verify its capacity and resources to run the courses on a sustainable basis. Each course was then evaluated to determine whether its planning and management, syllabuses, delivery arrangements and assessment methods could achieve its claimed objectives and learning outcomes.

The entire process took around one year and was complicated by the need for Hactl to adjust the syllabuses of the original program to meet the competency standards of QF.

Steve Lai, General Manager of Qualifications Framework Secretariat, said: "It is a great pleasure to welcome Hactl as a new QF-recognized training provider. Providing quality-assured QF-recognized training to colleagues will definitely enhance the professionalism of Hactl's workforce and the air cargo industry at large in the long run."



Tbilisi/Almaty/Lauterach: Gebrüder Weiss says it is expanding its transport links on the New Silk Road to quickly move goods between Europe, Turkey and China amid increasing demand for trade between the continents.

Gebrüder Weiss expands links on New Silk Road

closed them as a result of the coronavirus. The fact that we have long-term contracts with reliable regional partners means that we can offer our customers sufficient cargo space, regular services and acceptable transport times," said Thomas Moser, Director and Regional Manager Black Sea/CIS at Gebrüder Weiss.

Gebrüder Weiss has been supporting industrial and trading operations in the growing markets along the traditional trade route with transport and logistics solutions for more than 20 years, using its own branches in Turkey, Georgia, Armenia, Uzbekistan, Kazakhstan and China as a basis.

From there, it organizes direct connections between Europe and Asia, and also provides services within and between the countries of Central Asia. These services include truck and rail transports, air and sea freight, customs clearance, warehouse logistics and fulfillment.

The company said it's focusing on routes along the Middle Corridor of the historic trade route that run through Turkey, Georgia, Azerbaijan and Kazakhstan to China. This route is geographically shorter and links up directly with services that Gebrüder Weiss operates every day between West and South-East Europe, Turkey & Tbilisi (Georgia).

The Gebrüder Weiss logistics centers in Tbilisi and Almaty (Kazakhstan) will in future serve as hubs for the transport of goods, where they will then be transported by road, sea or rail along the New Silk Road, among other routes, to countries in Central Asia or even as far as China.

The company said it is preparing for a sharp rise in demand for transport capacity and will offer more truck transports along this route from now on. "We expect demand for road transports to increase as China re-opens its borders, having



ECS Group

The GSA global expert leading tomorrow's future

Representing 156 companies and airlines, ECS Group transported 1,227,122 tons of cargo in 2021. It remains optimistic the positive volume trend will continue though yields are under pressure on some trade lanes like in the North Atlantic and amid the lingering Russia-led war against Ukraine.

By Gemma Q. Casas

ECS Group is known the world over as the largest integrated GSSA, and in recent years, it made its impact even greater with the introduction of its "All-In Solutions" in the air cargo industry that utilizes the power of digitalization and smart technologies.

In 2021, ECS transported an impressive 1.23 million tons of cargo across continents, representing 156 companies and airlines. And despite the numerous challenges confronting the industry, it remains confident the positive trend will prevail.

ECS Group Executive Chairman Adrien Thominet attributed the company's success to its brave transition from doing the traditional role that General

Sales & Service Agents (GSSA) are known for to leading the industry's future.

"First of all, ECS Group follows its "Augmented GSA" strategy, which offers the industry a completely new GSA model. It is based on 4 pillars: commercial, abilities, technology and sustainability. The aim is simple, to fit our customers' needs and optimize their revenues," Thominet told Air Cargo Update in an email interview.



10 New Abilities

ECS Group's All-In solutions covers the full scope of cargo processes—from sales to marketing, revenue optimizations to operations (network operations as well as Quality, Safety & Security), Interline Management, Handling of Claims, all the way through

to chartering operations.

Robert Van De Weg, ECS Group Chief Commercial Officer, proudly shared the company transported 1,227,122 tons of cargo in 2021 representing 156 companies and airlines.

Foraying in the new normal, ECS has combined its sales expertise with a host of digital solutions to help their customers and industry partners navigate in the new normal of the tech age.

Primarily, it offers 10 New Abilities focused on providing solutions to complex issues related to shipping goods via air cargo.

Thominet explained ECS Group's 10 New Abilities as "single modules that we have created beyond all standard GSA services, offering a variety of support options - a new set of 'à-la-carte' products. These are unique products that we have developed in-house to meet the new demands of our customers and the new realities of the market. At the same time, ECS Group places agility at the centre of its actions."

"With our abilities, we offer a range of solutions to enable our partners to maximize their revenue while safely transporting various goods. With our All-In solution, we are covering the full scope of cargo processes: from Sales, Marketing, Revenue Optimization, Operations (Network Operations as well as Quality, Safety & Security), Interline Management, Handling of Claims, all the way through to chartering operations," he said.

"We also have "Optimum" which is our Revenue Optimization Experts that offers tailor made processes covering the scope of budgeting & forecasting, strategic & tactical pricing, commercial steering and interline management. "Optimum" also delivers the necessary Performance Management processes, taking the Revenue Optimization to the next level. Also, for customers that use our TCE services we ensure best possible handling service and compliance to the highest standards. These are just a few examples to give an overview of our abilities and the strategic role they can play for airlines," he added.



Van De Weg described ECS Group's "All-In Solutions" as simply an improvement on their established Total, saying, "The "All-In" is an improvement on ECS Group's established Total Cargo Management Solution, covering the full scope of cargo processes from sales, marketing, revenue optimization, operations, interline management, claims handling, all the way through to chartering operations. Yet, that is just one of the 10 New Abilities. Single services, such as "Quality Stars" offering back-office data administration, or "Optimum" assisting airlines in maximizing their cargo revenues, are also available alongside modules that have never before been offered by a GSA."

The Coronavirus pandemic has accelerated our transition to digitalization and the use of technology in all facets of our lives. This is particularly evident in the development of Pfizer-BioNtech COVID vaccine in less than a year. A miracle of sort, combining science, technology and hope, this vaccine was produced without any live virus but rather a chemically produced modified genetic code developed through a process known as the messenger RNA vaccine.

Technology also changed our lives with the adoption of more remote work, online education, increasing demand for buying things or services online via e-commerce, among many other things.

Governments have also widened the adoption of technology in their systems to reach out, monitor and control people and disseminate information while the world attempts to control the further spread of the Coronavirus that had since mutated in

many different forms.

For businesses and different industries, technology and digitalization offer unprecedented potentials in widening their markets globally while enhancing their operations.

And for the air cargo industry, which is carrying out the so-called the mission of the century, distributing billions of COVID-19 vaccines worldwide, digitalization is a game-changer.

"Digitalization is a strategic lever that is increasingly becoming essential—reinforced by the pandemic. If the process of digitalization was already underway, we cannot deny that it is now an inevitable, even mandatory, turn. However, we don't just want to embrace the change and follow the movement," said Thominet.





"The pandemic was a real accelerator. Technology and data are very important and we need to push further the digitalization of the supply chain to streamline operations and increase productivity through efficiency gains and streamlined communication. ECS Group started its "e-focus" a while back: "e-distribution", "e-booking" "e-procurement" and we are now seeing real growth in this type of product. We believe that more technology will increase transparency and this is a key factor: more transparency, visibility and enlarge sales channels also leads to more trust, which is a capital value. Technology also saves time and allows companies to reallocate their human capacity to other tasks that cannot be digitized," noted.

Already a global leader on innovation, ECS Group continues to explore new ways to make things better in the industry while creating opportunities.

"ECS Group wants to become a leader in this area, to be at the avant-garde and offer new tools that can lead the transformation of our industry. We have our own incubator with the Cargo Digital Factory which already offers various tools such as Quantum which supports the ad-hoc pricing process, Apollo, a BI

& reporting system with real-time full visibility on the results, combining market and performance information and Pathfinder our in-house shipment tracking system," said Thominet.

"It is part of the technology pillar of our Augmented GSA concept. Moreover, we have recently given proof of this ambition since the Cargo Digital Factory is with Wiremind Cargo and CargoAi part of CargoTech; an independent entity which acts as an accelerator of tech companies and talents to transform and digitize the cargo industry."



The ECS Group Executive Chairman said the company will continue to evolve with time through innovative ideas and pursuit of creative solutions to better serve its customers and business partners.

"We are living in the new 'normal' and the challenge now is how to adapt to it. The basic observation is that the needs of our customers are ever increasing. And these needs are constantly changing. The Augmented GSA replies to their needs. Not only with the new abilities but also regarding the sustainability. Today, it is an important issue for a customer to pay attention to. The industry is aware of all this, so it responds very favourably to what we put in place and bring to the table. We are continually reviewing our positioning in relation to what might be described as traditional approaches, seeking that balance. The key in a constantly changing world is agility and that is exactly what we are offering the industry through this Augmented GSA strategy," said Thominet.

"ECS Group will continue to be the leading GSA, leading the way on important issues such as digitalization but also sustainability with a new business model. ECS Group will offer a completely diversified range of services based on all the skills already in place for TCM with the development of new activities. And perhaps in a few years' time ECS Group will be a one-stop shop for freight expertise and will no longer be considered a GSA, but will have another name," he concluded.



ECS Group continues to embark on a global expansion

Under the leadership of the Paris-born, Adrien Thominet, ECS Group has remarkably grown from strength to strength.

The globe-trotting Thominet first joined ECS in 1995 as Commercial Manager of the company's AeroCargo business unit, subsequently, becoming the Managing Director. In 2009, he accepted the challenge of leading the commercial development of the Group, and in 2011, he became the Chief Operating Officer.

In 2017, ECS Group nominated Thominet as Chief Executive Officer to fully align with the transformative needs of their partners and clients and support them to navigate the shift to compete in the digital economy.

With hard work, a unifying presence, innovation and astute business sense, Thominet delivered remarkably. By 2021, he's been named as the Executive Chairman of ECS Group, the firm he has served for more than 27 years now.

Under the new normal, Thominet and his team are bent on pursuing further global expansion. Here's their take on different continents and why ECS Group should be there.

EUROPE—The markets of Netherlands, France, Spain and Germany but also the Nordics and Eastern Europe are very active. The reduced Euro exchange rate will help competitiveness on exports, but will affect import potential into Western Europe. At the same time, capacities are increasing in particular on the North Atlantic.

The bottleneck-factor is increasingly affecting the availability of manpower to handle aircraft in the main European hubs. We see strings of cancellations at London, Amsterdam and Frankfurt for example and expect this to continue. We aim to further strengthen our customer portfolio in Europe, in particular in the domain of Total Cargo Management as we have a stronger flexibility when it comes to hiring staff in comparison to most of the airlines.

LATIN AMERICA—The region has an enormous potential, even more so with the growth of e-commerce. The number of marketplaces is increasing which is a good omen. We plan to strengthen our presence in the region in the short-term through new acquisitions allowing us to have almost full coverage in the Americas within 2022, first semester of 2023 the latest.

ASIA-PACIFIC—Asia is the "world's factory" and will soon increase its



Adrien Thominet
ECS Group Executive Chairman

market share. This is reflected in the order forecasts of Boeing and Airbus. The increase in e-commerce in the region is accompanied by a subsequent increase in perishable goods, automobiles, chemicals, etc. Our expansion plans consider the North-East, especially Japan, as having the greatest dynamic potential.

MIDDLE EAST—Dubai is our stronghold, which is developing very well. We are also looking at increasing our footprint in the Middle East further.

NORTH AMERICA—We have had a tremendous development in the USA in particular in our customer portfolio to and from South America from the USA. There is room for further growth in particular on the Transpacific trade lane where we see strong potential in particular with Asian carriers.

AFRICA—We are relying on partnerships in Africa to service our customer base in Europe. We are also looking at acquisitions, but we will do this step-by-step.

ECS Group has also its own airline, Niger Air Cargo. This is a real added value that strengthens the group's African expertise and benefits directly from GSA's know-how. Niger Air Cargo transports absolutely everything, especially military equipment.



KERRY

LOGISTICS

3PL's vital role in today's delivery cycle

The global third-party logistics (3PL) market was valued at \$1,027.71 billion in 2019, and is projected to reach \$1,789.94 billion by 2027, registering a CAGR of 7.1% from 2020 to 2027. In 2019, the Asia-Pacific region garnered the highest share in the global 3PL market. (Source: Allied Market Research)

By Ayesha Rashid

Logistics is vital to any business. In fact, it has evolved to become the cornerstone of most companies. Shipping, storage, transport and other logistical processes are some of the important aspects that need careful planning and execution, with efficient warehouses playing a vital role in this process. Having an efficient 3PL provider ensures that your logistics requirements are met at all times.

Third-party logistics (3PL) is an essential part of a company's supply chain. The 3PL provider handles a number of different services for its customers including transportation management, warehousing and distribution, inventory management, returns processing and compliance management.

3PL logistics is also a key part of supply chain management and its importance lies in the fact that it offers professional services to companies looking to outsource their logistics processes. If you're looking for an effective 3PL, you need to recruit the right people and make sure they have the necessary skillsets to carry out the job.

The global third-party logistics (3PL) market was valued at \$1,027.71 billion in 2019, and is projected to reach \$1,789.94 billion by 2027, registering a CAGR of 7.1% from 2020 to 2027. In 2019, the Asia-Pacific region garnered the highest share in the global 3PL market (Allied Market Research).

In addition, globalization has helped to establish a worldwide network of manufacturing activities. To keep it running smoothly, the demand for 3PL services is expected to increase. Furthermore, the scope of 3PL services is expected to grow during the forecast period, as productivity gains are realized. The growth of the global 3PL services market is also driven by the development of the e-commerce industry and the increase in reverse logistics operations.



"3PLs are companies that provide services such as packaging, inventory management and warehousing at a customer's location for use during shipping. A 3PL service provider's process can be as limited or as broad as the customer would like and customized to that individual customer's needs. The process can be as simple as performing a basic 'pick and pack', and as complex as full supply chain management involving movement of the goods from origin through to warehousing, raw material provision, and supply

David Mallinson, UK Airfreight Director at Kerry Logistics, explains to Air Cargo Update how a 3PL benefits a business.

A basic 'Pick and Pack'

3PLs enable commercial shippers to outsource the majority of their supply chain management functions to a 3PL provider. This provides them with better control over and cost efficiency in their logistics operations.

The third-party supply chain model was developed in the 1970s when intermodal marketing companies began receiving packaged loads from shippers and handled those loads to railroads for delivery. In the decades since, the process has become refined and modernized with 3PL software that simplifies and streamlines the whole process for 3PLs and the companies that hire them.

"3PLs are companies that provide services such as packaging, inventory management and warehousing at a customer's location for use during shipping. A 3PL service provider's process can be as limited or as broad as the customer would like and customized to that individual customer's needs. The process can be as simple as performing a basic 'pick and pack', and as complex as full supply chain management involving movement of the goods from origin through to warehousing, raw material provision, and supply management and warehousing."

Moreover, companies that outsource their order fulfillment to a 3PL do not have to invest in and maintain a fleet of logistics assets. By outsourcing order fulfillment, companies can focus more on growing and developing their core business. While the



process has become refined, modernized with software and technology, and streamlined over the years, it remains similar in many ways despite these changes.

FTL's and LTLs in 3PL

For large shipments or volumes of goods that take up the entire truck, full truckload or FTL shipping is the best option. It is a truck that carries only the company's shipment. Even if the company's shipment does not take up the entire truck capacity, the company can still book an entire truck. This ensures that goods or cargo do not end up stuck with other products when being transported.

As the name suggests, LTL - Less than Truckload carries freight from multiple shippers rather than from an individual company in one trailer. The purpose of LTL is to maximize the truck's capacity to the maximum extent possible. With less shipping requirements and fewer budget constraints, small businesses tend to favor this type of trucking load.

According to Mallinson, the role FTL and LTL play in 3PL, is essentially the last link in the delivery cycle in the process usually described as 'final mile'.

3PLs play a vital role in today's delivery cycle, providing the link between shippers and end customers. Fulfillment services and advanced logistics provide assurance that goods will reach consumers or businesses. Whether the product is going to the consumer or being used as an integral part of manufacturing process, they help ensure goods are delivered when they should be, intact and ready for use.

Role of technology

In recent years, 3PLs have embraced technology to tackle major challenges in the logistics industry. Shippers are demanding more from a logistics partner than just transportation: they need planning, processing and tracking capabilities that can be delivered through innovative technologies.

This provides fulfillment centers with greater visibility into shipments, allowing them to make fast decisions and keep their shipper partners happy.

With a tech-enabled 3PL, the shipping process is automated by having systems communicate directly with one another, therefore eliminating the possibility of



human error.

Moreover, connected technologies help with increased visibility into the 3PL's performance, as the fulfillment steps of picking, packing and shipping are directly linked to the software, allowing exactly how accurate orders are being handled.

In order to streamline shipping and order fulfillment, 3PL providers with a tech focus use a variety of advanced information technology tools to meet sellers' requirements. Besides the traditional fulfillment services and logistics operations that 3PLs and other logistics companies provide, such as inventory warehousing, picking, packing, shipping, as well as value-added services, most 3PL companies provide updated technology tools in addition to the traditional fulfillment services and logistics operations. Additionally, they can provide software that integrates data from a variety of sources to give both the seller and consumer an understanding of the order fulfillment process as well as help with decision-making.

"The biggest advantage is that tech-enabled 3PL's offer savings and greater flexibility and have a broader variety of solutions to hand that may not be available to the client currently.

"The use of technology is absolutely critical. Visibility alongside systems that are interoperable and above all easy to use, offers clients the maximum benefit and opportunity in improving their supply chains. Switching to a tech-based 3PL can provide greater flexibility with scaling up or down during peak/slack periods, saving costs and time in allowing the customer to focus on other core areas of their businesses," Mallinson further explains in our email interview.



India pushes for economic growth with launch of 'PM Gati Shakti–National Master Plan for Multimodal Connectivity'

By R. Chandrakanth

**The approach is driven by engines of growth in the following seven sectors:
Railways;
Roads; Ports;
Waterways;
Airports; Mass Transport and;
Logistics Infrastructure aimed at creating a \$5 trillion economy.**

On India's 75th Independence Day in 2021, Prime Minister Narendra Modi announced the government would launch 'PM Gati Shakti Master Plan for Multimodal Connectivity', a project for developing 'holistic infrastructure'.

'Gati Shakti' roughly translated from Hindi means 'Power of Speed' and the government had speed of economic growth in mind.

The Prime Minister launched on October 13, 2021 in New Delhi, heralding a new chapter in governance, the Gati Shakti—a digital platform—that is expected to bring 16 Ministries including Railways and Roadways together for integrated planning and coordinated implementation of infrastructure connectivity projects.

It incorporates the infrastructure schemes of various Ministries and State Governments like Bharatmala, Sagarmala, inland waterways, dry/land ports, UDAN (regional air connectivity scheme) etc.

Economic Zones like textile clusters, pharmaceutical clusters, defence corridors, electronic parks, industrial corridors, fishing clusters, agri zones are covered to improve connectivity and make Indian businesses more competitive.

It intends to leverage technology extensively including spatial planning tools from the Indian Space Research Organisation (ISRO) imagery developed by BISAG-N (Bhaskaracharya National Institute for Space Applications and Geoinformatics). The intent is to facilitate last-mile connectivity of infrastructure and also reduce travel time for people.

Seven engines of growth

"PM Gati Shakti" is a transformative approach for economic growth and sustainable development. The approach is driven by seven engines – a) Railways; b) Roads; c) Ports d) Waterways; e) Airports; f) Mass Transport and g) Logistics Infrastructure.

All seven engines are expected to pull forward the economy in unison. These engines are supported by the complementary roles of Energy Transmission, IT Communication, Bulk



Water & Sewerage, and Social Infrastructure. The approach is powered by Clean Energy and Sabka Prayas – the Central Government, the state governments, and the private sector together – leading to huge job and entrepreneurial opportunities.

The scope of the Master Plan will encompass the 7 engines for economic transformation, seamless multimodal connectivity and logistics efficiency. It will also include the infrastructure developed by the State Governments, with focus on planning, financing including through innovative ways, use of technology and speedier implementation.

World-class modern infrastructure

The projects pertaining to these 7 engines in the “National Infrastructure Pipeline” will be aligned with PM Gati Shakti framework. The touchstone of the Master Plan will be world-class modern infrastructure and logistics synergy among different modes of movement – both of people and goods – and location of projects. This will help raise productivity and accelerate economic growth and development.

The plan has been developed as a Digital Master Planning tool by BISAG-N and has been prepared in dynamic Geographic Information System (GIS) platform wherein data on specific action plan of all the Ministries/Departments have been incorporated within a comprehensive database. Dynamic mapping of all infrastructure projects with real-time updates will be provided by way of a map developed by BISAG-N.

The map will be built on open-source technologies and hosted securely on MEGHRAJ i.e., cloud of Government of India.

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It will use satellite imagery available from ISRO and base maps from Survey of India. The comprehensive database of the ongoing & future projects of various Ministries has been integrated with 200 plus GIS layers thereby facilitating planning, designing and execution of the infrastructure projects with a common vision.

Data of ministries on one platform

The digital system is a software where individual Ministries are given separate user identification (login ids) to update their data on a periodic basis. The data of all the individual Ministries will be integrated in one platform which will be available for planning, review and monitoring.

The Logistics Division, Ministry of Commerce & Industry (MOCI) will further assist all the stakeholders through BISAG-N for creating and updating their required layers in the system and update their database through Application Programming Interface (APIs).

Corporates as partners

The Prime Minister Narendra Modi has said that the Master Plan will give a new direction to the development of modern infrastructure through planning, implementation and monitoring, besides cutting down on time and cost overruns of projects.

He has asked the corporates to partner with the government and increase investments and contribute in the development of the country

He underlined the lack of coordination among the stakeholders in the traditional ways of completing projects. "This was due to lack of clear information among the various concerned departments. Due to PM Gati Shakti, now everyone will be able to make their plan with complete information. This will also lead to optimum utilisation of the country's resources."



The Union Minister of Civil Aviation, Jyotiraditya Scindia, said the success of PM Gati Shakti will catalyse the multimodal connectivity in the country, leading to realise the vision of \$5 trillion economy.

The Gati Shakti initiative will not only help in bringing more investment in the country but also help create great employment. The Union Minister said many countries all over the world, including those in South Asia, have focused on investment in infrastructure sector in the last 70 years and all of them have become developed countries now.

Master Plan for Expressways soon

The Finance Minister also apprised that PM Gati Shakti Master Plan for expressways will be formulated in 2022-23, to facilitate faster movement of people and goods. She said that the national highway motorway network will be expanded by 25,000 km in 2022-23 and 2.5 billion USD will be mobilized to complement public resources.

The intent of the government is clear – to ensure last-mile connectivity to speed up the engine of growth. The growth in GDP during FY 2022 is estimated at 8.7 percent.

It must be noted that this expansion comes against the backdrop of a very low base as the economy contracted by 6.6 percent in the previous fiscal due to the impact of strict anti-COVID pandemic restrictions and measures. India is truly in a 'Gati Shakti' mode.

The Master Plan has over 400 data layers covering various infrastructure projects, both existing and proposed, and also information about the forest land and available industrial estate. The private sector can use this for their planning. "Due to which it will be possible to get project alignment and various types of clearances at the DPR (detailed project report) stage itself. This will also be helpful in reducing your (industry's) compliance burden."

High logistics cost can be reduced

He added that the logistics cost in India is considered to be 13-14 percent of GDP and this is more than other countries. The Master Plan has a huge role in improving infrastructure efficiency, he said adding that 24 digital systems of six ministries are being integrated through Unified Logistic Interface Platform (ULIP) and this will create a National Single Window Logistics Portal that will help in reducing the logistics cost. "Our exports will also be greatly helped by PM Gati-Shakti and our MSMEs will be globally competitive."

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The Gati Shakti initiative will not only help in bringing more investment in the country but also help create great employment. The Union Minister said many countries all over the world, including those in South Asia, have focused on investment in infrastructure sector in the last 70 years and all of them have become developed countries now.

The Minister said that only 74 airports were built in the last 70 years, now 66 more airports have become functional in the last 7 years and India has total 140 airports. The cargo capacity in the ports had increased from 1280 million metric tons to 1760 million metric tons during the period.

16 new airports to come up soon

He announced that 16 new airports will be built in all five states of Central India including Rewa in Madhya Pradesh; and Ambikapur, Bilaspur and Jagdalpur in Chhattisgarh. Nine airports will be built in Uttar Pradesh, one in Rajasthan and two in Maharashtra.

100 cargo terminals in three years

The Finance Minister Nirmala Sitharaman while presenting the budget this year said that 100 cargo terminals will be developed during the next three years under the PM Gati Shakti Master Plan. She also mentioned that 400 new generation Vande Bharat trains with better efficiency will also be introduced in the next three years.



Smiths Detection: Making air cargo security a top priority

"The HI-SCAN 10080 XCT has been qualified under the US Safety Act, setting limited liability for claims related to terrorism. It is TSA certified for high-speed checked baggage screening and EU/ ECAC EDS Standard 3.0 and 3.1 as well as TSA ACSTL approved. Moreover, technology to detect dangerous goods such as lithium batteries as well as flammable solids and liquids, compressed and liquefied gases can be seamlessly integrated to enhance this scanner." -- Harald Jentsch, Head of Airports, Baggage Screening & Air Cargo Screening, Smiths Detection

By Ayesha Rashid



The global air cargo security and screening market was valued at \$687 million in 2021 and is projected to grow at a CAGR of 9.0% during the forecast period 2022-2032 (Visiongain).

Harald Jentsch, Head of Airports, Baggage Screening & Air Cargo Screening, Smiths Detection, explains how their TSA certified product Hi-SCAN 10080 XCT is fully automated in screening and detecting air cargo threats at high speed.

Bomb detection

CT scanners were originally developed for medical applications, but were also first used for security scanners in the early 1990s. They are now increasingly being used in air cargo operations, especially when speed and efficiency are of utmost importance.

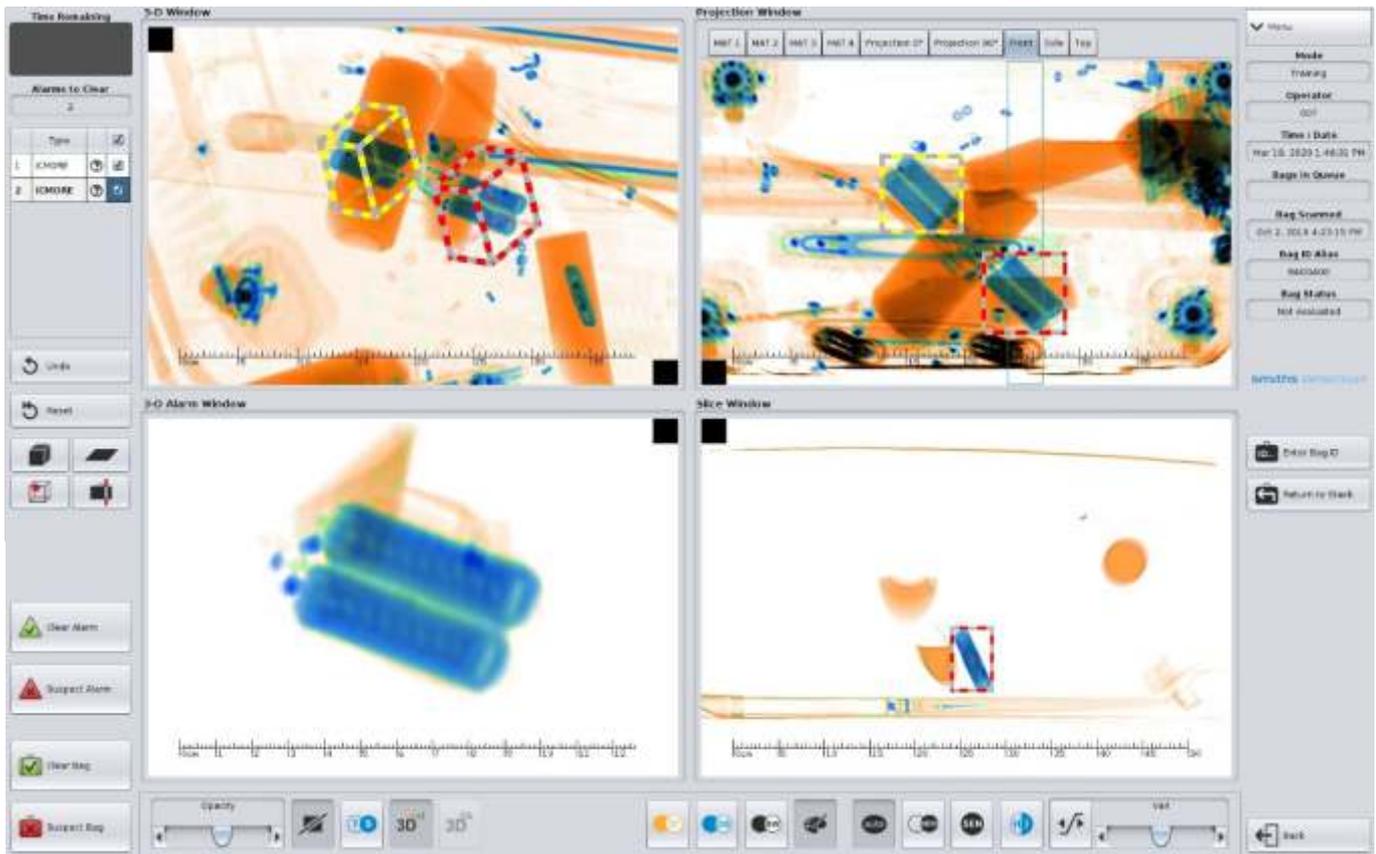
The HI-SCAN 10080 XCT is a next generation high-speed, explosives detection system (EDS) for hold baggage and air cargo. It features a dual-view dual-energy X-ray line scanner with full 3D volumetric computed tomography (CT) imaging and reconstruction. The HI-SCAN 10080 XCT has a belt speed of 0.5m/sec (98.5ft/min) and a large 107 x 81 cm (42.1 x 31.9in) rectangular tunnel. It is designed to be integrated into fully automated and networked baggage and material handling systems. This combination offers airports a

In the aftermath of the September 11, 2001 terrorist attacks, the importance of air cargo security has become increasingly apparent. Air cargo security involves a wide variety of procedures and practices designed to protect the cargo carried on commercial aircraft from terrorist attacks or other threats.

One important air cargo security procedure is known as 'screening' which refers to the process of inspecting cargo for explosives or other dangerous materials. Cargo screening may be carried out manually or using automated screening equipment.

Another key air cargo security procedure is known as 'vetting' which refers to the process of verifying the identity of the cargo's owner and the legitimacy of the cargo itself. This involves checking the cargo against various databases of banned items and terrorists.

Air cargo security measures are also designed to prevent cargo from being stolen or from falling into the wrong hands. In order to achieve this, cargo is typically screened and sealed prior to being loaded onto an aircraft.



throughput of up to 1,800 bags/hour and air cargo handlers the capability to screen 2,500 parcels/hour.

“The HI-SCAN 10080 XCT has been qualified under the US Safety Act, which sets limited liability for claims related to terrorism. It is TSA certified for high-speed checked baggage screening and EU/ ECAC EDS Standard 3.0 and 3.1 as well as TSA ACSTL approved. Moreover, technology to detect dangerous goods such as lithium batteries (iCMORE Lithium Batteries) as well as flammable solids and liquids, compressed and liquefied gases (iCMORE Dangerous Goods) can be seamlessly integrated to enhance this scanner,” explains Jentsch.

The HI-SCAN 10080 XCT combines an X-ray line scanner delivering 2D images with 3D volumetric computed tomography (CT) imaging.

The line scanner uses X-ray to penetrate air cargo goods and measure the absorption, delivering detailed material discrimination.

The CT gantry rotates at a constant speed as the baggage or cargo is carried through it on a conveyor belt. It spins around the object taking hundreds of views at slightly different angles and then reconstructs the raw scan data into volumetric 3D images using measurements based on density.

The combined comprehensive data is used to make precise measurements and very accurate judgements on substances within the bag.

Scanning process

Typically, there are two ways to meet the latest regulations - conventional, often standalone, X-ray scanners which require 100% manual image analysis; or in-line, automatic explosives detection (EDS) systems with Computed Tomography (CT) technology which only require analysts at the recheck stage. Both will deliver compliance but, operationally, there are considerable differences with high speed, in-line CT solutions offering the best outcome.

“Working to small two-four hour windows, air cargo handlers need to move huge volumes as quickly as possible using material handling systems. Although historically, standalone, X-ray scanners have been used for air cargo screening, by nature they are restricted in terms of speed. Firstly, belt speeds average around 0.2m/sec and manual loading and unloading is required and, in addition, image analysis is 100% manual. High speed, fully automated equipment (like the HI-SCAN 10080 XCT) delivers higher throughput and greater operational efficiency which suggests there is a strong business case for investing in a more sophisticated solution.

“At the start of the screening process, an automatic evaluation is made by the scanner. If the system produces an alarm and further assessment is needed, the images are passed to an operator who can make a quick decision based on 3D images which can be rotated for a 360 degree view. Due to the high level of automated detection and low false alarm rates only a few images require any operator analysis or intervention which, of course, speeds up the process and optimizes staff resources.”

If the automatic explosives detection capability of a scanner produces an alarm, the image is passed on to an operator for evaluation. Suspicious items are highlighted, and the high-resolution 3D rotatable image enables operators to make quick and accurate decisions. Additional automatic dangerous goods detection algorithms can further support operators by drawing a frame around, for example, Lithium Batteries, Jentsch explained further.

**Harald Jentsch**

Future threats neutralized

"With our suite of scanning software and technology, a wide range of aviation threats will be detected. We deliver the solutions needed to protect society from the threat and illegal passage of explosives, prohibitive weapons, contraband, biological threats, toxic chemicals and narcotics. Our goal is simple – to provide the security, peace of mind and freedom of movement upon which the world depends.

"The main security threat for Air Cargo in terms of screening is, similar to the whole aviation community, that from explosives (IEDs – improvised explosive devices) in general and particularly homemade explosives. Especially as terrorists are becoming increasingly sophisticated in developing and concealing them. It is worth noting that about 50% of air cargo is transported on passenger flights."

From a safety point of view, the growing use of Lithium Batteries and other dangerous goods poses another risk to air cargo industry; statistics from IATA have shown a strong increase of risks due to Lithium Batteries which can cause safety risks in Airplanes when not accurately packaged or secured against shortcuts as then can cause heat/fire incidents.

In addition to these threats, the tremendous

growth in network connectivity and digital data sharing exposes more and more organizations to cybersecurity threats.

Cybercrime and data breaches are on the increase and the protection against them is a priority for all stakeholders. From both a social and economic standpoint, the consequences of any violation is grave, putting a huge responsibility on companies and public administrations to prevent such breaches.

Accordingly, legislators are ramping up national safeguards and standardizing processes and regulations. By strongly evolving its capabilities, Smiths Detection is able to detect explosives substances beyond regulatory requirements.

With usage of machine learning (ML), convolutional neuronal networks (CNN) – or generally with artificial intelligence (AI) the security industry now has additional technology tools to identify threats. The human operator also represents an important stage of the detection process, as they will be responsible for differentiating between threats and false alarms.

Securing threats

There are many factors to consider when it comes to air cargo security. New standards are constantly emerging to help ensure a safe and secure transport system. Security must be present at every stage of the transport chain, from start to finish.

"Security does not only begin at the aircraft. Security permeates the transport chain from start to finish. From shippers over forwarders and airliners through to industry associations and authorities, all stakeholders in the transport chain are challenged to assure that air cargo worldwide is 100% subjected to the same thorough security checks.

"Smiths Detection equipment has been fulfilling and exceeding international legislative requirements for air cargo screening and is committed to further enhance the security chain with its comprehensive range of detection solutions. A close security chain is increasingly becoming an integral part and a hallmark of quality for global trade activities in the future. As mandated by the authorities, air cargo on passenger aircraft has to be security screened. As a world leader in transportation security, notably airport X-ray systems used in the search for illegal or dangerous items."

According to Jentsch, Smiths Detection is well experienced in providing air carriers and other stakeholders in the security chain with cargo security technologies tailored to fit their layer of security and to meet their respective legislative mandate.

Smiths Detection air cargo screening systems are designed for screening loose, bulk, containerized or palletized configurations. Experience has shown that air cargo is very much heterogeneous, starting from air mail and small parcels up to standardized container units. Depending on the respective logistics different approaches for the inspection of freight have to be found.

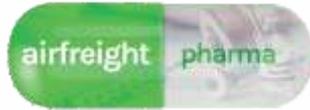
Smiths Detection offers adequate concepts for all different scenarios. In addition, Smiths Detection also provides services for the operator training and maintenance of the air cargo screening equipment to fulfill high equipment availability requirements necessary to keep that industry running.

"Technology-based security systems and methods, from X-ray scanners to explosives trace detectors, ensure the most effective and efficient detection of threats (versus manual inspection). For an industry that trades on speed, it is essential to ensure the smooth flow of goods as well as protect the quality of time sensitive goods that could easily spoil," Jentsch concludes our email interview.

Despite the importance of air cargo security, many experts believe that the current system is far from perfect. One major problem is that the screening process is often seen as being time-consuming and inconvenient. Additionally, the cost of implementing and maintaining air cargo security procedures can be prohibitive for some small businesses.

Nevertheless, the Transportation Security Administration (TSA) has made air cargo security a top priority, and new measures are being put into place all the time. In the coming years, it is likely that air cargo security will become even more important than it is today.

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Alexander Vlaskamp, CEO MAN Truck & Bus, Markus Wansch, Chairman of the Works Council at MAN's Nuremberg site, Dr. Markus Söder, Minister President of the State of Bavaria, Ulrich Zimmer, Senior Vice President Production Powertrain, Marcus König, Lord Mayor of the City of Nuremberg, and Arne Puls, Chief Human Resources Officer and Labor Director at MAN Truck & Bus.

MAN Truck & Bus sets up large-scale production of batteries for electric trucks and buses in Nuremberg

Investment decision worth around EUR 100 million is of key importance for Germany as a commercial vehicle location. The factory has manufacturing capacities of over 100,000 battery systems per year.



The MAN eTruck coming onto the market from 2024 onwards from series production will also receive battery packs "Made in Germany".

MAN Truck & Bus is set to manufacture high-voltage batteries for electric trucks and buses in large-scale production at its Nuremberg site from 2025.

The company says it will invest around EUR100 million over the next five years at the tradition-rich production site for combustion engines. Production capacities will be expanded to over 100,000 batteries per year.

The investments in the development of battery production will secure 350 jobs with a promising future. MAN Truck & Bus says this important investment decision was made in close cooperation between the company and the employee representatives and with the active support of Bavarian politicians. The decision gives Nuremberg's traditional location a clear perspective for the future.

Initially, the batteries, which along with the engines form the heart of electric commercial vehicle drives, will be manufactured manually at the MAN plant in Nuremberg in a small series production for about

two and a half years.

Construction of large-scale production is scheduled to start in mid-2023 and to be completed by the end of 2024. MAN is thus laying the foundations for the large-scale industrialization of electric drive systems for trucks and buses.

The commercial vehicle manufacturer is receiving support from the Bavarian State Government, which has promised a contribution of around EUR30 million to energy research and technology funding for the period 2023 to 2027, provided that the funding and budgetary requirements are met.

These funds will be used to conduct research in battery assembly, cell chemistry and development, battery safety, and ultimately battery recycling to ensure the sustainability of the propulsion mode.

Industrializing e-mobility

Alexander Vlaskamp, Chairman of the Executive Board of MAN Truck & Bus SE, says: "We are now starting to industrialize electromobility and continue on our path to climate-neutral mobility in commercial vehicles. It is a ground-breaking location and investment decision for the next decades. At the same time, it is part of MAN's transformation into a provider of sustainable transport solutions.

"This now paves the way for a commercial vehicle e-cluster "made in Bavaria", consisting of the production of e-trucks



at MAN in Munich, battery production in Nuremberg, research & development at both locations and excellent cooperation with the respective colleges, universities and institutes. With our investment decision, we are securing around 350 jobs at the Nuremberg site and hundreds if not thousands of jobs in Germany. Such important decisions can only be made in close cooperation with all parties involved from the employer and employee sides as well as politics."

Markus Wansch, Chairman of the Nuremberg Works Council and Vice Chairman of the General and Group Works Council, adds: "Our industry is undergoing a profound transformation. Our workforce is rightly asking: What are the perspectives? That is why it is such good news that together we have succeeded in establishing battery series production in Nuremberg. This goes to show that the future of Nuremberg as a location will also rest on the pillar of electromobility."

Complex but powerful batteries

The batteries are the result of complex assembly and real powerhouses: They are made of battery cells, which in turn are grouped into modules and combined in individual layers to form a battery housing (pack). This requires a high level of know-how and strict safety standards. Depending on the range, a heavy electric truck needs up to six of those battery packs.

This will initially give MAN's e-trucks a range of 600 to 800 kilometers. In the next generation of battery technology,

ranges of up to 1,000 kilometers are expected from around 2026. This will finally make the e-truck suitable for long-distance transport.

Around the middle of the current decade, the total cost of ownership for an e-truck and a diesel-powered one will be at the same level. MAN, thus, expects customer demand for e-vehicles to increase significantly by then at the latest – assuming the appropriate charging infrastructure is in place.

The production of heavy e-trucks will start at MAN in Munich at the beginning of 2024. The manufacturer has already put a small series on the road in 2019. MAN has also had fully electric city buses and vans on the market for some time.

Old MAN's roots

The Nuremberg plant looks back on a long tradition. With a history dating back around 180 years, it is one of MAN's roots. Trucks or components have been manufactured in Nuremberg for over a hundred years.

Today, for example, the site with its approximately 3,600 employees is responsible for the development, production, and external sales of all MAN diesel and gas engines.

With its "electrification", a new chapter is now beginning for the Nuremberg production and development site, which will also increasingly take on tasks within the TRATON GROUP: With the start of battery production, MAN Truck & Bus is strengthening its position in the TRATON GROUP as a competence partner for electromobility.

Images & Story from www.mantruckandbus.com



Ethiopian Airlines Group to buy 4 Dash 8-400 freighters from De Havilland Canada

Farnborough, United Kingdom: Ethiopian Airlines Group has signed a proposal to buy two Dash 8-400 Freighter – Large Cargo Door (F-LCD) conversion kits from De Havilland Aircraft of Canada Limited with option to purchase two more of the same aircraft.

“Cargo has played a pivotal role in Ethiopian Airlines’ operations over the past couple of years, and will remain a key growth pillar of our business over the coming years,” said Mesfin Tasew, Chief Executive Officer, Ethiopian Airlines Group. “The pandemic and subsequent recovery efforts have given rise to significant opportunities in the cargo space and we see great value in converting our older Dash 8-400 fleet to freighters to capitalize on these growing opportunities.”

Philippe Poutissou, Vice President, Customer Experience, De Havilland Canada, thanked Ethiopian for its aircraft’s capability, saying, “The Dash 8-400 aircraft’s industry-leading operating costs and environmental footprint, as well as its outstanding performance and large cabin volume have facilitated our introduction of a series of freighter options—including Quick Change, Package Freighter and LCD Freighters—to better serve the expanding cargo market.”

“We are also excited to announce our partnership with Ethiopian to offer Dash 8 freighter conversions through their experienced MRO – already a De Havilland Canada Authorized Service Facility,” added Poutissou. “This conversion capability will support Ethiopian’s fleet needs and can be offered to other Dash 8 aircraft operators in Africa and neighboring regions as an additional choice to the conversions De Havilland Canada can perform in Canada or through our Mobile Repair Team.”

The Dash 8-400 aircraft has logged over 11 million flight hours and transported more than 570 million passengers. Worldwide, the aircraft is in the fleets of more than 70 owners and operators.



Malaysia Airlines doubles capacity between Kuala Lumpur and Doha with a second daily flight

This additional service strengthens Malaysia Airlines and Qatar Airways’ strategic partnership,

allowing passengers to travel to over 96 codeshare destinations and enjoying seamless and most convenient connectivity, via the partners’ key hubs in Kuala Lumpur and Doha.

“We are delighted to increase our frequency to Doha, after a successful launch of daily service in May.

We recognize the importance of collaborating with our partners such as Qatar Airways, more so with travel demand picking up steeply for this route following the easing of borders restrictions,” said Group Chief Executive Officer of Malaysia Airlines Captain Izham Ismail.

The arrival and departure times of the double daily Malaysia Airlines flights offer customers full access to Qatar Airways’ unrivaled network to the Middle East, Europe, Africa and the US via the world’s best airport, Hamad International Airport. While simultaneously building perfect connectivity to Malaysia Airlines’ network to states within Malaysia, as well as South East Asia, North Asia and also to Australasia.

Doha, Qatar: Malaysia Airlines is doubling its capacity between Kuala Lumpur and Doha with a second daily nonstop flight starting 10 August 2022, in response to high passenger demand on this route.

The move brings the number of Malaysia Airlines flights to Doha to 14 flights weekly. The twice-daily flights will be operated by the A330-300 aircraft with 27 state-of-the-art seats in Business Class, 16 seats in Economy with extra legroom, and 247 seats in Economy Class.



TIACA welcomes 2 new board members

MIAMI, Florida: The International Air Cargo Association (TIACA) welcomed in June two new members to serve on its Board of Directors creating one of the most diverse boards in its history.

Bringing fresh perspective from the Forwarding and GSSA sectors are board members Priscilla Bueno of CRAFT Group and Joseph Lawrence, Airline Services International.



Priscilla Bueno



Joseph Lawrence

Priscilla Bueno is the Chief Transformation Officer of CRAFT Group which has built the largest operating wholesaler in ocean and air freight in South America from the ground. Their presence is in 15 South American cities and has four offices in North America (Chicago, Los Angeles, Miami, and New Jersey).

Joseph Lawrence is the President of Airline Services International which delivers an exceptional level of fully customizable GSSA services, designed to meet customer's unique needs and exceed their expectations.

"The appointment of these newest Board Members allows us to have a more diverse Board than we have ever had. It underlines our commitment to ensuring each sector of our industry and region are truly represented. I am proud of the work that we have done to reach this achievement. We welcome Priscilla and Joe to the Board and look forward to the unique knowledge they will bring, which will help shape the future of the association and the future of our industry," said Steven Polmans, TIACA Chair.



Mary Oxley

DHL Global Forwarding announces new appointments in MEA region

Dubai, UAE: DHL Global Forwarding is strengthening its MEA team with a series of new appointments this year while expanding its footprint in the North Africa region with the addition of Morocco to its North Africa cluster.



Amadou Diallo

Olivier Laurent has been named as the new Country Manager of DHL Abu Dhabi. With over 13 years of experience in the Middle East transport and logistics industry, Olivier will focus on developing DHL's Luxury Goods, Fashion and French multinational companies.

Mary Oxley is now DHL's Vice President Sales and Marketing, MEA and will be based in Dubai. She comes with over two decades of experience in the industry and most recently worked as the Regional Sector Head Consumer & Retail Asia Pacific, based in Singapore.

"We are delighted to welcome Mary and Olivier at DHL Global Forwarding. Both of them bring tremendous experience, market knowledge and skills to the table, and we could not have picked a better team to take the business forward in 2022. DHL Global Forwarding will continue to invest in the right markets and business segments to support the rapid growth of the freight market. The demand for our logistics solutions reached a new all-time high last year, driven by the significant increase in global trade, strong e-commerce and rise in shipment volumes. We look forward to continuing this growth trajectory this year with an even stronger team in place," said Amadou Diallo, CEO of DHL Global Forwarding, Middle East & Africa.



Olivier Laurent

DHL is also expanding its North Africa Cluster, which will include Morocco from the beginning of 2023. Magued Ragheb, who is currently responsible for Egypt, Libya and newly opened Algeria market, will take on the additional responsibility of managing Morocco. Magued spent 13 years in the Air Freight department at DHL, and comes with strong background in cargo operations, capacity optimization as well as marketing and commercial roles.

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Upcoming Events



World Cargo Symposium

The World Cargo Symposium (WCS) is the largest and most prestigious annual event. WCS 2022 will continue to move the industry from talk to action. The Symposium will feature plenary sessions, specialized streams, workshops and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations and Sustainability.

27-29 September 2022 | London, England

SAHA Expo 2022

The SAHA EXPO Defense and Aerospace Exhibition will be held at Istanbul Exhibition Centre in Yeşilköy, Istanbul under the management of SAHA Istanbul Defense and Aerospace Cluster Association, by SAHA EXPO Exhibition Services Inc.

SAHA EXPO 2022 Exhibition is the world's first hybrid 3D defense industry exhibition. It will take place in 6 exhibition halls of Istanbul Expo Centre on an area of 60,000 m², enabling participants to attend the live events to connect with current and potential business partners, key contacts and suppliers. After the event, the venue will be turned into a virtual exhibition for three months. More than 600 exhibitors from 25 countries will showcase the latest technologies in defense and aerospace at the event.

25-28 October 2022 | Istanbul, Türkiye

Air Cargo Forum Miami

The air cargo forum is the most traditional meeting of the air cargo community in the world. After stops all over the world, it now finds a permanent home in Miami.

In parallel transport logistic, the leading international exhibition for Logistics, Mobility, IT and Supply Chain Management now finds an additional home in the booming Florida metropolis in the south of the USA. transport logistic Americas and air cargo forum Miami thus compliments the worldwide coverage of the successful trade show concepts organized by Messe München.

The combination of both brands offers a central platform for connections, most notably to USA, North and South America but also to other continents.

08-10 November 2022

Miami, Florida, USA

World Cargo Symposium Hong Kong

The World Cargo Symposium (WCS) is the largest and most prestigious annual event. WCS 2022 will continue to move the industry from talk to action. The Symposium will feature plenary sessions, specialized streams, workshops and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations and Sustainability.

27-29 September 2022

Asia World-Expo

Middle East Trucks and Heavy Machinery Show 2022

Get on board now for the Middle East region's most promising and only dedicated Trucks and Heavy Machines event.

With sectors ranging from Trucks, Buses, Trailers, Construction Machines, Cranes, Mining Machines, Tractors, to Forklifts, Semi-trucks, Spare Parts, Lubricants, Fleet Management systems and much more, the METHM Show provides a one of its kind platforms to bring together the entire heavy machines industry under one roof.

27-29 September 2022

Asia World-Expo

The Big 5

For over 40 years, The Big 5 has provided an unmatched platform for the global construction industry to secure new business across the Middle East, Africa, and South Asia.

It's a key platform that propels businesses into new markets through live product showcases, knowledge exchange and networking opportunities, both online and in person

Visit an event packed with expert-led content, knowledge leaders and the latest products that will drive your business forward. Meet high profile decision-makers from private and government sectors, place your products directly in the hands of buyers, and provide a powerful sales message to potential clients.

05--08 December 2022

Dubai World Trade Center

MEBAA Show 2022

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

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

06--08 December 2022

Dubai Airshow Site



مطار الشارقة
Sharjah Airport



Your Cargo is in Safe Hands



PERISHABLES



VALUABLES



HONEYBEES



HORSES



PHARMA

- ▶ Easy and transparent procedures mean your cargo moves with minimal wait time.
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- ▶ Availability of cool units to facilitate perishables handling.
- ▶ Safe and secure handling.
- ▶ Bespoke services for cargo flights dedicated to carry live honeybees.
- ▶ A dedicated ramp for horse handling with AstroTurf flooring.
- ▶ First airport to offer IATA CEIV Pharma certified cargo handling services in the Middle East and Africa.
- ▶ Our ability to expedite handling at reasonable rates makes us especially popular with Charter and ad hoc operators, especially those involved with sea-air traffic.





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