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Managing Director
MENA Cargo



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Challenging the challenges

This was an onerous year for the aviation industry as it had to overcome the most pathetic damages done by the universal pandemic which induced humanity to deference before the Coronavirus incursion.

Similarly, the ongoing Russia-led war in Ukraine has enforced the industry to come up with a more comprehensive approach toward easing the functioning of transport throughout the world. Thereby, increasing the demand for intensifying the digitalization process of aviation industry.

Amidst all these challenges the laudable progress in the Air Cargo Network such as MENA cargo has set new wings to the industry. In this edition, we bring you the story of MENA Cargo which started its journey in 2020 from Bahrain, and by the end of 2022, it has now covered the entire Middle East, Africa and South Asia.

Also in this edition we will discuss the ninth edition of the MEBAA show which is going to take place in December highlighting the booming future for the business aviation industry in the post-pandemic era.

Addressing the purpose of the event the Founding and Executive Chairman of MEBAA, Ali Ahmed Alnaqbi said "The business aviation industry has seen remarkable growth over the last few years, and this has opened up huge opportunities for innovation. With less than a few weeks to go. The entire community is looking forward to this major event in the business aviation industry that offer the ideal platform to showcase new technologies and solutions, network with industry leaders and tap into the latest trends that are shaping the future of business aviation. We look forward to welcoming representatives from across the sector and working together to take business aviation to new heights."

We'll also bring you insights from experts on how \$400 billion worth of food is wasted every year and how supply chain solutions can be sought to overcome this challenge.

Also we will give updates on the latest developments in air cargo, airlines, airports, logistics and more in this edition of **Air Cargo Update**.

Gemma Q. Casas
Editor-in-Chief

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"The Next Generation is all about finding the perfect fit – whether it is our future freighter fleet, or the ideal container for a customer's special cargo, or our office work environment. It is an exciting time to be working in air cargo, and I love the responsibilities that come with my job." Stacey Choi, Senior Cargo Sales Support Officer, Hong Kong.

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The Lounge

Family, cycling, running & reading for this father of four CFO



James Harris
CFO, ACL Airshop

Harris also enjoys reading and one book 'Younger Next Year' keeps guiding him on how to enhance life experiences through relationships and fitness.

Any inorganic growth through acquisitions should complement the base business and serve to make the combined enterprise stronger and more defensible, not just bigger. It does feel good to be part of a business that is increasing its span of operations, providing meaningful growth opportunities for its employees, and constantly enhancing the service offering to its customers. I feel at home in that regard at ACL Airshop. The team at ACL Airshop has welcomed me and enabled me to get involved in the business in meaningful ways, and that is important to me. The entire organizational culture is built around being highly responsive to customer requirements with creative solutions."

Life is not all about work, right? Harris has a nice work-life balance, spending time with his family – wife and four children with the youngest graduating from school this year – especially hiking and being on the beautiful lakes in South Carolina.

And he is extremely proud of his children, describing them as "nice human beings and highly successful in their respective fields."

Harris also enjoys reading and one book 'Younger Next Year' keeps guiding him on how to enhance life experiences through relationships and fitness.

"I enjoy running and cycling, and I have participated in several fundraising events over the years around those activities," he shared. He participated in Pursuit to help awareness of Americans with intellectual and development disabilities and to provide critical funds for the Center in Houston, Texas.

"For this specific event, a friend was riding his bicycle from the west coast to the east coast of the United States with sponsors to raise awareness and money for this important group, and I joined him and a small group for the leg from Minneapolis to Chicago, about 500 miles of challenging terrain. I find it fulfilling to help any worthy cause while doing something fun with people that I respect."

Harris knows Japanese having lived in and around the northernmost island of Japan, Hokkaido. He admires the Japanese for their discipline, organisational skills and the pride they take in their long history.

Almost a year into US-based ACL Airshop as its Chief Financial Officer, James W. Harris is already at home, despite having spent most of his working life in the energy services sector, simply because the skills he has developed are transferrable to any business. That's called agility, flexibility and adaptability. There is another aviation angle to it too, his father was a career US Navy pilot.

As a career-minded professional, Harris is a quick learner, with significant experience with leasing businesses that are embedded in a broader service offering. "I have found my skill set to be useful for ACL Airshop's business, helping the commercial team structure attractive long-term contracts that are beneficial for our customers and for ACL."

In a career spanning over three decades, many in the energy sector, Harris who played key role in several acquisitions in his earlier avatar, believes "any successful and thriving organization should achieve admirable growth trajectories by exploiting organic opportunities available to it, like ACL Airshop has been doing throughout its 30-year history.



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Emirates SkyCargo expands cargo fleet with 5 Boeing 777 freighters costing \$1.7B

DUBAI, UAE: Emirates SkyCargo is expanding its cargo fleet with five new Boeing 777 freighters valued at more than \$1.7 billion at list prices.

Emirates was a launch customer for Boeing's 777 freighter and is currently the world's largest operator of the 777 family, with nearly 150 of this type on its fleet. Boeing's best-selling freighter, the 777F is the world's largest, longest-range and most capable twin-engine freighter flying today, with 17% lower fuel use and CO2 emissions compared to prior airplanes.

Boeing [NYSE:BA] and Emirates jointly made the announcement with the latter highlighting the prospect for continued good business in the global air cargo industry.

"Emirates is investing in new freighters so that we can continue to serve customer demand with the latest fuel-efficient aircraft. This order reflects Emirates' confidence in air freight demand and overall aviation sector growth. It lays the ground for our continued growth, which is driven by the reach of our diverse global network, the advanced handling infrastructure at our Dubai hub, and the tailored transport solutions that Emirates has developed to serve our varied

customers' needs," said HH Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive of Emirates Airline and Group.

The five new freighters will bring to 16 the total number of Emirates SkyCargo's B-777 freighters with 11 currently in operations. At last November's Dubai Airshow, Emirates announced a \$1 billion investment to expand its air cargo capacity, including two new 777 Freighters that joined Emirates' fleet this year.

"We value the trust that Emirates has repeatedly placed in its all-Boeing freighter fleet," said Stan Deal, President and Chief Executive Officer Boeing Commercial Airplanes. "The expansion of Emirates' fleet with these additional fuel-efficient 777 Freighters will enable the airline to support its growing cargo market demand, transporting goods rapidly and efficiently from origin to destination in the Middle East and around the world."

Challenge Airlines MT celebrates its AOC

MALTA: Challenge Airlines MT has another reason to celebrate this year—it received its Air Operator Certificates (AOC).

"A Challenge shared is a challenge halved – or, in this case, now shared amongst three strong players," says Mauro Porta, Accountable AOC Manager at Challenge Group. "It is the day we have long been waiting for: our new Maltese airline, Challenge Airlines MT, has finally received its AOC and can now officially participate in the many challenging opportunities that are entrusted to the Challenge Group!"

Challenge Airlines MT has a fleet of two B767-300ERs, both with a payload of 60 tonnes each. A pool of 10 pilots is available to fly all the specific routes out of the Group's hub and Europe largest all cargo airport, Liège (LGG), Belgium.

The anticipated commodities on board of these aircraft, will likely be a mix of perishables, pharma, and sea-air connections in the short-term, broadening out to include high yield long-haul shipments such as e-commerce and the Group's known expertise: horses, cars



& engines in the long-term.

"With the official presentation of our AOC, Challenge Group is ready to implement its carefully thought-out network service," Or Zak, Commercial Vice President of Challenge Group, reveals. As with Challenge Group's two other airlines, Challenge Airlines MT will operate regular services between Liège (LGG), Tel Aviv (TLV), Sharjah (SHJ), John F-Kennedy New York (JFK), and Mumbai (BOM).

Captain Charles Pace said the Civil Aviation Directorate was extremely pleased with the inclusion of Challenge Group to the 9H list. "Challenge Group has been present in Malta for some time now and they have presented us with an exciting plan for the coming months." He thanked the team from CAD led by Ing Connie Di Cesare, the Nominated persons from Challenge and the management who selected Malta for this ambitious project. "We look forward to the coming months to see the company grow and add additional aircrafts to its fleet."



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Etihad Cargo doubles cool storage capacity to meet growing pharma demand

The 3,000-square-meter facility is equipped with the latest technology and is in full alignment with Abu Dhabi's vision of becoming a hub for pharmaceuticals and life sciences products.

Abu Dhabi, United Arab Emirates: Etihad Cargo announced it's doubling its cool storage capacity at Abu Dhabi International Airport's (AUH) Cargo Village dedicated to pharmaceuticals which is steadily growing on demand.

Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, in partnership with Etihad Airport Services and Abu Dhabi Airports, are preparing to launch the new state-of-the-art pharmaceutical cool chain facility soon. It will significantly expand the airport's pharmaceutical handling and storage as well as capabilities for the storage, handling and transportation of other cool chain products.

Etihad Cargo's customers will benefit from the carrier's expanded International Air Transport Association (IATA) Center of Excellence for Independent Validators (CEIV) Pharma certification for pharmaceutical and life science logistics and provision of world-class, end-to-end temperature-controlled solutions for the transportation of pharmaceuticals across the carrier's global network.

Prior to the opening of the new pharmaceutical facility at the carrier's Abu Dhabi hub, Etihad Cargo transported over 50,000 tons of cool chain products, including pharmaceutical and healthcare products via its PharmaLife product and fresh produce via its IATA CEIV Fresh-certified FreshForward product, in the past twelve months.

"Etihad Cargo is proud to have collaborated closely with Etihad Airport Services and Abu Dhabi Airports to launch the new pharmaceutical storage and handling facility. The expanded infrastructure will offer best-in-class pharmaceutical shipment solutions to Etihad Cargo's customers and is the latest step in supporting Abu Dhabi's vision to cement its position as a global pharmaceuticals and life sciences hub," said Martin Drew, Senior Vice President Global Sales & Cargo at Etihad Aviation Group.

"This joint venture located at Etihad Cargo's hub at Abu Dhabi International Airport provides the perfect location to link the Middle East to not only Asia and Europe, but also the US and Africa, so life-saving medicines and the latest treatments can be transported seamlessly around the world to those that need them the most. Investment into the carrier's infrastructure and Abu Dhabi hub will enable Etihad Cargo to meet the future challenges of the pharma supply chain and will play a significant role in co-creating a robust and future-proof healthcare ecosystem here in the UAE & around the world."

The additional 3,000 square-metre facility comprises the latest technology and features, including bulk loading docks with levellers, high-speed roll-up shutters, insulation and a real-time temperature monitoring system, which will enable



Officials of Abu Dhabi Airports and Etihad Cargo during the signing ceremony for their latest partnership agreement. Image Credit: Etihad Cargo

faster and more efficient loading with stricter temperature controls, increased storage space, additional build-up and breakdown zones for improved production workflows and upgraded cool chain facilities for Etihad Cargo's PharmaLife handling and storage operations. The new facility will also feature new x-ray screening for customs inspections within a fully temperature-controlled environment and new dedicated thermal covers.

Steven Polmans, Vice President of Business Development & Regulatory Affairs at Abu Dhabi Airports Free Zone (ADAFZ), said, "The upcoming launch of this dedicated pharmaceuticals storage and handling facility will enhance AUH's capabilities as a cargo hub and aligns with Abu Dhabi's vision of becoming a global business, pharmaceutical and life science hub. The strong collaboration between Etihad Cargo, Etihad Airport Services and Abu Dhabi Airports will continue to increase pharmaceutical cargo volumes and further position Abu Dhabi as a major solutions provider in the logistics supply chain."

The new cool chain facility will enable the safe storage and handling of a vast range of pharmaceutical products requiring different temperatures and conditions. To meet the requirements for transporting dangerous goods in frozen and deep-frozen conditions, PharmaLife provides premium tailored solutions to handle temperature-controlled conditions from -80 to 25 degrees Celsius via the carrier's portfolio of leased active and hybrid containers. Etihad Cargo also utilises traditional containers that meet standard temperature requirements, from 2 to 8 and 15 to 25 degrees Celsius.

Jubran Al Breiki, General Manager at Etihad Airport Services – Ground & Cargo, said, "In addition to offering a fully equipped pharmaceuticals centre, temperature-controlled rooms and 24/7 end-to-end cargo support, the innovative systems within the facility enable pharmaceuticals to be effectively tracked and traced. This benefits Etihad Cargo's customers and all other stakeholders with greater transparency, real-time status updates and makes the transportation of cargo quicker and more efficient."

From the newly established pharmaceuticals hub, Etihad Cargo will continue to work closely with customers and partners to ensure the smooth, efficient, safe and on-time delivery of pharmaceuticals and life sciences products. To meet the requirements of personalised medication and treatment, including cell and gene therapies, Etihad Cargo says it is exploring the utilisation of artificial intelligence to improve forecasting and automation to enhance the carrier's current capacity and capabilities.

Lufthansa Cargo's A321 freighter connects Evenes in Norway with the world

FRANKFURT, GERMANY: Lufthansa Cargo has introduced weekly A321 freighter flights to Evenes Airport (EVE) in northern Norway in November giving the Norwegian fisheries industry, particularly fresh Salmon, wider route for export.

A joint project between the Norwegian salmon producer and exporter Nordlaks, the freight forwarder Salmosped and Lufthansa Cargo delivers the freshest fish and seafood to global markets.

Evenes Airport is located near the city of Harstad/Narvik and is part of the province of Troms og Finnmark in Norway. Located north of the Arctic Circle, this region is considered the gateway to the Lofoten Islands, making it a very important market for fish and seafood.

The area around Evenes Airport is home to a number of salmon producers. Both the catch of wild salmon and the income from salmon farming are growing steadily. In 2021 alone, more than one million tons of salmon were exported from Norway.

"Efficient logistics is key. Customers in Asia expect to receive fresh products of high quality. We are very satisfied that we can develop new and innovative solutions together with partners like Lufthansa Cargo and Salmosped to serve our customers," said Eirik



Nikolaisen, Chief Commercial Officer Nordlaks.

In view of the high demand for Norwegian fishery products, the direct A321 freighter connection will enable the shortest delivery times to the respective global markets. Transporting fish and seafood as premium products requires compliance with the highest quality standards for customers as well as authorities.

Complementing the quality service promise, Lufthansa Cargo's new connection also offers a novelty of transporting fresh produce from Norway directly to the Frankfurt hub and from there on to numerous destinations within the international freighter and passenger network of Lufthansa Group Airlines.

"I am pleased about this air cargo product innovation. Thanks to the flexibility of the A321 freighter, we are able to build a customized supply chain solution for individual customers. We are not only helping to ensure that fish and seafood from Norway reach their destinations around the world even faster, but also in the best and freshest quality. In some cases, we are cutting the delivery times from four to six days to less than 24 hours thanks to the direct connection via our Frankfurt hub", emphasizes Ashwin Bhat, Chief Commercial Officer at Lufthansa Cargo.



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Silk Way West Airlines gets 2 more Boeing 777-8 Freighters



Everett, Washington / Baku, Azerbaijan: Silk Way West Airlines shows no sign of slowing down its impressive record of growth, having secured a deal to offer even more cargo capacity in the future with the purchase of two Boeing 777-8 freighters with option to buy two more aircraft.

The companies signed agreement in Everett, Washington and aircraft deliveries are planned for 2029 and 2030.

Boeing said Silk Way West Airlines is the first customer in the whole Central Asia region to order the industry's newest, most capable and fuel-efficient twin-engine freighter. The aircraft can carry over 118 tonnes of structural payload with a range of over 9,200 km. With its advanced technology, new GE9X engines and composite wing design, the 777-8 offers 30 per cent greater fuel efficiency and emission levels as well as 25 per cent lower operating costs per tonne. As a result, the new aircraft will also make an important contribution to the airline's sustainability goals.

This investment will not only enable Silk Way West Airlines, which serves 40 destinations around the world, to further

expand its international network and meet growing demand for cargo transport, but will also strengthen Baku as a key international cargo hub. The Azerbaijani capital has become increasingly important for the Middle Corridor linking Europe and the Western Hemisphere to Asia through the Caspian region.

Back in April 2021, the cargo airline signed a purchase agreement for five Boeing 777s, setting the course for further fleet growth. Now, the new 777-8 aircraft complement SWWA's fleet development plans by enabling the necessary operational commonality, enhancing a long-term strategy of sustainable growth as well as allowing the Azerbaijani carrier to continuously improve service to its customers.

"We are pleased to announce this order with our longstanding partner Boeing and become one of the world's first customers for the newest freighter," said Zaur Akhundov, Silk Way Group president. "This year Silk Way West Airlines celebrates its 10th anniversary, and over the past decade we have been operating an all-Boeing fleet. Today's agreement reflects our ongoing investment in Boeing's market-leading freighters. Our fleet renewal plans will help to further reduce our operating costs and enhance fuel efficiency as well as make air freight services in our region more sustainable".

"With sustained demand for air cargo tied to expanding e-commerce and air freight's speed and reliability, Boeing expects the global freighter fleet to increase by 60 per cent through 2041," said Stan Deal, President and CEO of Boeing Commercial Airplanes. "We are proud that Boeing products, including this order for the 777-8 Freighter, continue to drive Silk Way West Airlines' expansion plans and help realize the ambition of making Baku a global cargo hub."

Kuwait International Aircraft Leasing takes delivery of 3rd Bell 429

Kuwait: Bell Textron Inc., a Textron Inc. (NYSE: TXT) company, recently delivered a Bell 429 helicopter to Kuwait International Aircraft Leasing (KIAL), which will be used by the Ministry of Health (MOH) for Helicopter Emergency Medical Services (HEMS), the third delivery in the country.

"I'm delighted to see this delivery and honored that Kuwait has chosen a Bell platform to add to its existing fleet – there couldn't be a better testament than this," said Sameer Rehman, managing director, Bell.

"We're delighted to receive this latest addition to our fleet of 429s, being already very familiar with the model's excellent performance in our extreme summer temperatures. This new aircraft means we can expand our services even further, helping mobilize patients quickly and comfortably to medical facilities; and ultimately, save more lives," said Steven Mathews, vice president, Kuwait International Aircraft Leasing.

Known for its speed, range and low lifecycle costs, the Bell 429



reached 500,000 global flight hours at the beginning of the year and continues to show just what a reliable and versatile platform it is. One of the most successful light twin helicopters of its class, its versatility means it can perform a variety of missions, from corporate transportation and energy to public safety, law enforcement and of course, HEMS.



Qatar Airways Cargo boosts growing network with winter schedule enhancements

Qatar Airways Cargo which serves over 20 passenger and freighter destinations in the Middle East, recently launched a new freighter service to Riyadh, the capital and largest city in Saudi Arabia. The cargo airline uses Boeing 777 freighters twice a week for the route, with 100 tons cargo capacity each way, per flight.

DOHA, Qatar: Qatar Airways Cargo announced increased flight frequencies to multiple popular destinations in the Middle East, Europe and Americas this winter to help its customers meet their growing business demand this season.

"We are always ready to adapt to our customer needs and there is a great potential for growth in many regions as our winter schedule changes indicates. We are happy to introduce frequency upgrades and give our customers access to more direct capacity which will ultimately benefit their business. In line with our Next Generation strategy, we will always put customer at the heart of everything we do by continuing to invest in our fleet, infrastructure, network, products, service and technology," said Guillaume Halleux, Chief Officer Cargo of Qatar Airways Cargo.

Qatar Airways Cargo which serves over 20 passenger and freighter destinations in the Middle East, recently launched a new freighter service to Riyadh, the capital and largest city in Saudi Arabia. The cargo airline uses Boeing 777 freighters twice a week for the route, with 100 tons cargo capacity each way, per flight.

Cargo capacity is also set to increase to and from other Middle Eastern cities, as the airline increases its flights from 2 to 4 for Kuwait, and from 1 to 3 for Muscat by adding two A310 freighters per week to each of these cities.

In Europe, the cargo carrier offers its air freight services to and from 48 destinations, operating both, belly-hold cargo services as well as freighters. The carrier recently launched two new

freighter stations in Athens, Greece and Vienna, Austria. Qatar Airways Cargo will operate once a week Boeing 777 freighter to Athens with 100 tons of cargo capacity each way, per flight and once a week A310 freighter to Vienna, with over 35 tons of cargo capacity each way, per flight.

Effective 15 November 2022, Qatar Airways Cargo has also introduced belly-hold cargo services to Dusseldorf, expanding its network in the European region. The launch of daily flights between the two cities increases cargo capacity from Germany to over 1,500 tons each way, each week. The carrier will also be increasing its flights to Amsterdam by adding three weekly freighter flights effective 5 November 2022 and three weekly passenger flights effective 23 December 2022.

In the Americas, the airline covers 21 passenger and freighter destinations and has introduced additional frequency to Chicago increasing its freighter flights from 10 weekly to 11 weekly in addition to a daily passenger service.

The cargo carrier recently launched its Next Generation strategy, with digitalization as a key pillar. Qatar Airways Cargo has also pioneered its next generation Digital Experience platform with a revamped, comprehensive, and intuitive cargo customer portal called Digital Lounge bringing added value to the airline's customers, offering better engagement and interaction, increased productivity and time management, as well as

Qatar Airways Cargo enhanced flights across continents

- Muscat – 3 weekly flights from 2 November 2022 (in addition to daily passenger flights)
- Kuwait - 4 weekly flights from 3 November 2022 (in addition to 35 weekly passenger flights)
- Amsterdam - 14 weekly flights from 5 November 2022 (in addition to 10 weekly Passenger flights from January 2023)
- Chicago - 11 weekly flights from 5 November 2022 (in addition to daily Passenger flights)
- Riyadh - to 2 weekly flights from 1 November 2022 (in addition to 12 weekly Passenger flights)
- Athens - 1 weekly flight from 5 November 2022 (in addition to daily Passenger flights)
- Vienna – 1 weekly flight from 4 November 2022 (in addition to 10 weekly Passenger flights)

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WFS opens new cargo Terminal 3 in Copenhagen



PARIS/COPENHAGEN: Worldwide Flight Services (WFS) says it has opened its latest and third cargo handling facility at Copenhagen Airport, adding a further 3,700m² warehouse facility to its handling infrastructure in Denmark's capital.

WFS handles over 100,000 tonnes of cargo a year in Copenhagen, carried onboard passenger and freighter services.

"Copenhagen is a very progressive airport with a strong commitment to supporting its cargo customers. Since 2008, WFS has also demonstrated its confidence in the Danish and regional air cargo market through our continued investment and expansion, and we will continue to play a lead role in the growth of the airport and the airlines who fly here. We see a great future," said WFS' Managing Director Scandinavia, Thomas Egeland.

Since opening its first Scandinavian handling operation in Copenhagen in 2008, WFS has become the largest cargo handler at the airport, serving over 30 airline clients with flights to the Danish capital. It also provides cargo handling services for more than 125 offline carriers.

The original 4,600m² cargo warehouse terminal was added to with a new 3,000m² Terminal 2 facility in 2010, and, in 2019, WFS also invested in a new GDP-certified Pharma facility, increasing its footprint by a further 1,500m², to support the cluster of life science companies in the Greater Copenhagen area.

Earlier this year, WFS also entered a renewable energy partnership with NRGreen in Denmark to generate 100% of its power requirements by positioning 3,500 high efficiency solar panels across the roof area of WFS' cargo facilities at Copenhagen Airport.

The establishment of the 1.4 MW solar power system – the largest in the Greater Copenhagen area – will provide an annual CO₂ saving of up to 240 tons, the equivalent of a passenger car driving 57 times around the world. This is sufficient to power WFS' all-electric forklift and vehicle fleets and the LED lighting systems in its warehouse operations, and return surplus energy to the national grid.

HAMBURG, GERMANY: Feeder ships can now be strategically used for container transfers between the major terminals in the Port of Hamburg, reducing road congestion in this busy port city in Germany.

The idea was a joint collaboration between Danish shipping company Unifeeder, the initiator, Hamburg software specialist DAKOSY and DIHLA DAKOSY

Interessengemeinschaft Hamburger Linienagenten (DIHLA). Collectively, they have created a digital process that also covers customs handling. The companies said the move will reduce the number of truck journeys between the terminals, shorter waiting times at the terminals and a related decrease in CO₂ emissions.

Every day in the Port of Hamburg, container transshipments (transfers of containers between large container ships and feeder vessels) which are not loaded at the same terminal happen on a huge scale. In total, the Port of Hamburg had approximately 3.3 million TEU of transshipments in 2021, although not every transfer result in a transshipment. "Ship-based transshipments can take several thousand containers off the road each year. Every container we can move via waterway means a reduction in CO₂," DIHLA Managing Director Alexander Geisler pointed out.

Florian Pein, Area Director West and Central Europe at Unifeeder, noted their company get up to 85 terminal



Hamburg welcomes transshipments by feeder ships

calls per week in Hamburg and the measure is a big help to maximize their resources while benefiting customers and in the face of truck driver shortage in the country.

"Looking further ahead, Unifeeder is endeavoring to switch 50 percent of its transshipment operations from trucks to feeder carriers," said Pein. "We have been feeling the effects of the declining number of young truck drivers for years. This is increasingly leading to a serious lack of transshipment resources and leads to long waiting times in the Port of Hamburg."

"The application is also of interest to other feeder carriers and can be used by them starting in November," emphasizes DAKOSY project manager Franz Schwanke. "The module has already proven itself in live testing. During the three-month pilot phase, Unifeeder transferred about 50 containers per month."



Air New Zealand Cargo strengthens presence in Australia with ACP Worldwide

Through ACP Worldwide the airline's customers will be able to obtain rates and access to over 100 flights per week out of Australia to New Zealand. This will include the airline's domestic & international network including destinations to the Pacific Islands, Asia, and the USA.

Delighted with the appointment, ACP Worldwide Regional Director Ross Di Lizio, commented, "After a long history of success as the leading GSA in this market we are absolutely stoked to be able to continue to add a fantastic product such as Air New Zealand Cargo to our customer airline profile in this region."

General Manager Australia for ACP Worldwide, Joe Galic, added, "Air New Zealand Cargo is experts when it comes to developing custom solutions for cargo across the Tasman, so we look forward to providing the cargo solutions that may need extra care and attention from those key origins."

Air New Zealand Cargo Manager Australia, Sandro Penzo, noted, "We are confident Joe and his team have the experience and expertise to make the most of local conditions and are looking forward to work together to help get cargo to markets around our network."

AUCKLAND/HOUNSLOW: Air New Zealand has chosen ACP Worldwide Ltd. as its GSA (General Sales Agent-Cargo) for key Australian markets, including Adelaide, Hobart, Cairns and the Gold Coast.

ACP Worldwide says this will allow the company to work with existing frontline relationships and develop new business in those markets, enhancing the Air New Zealand offering.

AD Ports Group and Transmar launch new Pakistan Service

Abu Dhabi, UAE: AD Ports Group and Transmar International Shipping Company (Transmar) have launched a new container shipping service linking Karachi, Pakistan's busiest port, with the major maritime economies of the Middle East and East Africa.

AD Ports Group says the new route will contribute to its strategic objectives of increasing regional and global connectivity. Primarily, it will provide weekly connections for cargo between Karachi Port and AD Ports Group's flagship Khalifa Port in Abu Dhabi, in addition to Jebel Ali Port in Dubai, Dammam and Jeddah in KSA, Aqaba in Jordan, Sokhna and Adabiya in Egypt, plus Port Sudan and Djibouti.

Karachi Port is a key economic hub that deals with approximately 60 percent of Pakistan's cargo, handling on average 26 million tons of cargo per annum. The deep natural port offers an 11 km approach channel, which enables safe navigation for vessels up to 75,000 tonnes deadweight.

The launch of the new Pakistan route follows AD Ports Group's acquisition of a 70 percent shareholding in Egypt-based Transmar and Transcargo International S.A.E. (TCI) in September 2022.

The new service uses containers provided



by Transmar on slots, largely provided by other AD Ports Group companies SAFEEN Feeders and Global Feeder Shipping (GFS), which it acquired earlier this month. By deploying synergies between its companies, AD Ports Group says it will significantly enhance connectivity across the region.

"AD Ports Group is working to continuously improve the level of excellence, efficiency and connectivity available to our customers, leveraging the synergies of our recent acquisitions and the high level of support provided by our integrated team. The new weekly service will connect Pakistan's busiest port with key maritime hubs across the Gulf, Red Sea, and East Africa, enabling the region to foster and increase integrated and collaborative trading partnerships," said Captain Ammar Mubarak Al Shaiba, Acting CEO – Maritime Cluster and SAFEEN Group, AD Ports Group.

Ahmed El Ahwal, Managing Director, Transmar International Shipping Company, noted, "As a result of AD Ports Group's shareholding in Transmar, we are pleased to be able to offer customers across the Middle East and East Africa greater connectivity to Karachi, which is one of the largest ports in South Asia, as well as the enabling customers in Pakistan to reach a wide range of key markets."

Pakistan and the UAE enjoy a dynamic economic relationship, with bilateral trade in 2021-22 between the two countries valued at approximately US\$ 10 billion. In 2020, the top exports from Pakistan to the UAE were US\$ 122 million in gold, and US\$ 109 million in beef. Top exports in 2020 from the UAE to Pakistan were US\$ 2.21 billion in refined petroleum, and US\$ 1.04 billion in crude petroleum.

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MENA Cargo takes off from Bahrain to the world

By R. Chandrakanth



Iman Marco
Managing Director
MENA Cargo

MENA Aerospace was keen on adding the vertical of cargo to its portfolio with reach not just in the Middle East or North Africa, but in South Asia too. For that, it entered into an alliance with Air Cargo Network (ACN) with which its vast connectivity in South East Asia and beyond is going to provide the best of springboards for growth.

M

MENA Cargo was born in 2020 in Bahrain during the height of the pandemic as a brand under MAE Aircraft Management WLL which is part of MENA Aerospace Enterprises WLL.

MENA Cargo got its Air Operator's Certificate (AOC) by Bahrain's Ministry of Transportation and Telecommunications' Civil Aviation Affairs (CAA) department in 2021. And since then, it has been steadily growing, providing scheduled and charter air freight services across underserved markets in the Middle East, Africa and South Asia.

Its assets and operations are structured to afford maximum flexibility at minimal costs. A key feature of MENA Cargo's operations is its efficient Smart Booking System for registered agents.

MENA Aerospace was keen on adding the vertical of cargo to its portfolio with reach not just in the Middle East or North Africa, but in South Asia too. For that, it entered into an alliance with Air Cargo Network (ACN) with which its vast connectivity in South East Asia and beyond is going to provide the best of springboards for growth.

In this Q&A with **Air Cargo Update**, MENA Cargo's Managing Director-Designate, Iman Marco, a lawyer who specializes in corporate laws, gives more insights on the company's expansion and growth plans.

Were you in the right place and at the right time to launch MENA Cargo, considering that the pandemic helped cargo business, particularly pharma and humanitarian relief?

MENA had on good authority received strong recommendations that ACN were steady and successful cargo airline operators, and when we met, it matched their expectations. Their ambition to build a successful cargo airline in Bahrain and the MENA region, and our ambition to grow our business is what binds us together.

It is being one year since you received the air operator certificate (AOC), could you give us an overview of your business in this one year?



Our fleet deployment will be over the next 18 months a total of six aircraft which will include a B737-300F, B737-800F and B767-300F. These will be a combination of both owned aircraft and leased aircraft.

MENA Aerospace's initial year was always going to be an establishment year where it was going about getting a footing in the market. Its growth plans were hampered by multiple reasons that are now history and we are looking forward to more positive growth.

Is it a sustainable business?

I think sustainability in the cargo airline business will be dependent on three key drivers – firstly the capital structure of the business; the presence of a strong existing demand for cross-border movement of goods (trans-shipments, imports and exports) within its region of operations; and finally, the experience and ability of its management team to manage, maintain, and to conduct operations smoothly and cost-effectively.

Today, an airlines sustainability remains challenging and is a niche skill. Asia Cargo Network brings to MENA Cargo its vast experience to compete in the air cargo market, and to manage the business in a versatile manner to adapt with the ever-evolving industry with asset-deployment and cost-management strategies. This type of management would ensure the sustainability of the business regardless of the global-economic challenges we now see.

Your plans are to serve underserved markets as well, could you tell us which these markets are, considering the operational challenges these would throw up?

I think that this was a phrase used by MENA Cargo prior to ACN joining. We are taking the lead here and with this new partnership formed, we will be coming in strong to serve the growing need of the regional Middle East and North Africa market demands with additional freighter operations. There will also be more markets that we will be



operating into in the near future including West Asia, Eastern Europe, Pakistan, India and Bangladesh.

Operational challenges are common. We have had vast experience operating in various challenging areas like Bhutan or even Papua in Indonesia (for example, terrain challenges or destinations with under-developed infrastructure), MENA Cargo will have an experienced management team that will undertake a more tailored and hands-on approach to face potential operational challenges.

Where are your scheduled freighters to and from?

We will be operating out of Bahrain and Sharjah (UAE) to various markets mentioned above.

What is your fleet size, tonnage capacity? Is the fleet owned or leased?

Our fleet deployment will be over the next 18 months a total of six aircraft which will include a B737-300F, B737-800F and B767-300F. These will be a combination of both owned aircraft and leased aircraft.

The first of six is due to arrive within the next two months, and will begin operations immediately. In terms of tonnage capacity, the B737-300F has up to 17tons of payload capacity; the B737-800F has up to 21tons; and the 767-300 approximately 50tons.

What is the arrangement with Asia Cargo Network and what synergies do you both bring to the table?

Asia Cargo Network ("ACN") is Southeast Asia's leading air cargo charter services provider and a parent company to three regional airlines (World Cargo Airlines, Asia Cargo Airlines and RGA Airlines in South East Asia) with daily freighter operations across Asia.

Whereas MENA Aerospace WLL's subsidiary MAE Aircraft Management WLL was awarded an AOC by Bahrain's Ministry of Transportation and Telecommunications Civil Aviation Affairs (CAA) department in 2021. In a newly signed strategic alliance partnership, ACN will be a shareholder with a 49% stake in MAE Aircraft Management WLL (brand name MENA Cargo), bringing to the table investments consisting of capital, asset deployment, management expertise. It is a perfect synergy between both parties enabling immediate strategic market expansion of air cargo operations covering the Middle East, Asia and Africa altogether.

There are so many players in the air freight market in the Middle East competing for the huge pie that exists in the region and beyond, how are you going to distinguish yourself in this competitive market?

Marco: While it is true that that there are many players in the air freight market, these are mainly passenger aircraft operators which carry cargo in the lower deck of their aircraft, albeit with various limitations to the type and size of cargo it can carry. There are much fewer full-freighter aircraft in this region and the existing ones are mainly wide-body operators flying mid to long haul routes.

Dedicated narrow-body freighter services remain scarce and there is still considerable market demand (in the Middle East, Northern Africa and Indian Subcontinent region) to consolidate cargos to a full freighter operation with less reliance on inconsistent passenger operations.

We will also offer Middle East connectivity to Southeast Asia and China via our ready network of operations through World Cargo Airlines, Asia Cargo Airlines and RGA Airlines which will be receiving cargos from India as a mid-point and feeding it into our network.

Why did you choose Bahrain as your hub?

Bahrain is already strategically positioned within the Middle East, Northern Africa and the Indian subcontinent for regional flights. On a larger scale, because it sits

We will also offer Middle East connectivity to Southeast Asia and China via our ready network of operations through World Cargo Airlines, Asia Cargo Airlines and RGA Airlines which will be receiving cargos from India as a mid-point and feeding it into our network.

right between Europe and Asia, it can act as a trans-shipment hub for continental cargo movements, even to the Americas.

Bahrain has immense untapped potential ready and waiting to be unlocked. Its ground logistics infrastructure and capability to facilitate a trans-shipment hub is developing fast, as it already possesses the right technology and facilities, with land space still readily available for development. Integrators like DHL and FedEx are also focusing their base of operations to be in Bahrain.

This is in comparison to Dubai, for example, which is now a busy and saturated transit hub which can pose various challenges to both airlines and logistics companies alike in terms of regulations and competition.

Bahrain has all the right 'ticks' for it to be the next big hub, but of course it will take time.

There are 24 airlines which transit Bahrain compared to 84 from Dubai International Airport, does that in a way limit your growth plans

Marco: As our immediate plans are to offer regional feeder network flights within the range of our B737s, the difference in number of transiting airlines would not have an immediate impact on us.

More importantly for an airline like MENA Cargo, Bahrain is surrounded by other nations

with 'Open Skies' policies including the UAE, enabling us to also conduct immediate air cargo operations from there.

Getting talent here must be a challenge, considering that most of them will be expats, adding to the costs? How cost competitive will you be?

I don't think that expats necessarily add to the costs as compared to hiring locals. Either way, the real challenge is if you do not have the right experience to assess individual hires or to build a solid team which brings the prerequisite experience required to running a full-freighter operations.

MENA Cargo is now able to tap into ACN's vast resource of skilled manpower. In cargo airlines management, effective cost-management comes from entering into the right aircraft deals and managing the aircraft and engines correctly. That is where we will put our focus on to ensure no cost leakages to remain cost-competitive in the market while maintaining a lean yet fully experienced team.

As MD-designate what strategies have you decided upon to take the company to the next level?

Our strategy will be to play on our strengths. MENA Cargo must penetrate the regional markets mentioned and at the same time leverage on the existing flight network that Asia Cargo Network has into the various ASEAN countries, China and India. It will need to offer customers connectivity which may not be readily present.

Coming from a family which has been in the cargo / logistics business for many years, was it easy for you to move into this line?

Marco: Interestingly, I had meant to further my career in law (corporate law as a specialty). But there were several golden opportunities that came along my way which simply could not be ignored. This was before Asia Cargo Network Group had acquired a majority stake in World Cargo Airlines (formerly known as Pos Asia Cargo Express) and before it had set up its third airline (RGA Airlines). I guess you could say the opportunity came like a full powered train and I hopped onto it without hesitation. The transition into the cargo airline business, however, was not without major challenges and life-changing



moments. It required my full dedication and resilience to understand all the nuances and technicalities of operating an airline while having to manage and compete for profitability of the business in a consistently high-risk high-reward environment.

What challenges do you see in the air cargo business and as a next gen entrepreneur what are you going to invest in to overcome these challenges – will it be human capital, technology or something else you bring to the table?

Marco: Naturally, the current volatile state of global affairs remains a deep concern in the air cargo business. We can be adversely impacted from a global incident that occurs many continents away. The impact on the global supply chain, and the inconsistent rising costs of goods (e.g., fuel) sets an ever-changing direction which can cause imbalances in supply and demand. This can be very disruptive to air cargo businesses.

Investing in technology is not as easy as it seems and I have not seen any game-changing technology to-date that can be applied by cargo airlines. Perhaps there are some out there, but they are geared more towards ground logistics (e-fulfilment or tracking) technology. An interesting alternative would be to look at Cargo-carrying UAVs (Unmanned Aerial Vehicle) which are not fuel dependent. We have begun to explore this, but I think it will be some years to go before safety of its operations can be guaranteed.

Ultimately, I would say investing in human capital and expertise remains forefront (at least for the next few years). With the right people and skill, there are various ways to overcome or mitigate these challenges.

What will be the USP of MENA Cargo?

Marco: MENA Cargo operates a more niche type of narrow-body freighter aircraft and will facilitate more regional feeder access and opportunities to various direct shippers, integrators, aggregators, consolidators and forwarders. This may include access to untapped markets and onward connectivity into Southeast Asian cities.

What are the goals you have set for the company by 2030?

Marco: MENA Cargo aims to be the region's leading cargo airlines offering both global long-haul freighter flights across continents and regional feeder flights by 2030. We are also enthusiastic over the developments of electric UAVs (unmanned aerial vehicle) used for cargo deliveries which is, of course, still being tested at the moment. Electric UAVs or electric aircraft as cargo carriers will be another big transition which we aim to achieve towards in the next ten years.



**Food for Thought!
\$400 billion
worth of food
wasted every year,
supply chain
solutions
sought**

By R. Chandrakanth

Cold chain logistics plays a critical part in reducing food waste and thankfully the global cold chain logistics market is growing at a CAGR of 14.6% from 2021 to 2030, forecast to reach \$782.27 billion, according to Allied Market Research consultancy firm.

The Food and Agriculture Organisation (FAO) of the United Nations says about 32% of food is wasted as soon as it is produced; 21% is wasted during processing and 14% during distribution, that is even before it reaches the consumer.

The percentages could be more, even while the supply chain logistics (from production to processing to packaging to distribution) have vastly improved. Estimates are that about \$400 billion food is wasted every year.

The supply chain challenges indeed are enormous if the Sustainable Development Goal (SDG) target 12.3 of the United Nations has to be achieved. SDG aims at halving per capita global food waste at the retail and consumer levels and reducing food losses along production and supply chains, including post-harvest losses. There is an environmental angle to food waste and estimates suggest that 8 to 10 percent of global greenhouse gas emissions are associated with it.

Cold chain logistics market to reach \$782 billion by 2030

Cold chain logistics plays a critical part in reducing food waste and thankfully the global cold chain logistics market is growing at a CAGR of 14.6% from 2021 to 2030, forecast to reach \$782.27 billion, according to Allied Market Research consultancy firm.

The cold chain logistics market comprises fruit vegetables; dairy products; meat and marine

products; pharmaceuticals; floriculture and confectionary and ice cream sectors, each having its own cold chain needs and regulatory compliances to follow within countries and outside too. There is no 'one size fits all' to cold chain logistics and here lies the enormity and opportunity as well.

Onus on the producer, transporter and retailer

As regards the food segment, supply chain logistics has to worry about temperature zones and temperature flexibility as the accepted refrigerated temperature control is at or just below 4 degrees Celsius and for frozen items it is 0 degrees Celsius, both ensuring that there is uninterrupted power supply.

The proliferation of supermarkets with cold storage in place; the rise of grocery e-commerce; sustainable packaging; refrigerated warehouses; refrigerated trucks etc have vastly improved supply chains and reduced food waste, but a lot more needs to be done as consumers demand fresh food, irrespective of its place of origin.

The onus lies on the producer, the transporter and the retailer to ensure that the food on the table is fresh. Companies in the food business have started rethinking their storage and transportation technologies and are using data and real-time solutions to stay ahead of the game, however as mentioned earlier the task of reducing food waste is indeed humongous.

Massive investments happening

Various governments have regulations in place to reduce food waste as much as possible. For instance, the US Food and Drug Administration's Food Safety Modernisation Act, 2011 insists on products being traceable, all the way back to the point of origin.

This has triggered massive investments in solutions to document every step in the food supply chain, opening up significant market opportunities for software platforms. In an era of globalised food consumption, temperature-controlled solutions are the answer, as they slow the process of ripening and deterioration of perishable fresh food.

These solutions are for all modes of transportation – be it sea, air or land – and for brick and mortar and online stores, each with varying requirements. Insulated containers with dedicated cooling solutions are deployed by most logistics companies in the food distribution sector as they all the transportation of all types of volumes, products in every temperature range from -20 degree Celsius to ambient.

Similarly for warehouse and their automation partners, this challenge will remain, even as food waste will continue, if not sold by the expiry date, and that unavoidable.

Some countries do have regulations in place to ensure that food is not wasted. For instance, the Garot Law in France insists on the agrifood industry, mass catering and all supermarkets bigger than 400 sqm to donate unsold food to charities.

Improved supply chains will be vital if hunger isn't to become an even bigger problem, says consulting firm McKinsey while mentioning that 40 per cent of all food loss occurs in the post-harvest agricultural supply chain, between producers and consumers, the severity of the problem being in Africa, Asia and Latin America.

Technologies evolving

McKinsey mentions how hermetic grain-storage silos (airtight metal silos



that kill insects and pests in the grain by starving them of oxygen) are an answer. "A market-driven supply chain for metal silo components – including suppliers, manufacturers, retailers and repair services – may be necessary for sustained adoption of the technology." There is a cost factor to it and that in developing countries could be inhibitive.

The Internet of Things (IoT), artificial intelligence, machine learning etc have potential to resolve the food waste problem, giving example of TeleSense which continuously monitors grain, mitigating spoilage and insect infestation, McKinsey mentions and adds that with low-tech such as sealed silos not much in vogue in food supply chains in the developing world, the adoption of industry 4.0 tech is way beyond.

Nevertheless, technologies are getting developed at a rapid pace, providing real-time and end-to-end monitoring of the perishable from producer to consumer. Remote Container Management with its internal sensors provides the shipper real-time data, thus ensuring that the consumer gets what is promised.

But one must understand that cold-chain buys time by countering perishability, albeit for a short spell, again depending upon the product itself. Cold-chain does not preserve perennially, hence the requirement for products to indicate shelf-life.

Improving shelf-life

US-based technology company Shelf Engine states that over 40% of deli sandwiches go to waste in the US; over 14% of fresh juice spoils and 35% of bread go unsold. To address these issues, Shelf Engine grocery supply chain solutions generate the perfect order for every SKU, reduce out-of-stocks by accurately predicting orders for hundreds of fresh items every single day.

Similarly, Wasteless, headquartered in Israel and the Netherlands, is the inventor of a patented markdown optimisation engine for perishable goods with a limited expiration date, enabling retailers to maximize profit across the demand curve.

Wasteless has operations throughout Europe and the US. Another London-based food supply chain company – BlakBear – has developed a paper-based electrical gas sensor that indicates how much shelf life is left for packaged meats, poultry, and fish in real time which the company says is more accurate than traditional expiration dates. The company sells freshness sensors and a cloud API to improve quality control, reduce rejections, and cut food waste from producer to consumer.

Regulations must

Since technologies have their own set of limitations, strict regulations have to be in place and one such is the ATP (Agreement on the International Carriage of Perishable Foodstuffs) which require food products to be transported in food transport containers at a controlled temperature that depends on their recommended storage temperatures. An ATP certificate is required for any distribution journey of over 80 km in 48 countries.

While technology and regulations are interconnected, food waste is not just an economical issue, but also an ethical and environmental issue that needs to be dealt with an individual, community and the industry levels as reducing food waste at the household, retail and food service levels have benefits for both people and the planet.

The supply chain sector is increasingly adopting technologies like never before, providing transparency about products. Industries are investing in solving food waste not just as a matter of corporate social responsibility, but as a business opportunity. At the end of the day, what matters is how to reduce food waste.

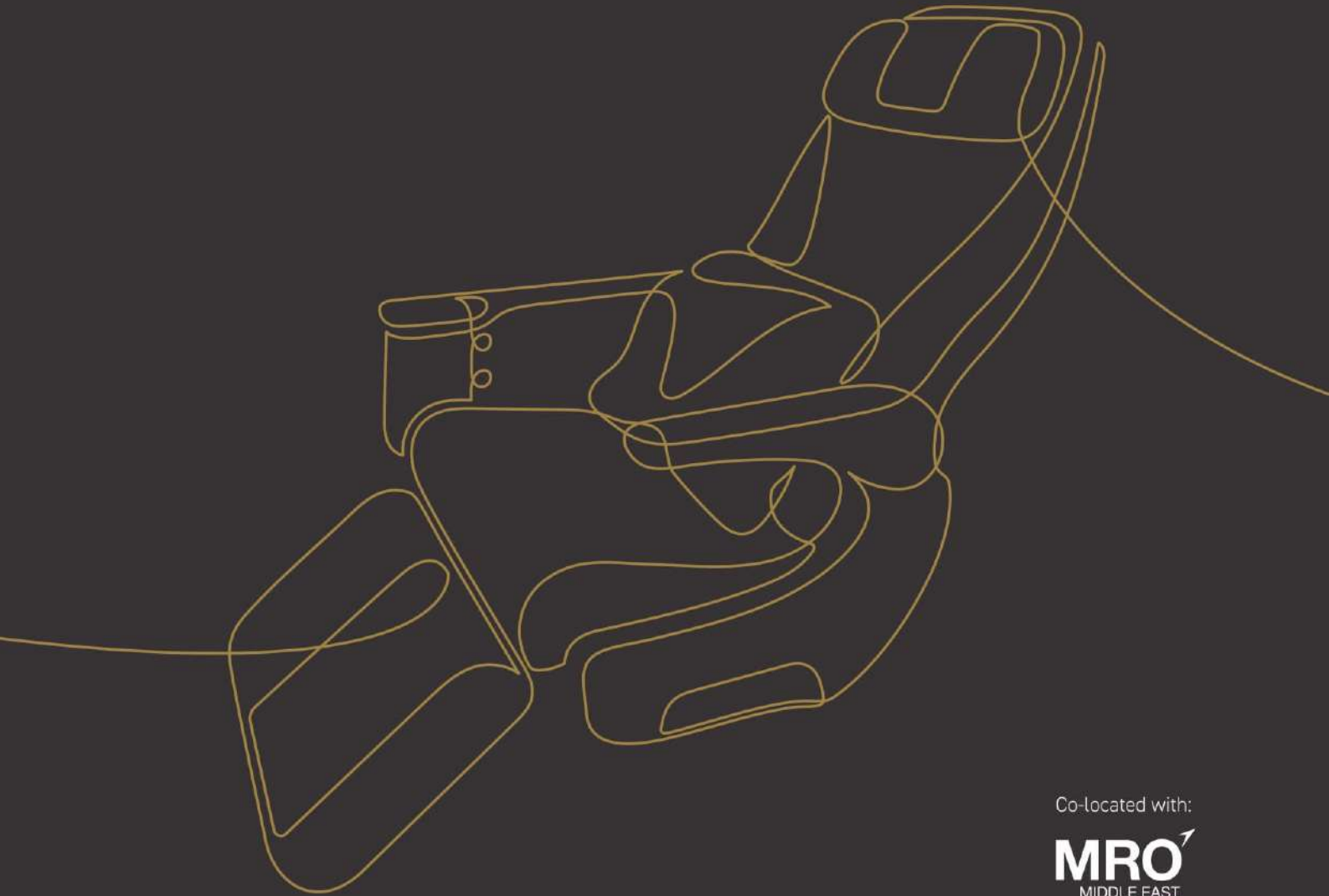


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Bahrain gears up as another major cargo hub in the Middle East

By R. Chandrakanth

The oil & gas-rich tiny island-nation in the Gulf is building Express Cargo Village stretching over an area of 25,000 sqm, envisioned to be one of the most advanced logistics hubs in the region capable of handling the expected growth in air freight and e-commerce.

The sixth edition of Bahrain International Airshow (BIAS), held from November 9 to 12 at Sakhir Airbase, had many highpoints even while the show per se, is gradually getting bigger, though not on the scale of its near neighbour Dubai.

There were 186 participating companies and 200 civilian and military delegations.

The highpoints included the purchase agreement signed between Pratt & Whitney and Royal Jordanian wherein the latter will power up to 30 single-aisle aircraft with GTF engines and the codeshare partnership between Emirates and Gulf Air.

MoUs and more

On the air cargo side, there was considerable activity as Bahrain positions itself as a key cargo hub in the region. Several alliances were struck at the show, DHL and Bahrain Airport Company (BAC) signing a Memorandum of Understanding; MENA Cargo and Asia Cargo Network entering into a strategic alliance; FedEx Express showcasing its one-stop shop shipping solutions for the aerospace industry; Texel Air, a Bahraini cargo airline, displaying its B737-700 FlexCombi aircraft and more.

DHL and BAC collaboration

The MoU between BAC and DHL, the logistics partner for the airshow, entails both parties enhancing collaboration on upcoming projects to support DHL's planned investment in expanding its local operations to better serve its customers both locally and across the entire region.

The MoU was signed by the CEO of DHL Express MENA, Nour Suliman

and the CEO of BAC, Mohamed Yousif Al Binfalah. Also present during the signing were the Head of Operations of DHL Express MENA, Bachi Spiga, along with Chief Development and Technical Officer of BAC, Abdulla Janahi, and Chief Commercial and Marketing Officer of BAC, Ayman Zainal.

Nour Suliman, said: "The Kingdom of Bahrain continues to be a significant Hub for DHL's regional network. Its strategic location, conducive business environment, and developed logistics infrastructure have enabled us to grow our business, and build a strong and resilient network to service our domestic and regional customers. We look forward to our continued partnership with BAC to further accelerate our expansion plans."

Mohamed Yousif Albinfalah, CEO of BAC, added: "Bahrain has been home to DHL's business since 1976 when the company established its first Hub in the Middle East region. Since then, DHL has benefitted from the country's progressive approach to nurturing business partnerships, to allowed it to grow its footprint and expand its operations. As the operator and managing body of the Kingdom's aerospace gateway, BAC is pleased to be strengthening its partnership with DHL and we will continue to support them with their ongoing investments."

DHL to invest over 150 million Euros

DHL is pushing ahead with its regional growth strategy and has committed investments of over 150 million Euros between 2022 and 2023 on enhancing its MENA ground operations.

DHL is planning to increase its regional fleet to 12 aircraft, with newer, bigger, more environmentally performing 767-300s, adding to its intra-middle east flight rotations and increasing its capacity to over 80%. Presently, nine freighters are operating out of Bahrain for the region.

According to Richard Gale, Vice President, DHL Aviation, MENA, renovations are planned for Bahrain hangar and new state-of-the-art logistics facilities in Qatar, Algeria and Oman, in sync with the enormous potential the region has due to oil revenues and diversification efforts.

Express Cargo Village, work in progress

Meanwhile, BAC, the operator and managing body of Bahrain International Airport, is expanding cargo capacities as to consolidate its position as a key regional cargo hub. Earlier in the year, it laid the foundation stone for the Express Cargo Village, located north of the airport's runway.

This is in line with Kingdom's strategy for the logistics industry as laid out in its Economic Recovery Plan, which implements the vision of His Majesty



King Hamad bin Isa Al Khalifa.

In November 2018, BAC had signed an agreement with French engineering consultants Egis to supervise the design and construction of the Express Cargo Village, which consists of warehouses, aprons, and infrastructure capable of handling the expected growth in air freight and e-commerce.

The Express Cargo Village stretches over an area of 25,000 sqm and is expected to be one of the most advanced logistics hubs in the region. BAC had earlier signed a 10-year agreement with FedEx Express, allocating 9,000 sqm to it for the operation of a 5,000 sqm warehouse and a 4,000 sqm open area, expected to be handed over in the third quarter of 2023.

FedEx Express showcases shipping solutions

FedEx Express showcased its one-stop shop shipping solutions for the aerospace industry, presenting its value-added solutions, besides its well-established global air network.

It highlighted customizable FedEx Aerospace Solutions with services such as Dangerous Goods shipping, Automation solutions, supply chain solutions, and experienced customs clearance support to manage the specialized customs regulations required when transporting aircraft parts.

The broad selection of FedEx Aerospace Solutions included the SenseAware technology, a first of its kind innovation powered by FedEx. SenseAware is a multi-sensor device that travels inside shipments, offering extended visibility into the movement of critical packages like aircraft parts and tools.

The device can monitor the current location, precise temperature, relative humidity, barometric pressure readings, light exposure, and shock events. The near real-time updates make it possible for customers to stay connected to their high-value shipments.



Texel Air's FlexCombi, cynosure of all eyes

The airshow also featured Texel Air's B737-700FlexCombi aircraft. Texel Air is the world's only commercial operator of the B737FlexCombi which can be configured to carry cargo and passengers simultaneously. George Chisholm, CEO of Chisholm Enterprises, the parent company of Texel air, says it's efficiency and flexibility at its finest.

“Years of research, discussions with partners and consideration internally have come to fruition with our two B737-700FlexCombi™. Now we are seeing first-hand the reality of this aircraft's capabilities being able to meet and deliver our customer's various needs providing them possibilities they have never seen before.”

“It has been especially crucial for our business to have such flexibility during the pandemic. We have been able to switch our configurations of the B737-700FlexCombi to the changing needs of the global environment.”

The B737-700FlexCombi can be morphed into seven different configurations to suit many operational requirements. In addition, the aircraft has an extensive list of modifications and upgrades to support military, government and utility flying.

Besides, making noise about the FlexCombi, Texel also signed an MoU with Sierra Nevada Corporation (SNC) at the airshow, confirming formation of a strategic alliance to develop Middle East and international aviation opportunities.

Texel Air recently expanded its fleet with the addition of a second 737-800 Boeing Converted Freighter (BCF) with a third aircraft entering conversion in December and a further two aircraft planned to enter service in 2023. The fleet serves a diverse customer base across the Middle East, Turkey, East Africa and global markets specialising in ACMI contracts.

The MoU entails settings up a Special Purpose Vehicle to secure financing for

Texel's fleet and facilities expansion in Bahrain. The Chairman for Texel Air, John Chisholm said, “We are pleased to see Bahrain as a launch pad for yet another aviation initiative, the first of its kind in Bahrain. I am proud to see the strides that Texel Air has been taking, and thank the Government of Bahrain, the Ministry of Transportation and Telecommunication's Civil Aviation Affairs and Bahrain Airport Company for their continued support in providing us with an ecosystem and infrastructure that supports our business development and enables our growth. I look forward to further supporting private sector aviation companies' expansion and innovation.”

ACN and MENA Aerospace strategic alliance

Also at the airshow, charter service provider Asia Cargo Network (ACN) and MENA Aerospace signed a strategic alliance to extend ACN's reach into the Middle East, South Asia and Africa.

The partnership was signed at the airshow by ACN Group CEO, Marco Isaak, and Founder and Managing Director of MENA Aerospace, Dr. Mohammed Juman. Under the arrangement, ACN will place six of its cargo planes in Bahrain and the GCC where it plans on serving the Middle East and North Africa regions.

The deployment will be over the next 18 months with the first aircraft to arrive within the next two months.

Dr. Juman said “As part of our growth plan, over the past couple of years we looked at and analysed the regional markets to see where the growth is and where the gates are to the global markets. The growth and potential we saw is mainly in the GCC area, Africa and South East Asia. Our thought process was to try to link and serve these markets. ACN as the leading freight operator in South East Asia was identified as the perfect partner for MAE to expand our services in these markets. We are certain that this partnership will prove fruitful to both companies and the markets that we serve.”

Marco Isaak, the Group CEO of CAN, said Bahrain is the perfect location to become a logistics and transshipment hub. “Bahrain has good infrastructure, the systems are good, there is ease of doing business and there is further potential for growth.” The drivers for the freight movement are many, one of which is phenomenal increase in e-commerce and transshipments from the Middle East. “We are now looking at the African markets and may soon have our presence there.”

With such developments happening, it was natural for Bahrain to be the next host of Routes World 2024. Indeed, a lot is happening in Bahrain to tap the freight potential that exists in the region and

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MEBAA

Show 2022

**to highlight booming future
for the business aviation industry**

Business aviation powerhouses will gather to showcase the innovative aircraft and aviation technologies and discuss the latest industry trends

The ninth edition of the Middle East & North Africa Business Aviation Association's (MEBAA) Show is taking place in December in Dubai highlighting the booming future for the business aviation industry in the post-pandemic era.

Held under the patronage of H.H. Sheikh Ahmed bin Saeed Al Maktoum, President of the Dubai Civil Aviation Authority, Chairman of Dubai Airports, Chairman and Chief Executive of Emirates Airline and Group, MEBAA Show 2022 will be held from 6-8 December at DWC, Dubai Airshow site, providing a platform for the entire business aviation community to build partnerships and take advantage of the enormous growth predicted for the sector.

"The business aviation industry has seen remarkable growth over the last few years, and this has opened up huge opportunities for innovation. With less than a few weeks to go, the entire community is looking forward to this major event in the business aviation industry that offer the ideal platform to showcase new technologies and solutions, network with industry leaders and tap into the latest trends that are shaping the future of the business aviation. We look forward to welcoming representatives from across the sector and working together to take business aviation to new heights," said Ali Ahmed Alnaqbi, Founding and Executive Chairman of MEBAA.

During the MEBAA show Richard Koe, managing director of WINGX Advance GmbH, will be presenting the latest statistics and analysis on the Middle East business aviation market, with a specific focus on the KSA and UAE.

Commenting ahead of this, he said: "Business aviation demand in the Middle East and North Africa has seen an unprecedented upturn in the last few years. Particularly in the Gulf Region, the rapid policy



response to the pandemic enabled an early exit from lockdown and created a haven for tourism during the pandemic in 2021. The region appears to be realising its long-term potential as a global gateway for trade, commerce and tourism between Asia, Africa and Europe, and business aviation is clearly playing its part. At WINGX we have seen a rapid acceleration in business jet connections with Africa, Asia and the CIS region, in addition to the more mature links with European cities. We look forward to discussing these trends at MEBAA in December."

As the next major event in the global business aviation calendar, the MEBAA Show 2022 will offer a platform to discuss the latest trends and showcase new aircraft and technologies shaping the business aviation industry, including eVTOLs, digitalisation, tokenisation and crypto-based payments.

This year's show will also welcome more than 20 new exhibitors, with Executive Lifestyle, Tahseen, Ecommpay, VOO, Mirai Flights, Liberty Aviation, Prime Trip Support, Flight Consulting Group, AALAG (Altenrhein Aviation) and AAS AG (Atlas Air Service) set to attend.

Building on the success of previous years, the show's ninth edition will include brand new features, such as the launch of the BizAv Talks conference. With an agenda packed full of insightful debates and presentations addressed by over 45 industry leaders, each day will focus on a different key theme – 'Future private jet business models', 'Tomorrow's customer - Next-generation', and 'Accelerating business and private aviation with collaboration'.

Putting innovation at the forefront, a number of new aircraft will be on display on the immersive show floor. These include the Boeing – 737, Dassault Aviation - FALCON 8X, Bombardier Aerospace - Global 7500, Gulfstream Aerospace Corporation - G700, Embraer - Praetor 600 and Phenom 300E and many more.



Ali Ahmed Alnaqbi

Founding and Executive
Chairman of MEBAA.

"The business aviation industry has seen remarkable growth over the last few years, and this has opened up huge opportunities for innovation. With less than a few weeks to go, the entire community is looking forward to this major event in the business aviation industry that offer the ideal platform to showcase new technologies and solutions, network with industry leaders and tap into the latest trends that are shaping the future of the business aviation. We look forward to welcoming representatives from across the sector and working together to take business aviation to new heights,"



Hyundai's Hydrogen leadership reinforced with XCIENT Fuel Cell fleet racking up 5 million km

The company says it's on a mission to create an emission-free, green hydrogen fuel cell heavy-duty truck ecosystem where vehicle supply, hydrogen fueling, and green hydrogen production are organically connected.

By Gemma Q. Casas



Hundai Motor Company's fleet of 47 XCIENT Fuel Cell heavy-duty trucks in Switzerland operated by 23 Swiss companies in logistics, distribution and supermarket fulfillment had accumulated more than 5 million km in two years, in a world first.

Hyundai says the companies started operating the zero-emission commercial trucks in 2020.

"XCIENT Fuel Cell is the world's first heavy-duty fuel cell truck to achieve 5 million km of cumulative driving in real-life customer operation," said Mark Freymueller, Senior Vice President and Head of Commercial Vehicle Business Innovation at Hyundai Motor Company. "The experience we've gained and the milestone we've achieved in Switzerland will provide good insights to many countries that are preparing to transition to a sustainable hydrogen society. Based on this proven track record of successful operation in Switzerland, we will expand this business throughout Europe."

In 2019, Hyundai Motor established Hyundai Hydrogen Mobility (HHM) in partnership with Swiss company H2 Energy which partnered with H2 Mobility Switzerland Association, a hydrogen fueling network builder and XCIENT customer, and green hydrogen production company Hydrospider.

Hyundai Motor is playing a crucial role in creating an emission-free, green hydrogen fuel cell heavy-duty



truck ecosystem where vehicle supply, hydrogen fueling, and green hydrogen production are organically connected.

The XCIENT Fuel Cell is equipped with a 180-kW hydrogen fuel cell system with two 90-kW fuel cell stacks. The system's durability and the vehicle's overall fuel efficiency are tailored to the demands of commercial fleet customers.

The 350-kW e-motor with maximum torque of 2,237 Nm enables dynamic driving performance. Its seven large hydrogen tanks offer a combined storage capacity of around 31 kg of fuel, while a 72-kWh-powered set of three batteries supports the performance. The driving range is over 400 km per charge in real world conditions. Refueling a full tank of hydrogen takes about 8 to 20 minutes, depending on the ambient temperature.

XCIENT Fuel Cell trucks are operated in various fields, including logistics, manufacturing and retail fulfillment, in various key markets, demonstrating Hyundai Motor's leadership in fuel cell technology.

In August 2022, Hyundai Motor announced its successful entry into Germany with seven local companies planning to deploy XCIENT Fuel Cell trucks into fleet service with the German government's funding for an eco-friendly commercial vehicle initiative.

More recently, Hyundai Motor secured the U.S. Environmental Protection Agency (EPA)'s 2021 Targeted Airshed Grants (TAG) funding to deploy further XCIENT Fuel Cell trucks in California in addition to 30 trucks which will be rolled out in the NorCal Zero project starting their operation in the Port of Oakland mid next year.

Hyundai Motor says it will leverage insights from these public-private partnerships to further drive commercial vehicle decarbonization through hydrogen fuel cell electric technology advancement. Images & Stories from www.trucknbus.hyundai.com



Hyundai helps FIFA World Cup 2022 achieve its carbon neutral goals 236 eco-friendly vehicles

SEOUL, SOUTH KOREA: Hyundai Motor Company, an official sponsor of FIFA World Cup 2022 TM, is helping the world's biggest football tournament achieve its carbon neutral goal by providing eco-friendly vehicles for 50 percent of the event's passenger transportation.

This marks the first time in the history of the competition to have eco-friendly vehicles in the event fleet at this scale.

Hyundai Motors is providing 616 fleet vehicles to FIFA World Cup 2022TM. Of that fleet, there will be 446 passenger vehicles, with just over half (226 units) being hybrid electric (HEV) and battery electric (BEV) models. The company also provides 10 Elec City electric buses for use during the event, which takes place in Qatar from November 20 to December 18.

"Hyundai Motor and FIFA share a strong commitment to make this year's event a sustainable success through the use of clean mobility," said Jaehoon Chang, President and CEO of Hyundai Motor Company. "By providing our eco-friendly hybrid and battery electric vehicles as ground transportation, we expect to achieve our shared goal of making the World Cup in Qatar a win-win for planet Earth and humanity."

Charged up for a carbon-neutral World Cup

Hyundai Motor is preparing a dedicated organization and support system for stable EV operations. It will provide Hyundai IONIQ 5, Sonata HEV, Tucson HEV and KONA HEV as well as Genesis

G80 EV and GV70 EV to transport FIFA VIPs and staff, and Electricity buses to transport members of the media.

In addition, the company will operate road-side charging services to discharged BEVs using the innovative Vehicle-to-Load (V2L) function on two IONIQ 5 BEVs. FIFA will provide 100 kW-150 kW EV chargers at the event's parking facilities located in Doha, Qatar, to ensure the BEVs' continuous operation.

Hyundai Motor says it will conduct real-time monitoring of the fleet vehicles for any breakage or accidents, and provide prompt service response, such as emergency dispatch, troubleshooting and vehicle inspection as needed.

The company is also utilizing a real-time vehicle control service to improve fleet service quality management. By detecting any accident or vehicle breakage in real time, the system unifies all processes from vehicle warehousing and emergency dispatch to vehicle repair and accident response.

For seamless service throughout the entire competition period, a dedicated team from HMC Headquarters Service, Sub-Middle East Regional Service and Sub-Middle East Regional Quality Center will stand by at a Quality Situation Room in the FIFA parking facilities to assist with local operation. The team will use Qatar dealership service infrastructure for vehicle repair as needed.

Starting in October, Hyundai Motor has conducted a training program about its HEVs and BEVs for all drivers involved in the fleet operation.

Teaming up for sustainability

In addition to providing fleet vehicles, Hyundai Motor launched the Goal of the Century (GOTC) World Cup campaign with the slogan 'A United World for sustainability' in April, visualizing carbon neutrality for the World Cup and football fans worldwide.

As part of the campaign, Hyundai Motor created Team Century, a group of campaign ambassadors with former England national football player Steven Gerrard as captain. Each member of Team Century is setting goals for creating a sustainable future for the planet in their field of expertise.

All 11 members of Team Century were recently revealed to complete a single united team, including Hyundai Motor's global brand ambassador BTS, Afghan refugee football player and Denmark UNESCO ambassador Nadia Nadim, American fashion designer Jeremy Scott, Italian sculptor Lorenzo Quinn, documentary photographer Nicky Woo and Boston Dynamics robot Spot.

Emirates Group revenue in H1 2022-23 up by 128%, earns \$1.2 billion in profits



DUBAI, UAE: The Emirates Group announced its revenues soared by 128% during the first half of 2022-23, earning it \$1.2 billion (AED 4.2 billion) in profits, a record half-year performance, and a turnaround of almost AED 10 billion from its AED 5.7 billion (US\$ 1.6 billion) loss for the same period last year.

The Group also reported an EBITDA of AED 15.3 billion (US\$ 4.2 billion), a marked improvement from AED 5.6 billion (US\$ 1.5 billion) during the same period last year, illustrating its strong operating profitability.

Group revenue was AED 56.3 billion (US\$ 15.3 billion) for the first six months of 2022-23, up 128% from AED 24.7 billion (US\$ 6.7 billion) last year, driven by the strong demand for air transport across the world with the further easing and removal of pandemic-related travel restrictions.

The Group closed the first half year of 2022-23 with a strong cash position of AED 32.6 billion (US\$ 8.9 billion) on 30 September 2022, compared to AED 25.8 billion (US\$ 7.0 billion), as on 31 March 2022. The Group has been able to tap on its own strong cash reserves to support business needs, including debt payments and pandemic-related commitments.

"Across the Group, our operations recovery accelerated as more countries eased and removed travel restrictions. We were ready and amongst the first movers to serve the strong customer demand thanks to our robust business plans, the support of our industry partners, and our ongoing investments in people, technology, and products and services," said His Highness (HH) Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline and Group.

"For the coming months, we remain focussed on restoring our operations to pre-pandemic levels and recruiting the right skills for our current and future requirements. We expect customer demand across our business divisions to remain strong in H2 2022-23. However, the horizon is not without headwinds, and we are keeping a close watch on inflationary costs and other macro-challenges such as the strong US dollar and the fiscal policies of major markets," he added.

In line with increased capacity and business activities, the Emirates Group's employee base, compared to 31 March 2022, grew 10% to an overall count of 93,893 at 30 September 2022.

Emirates Airline & Emirates SkyCargo

Emirates continued to focus on restoring its global passenger network and connections through its Dubai hub, restarting services and adding flights to meet customer demand across markets.

In June, it launched services to Tel Aviv, a new destination. Expanding connectivity options for customers, Emirates



launched codeshare and interline agreements with 12 airlines in the first six months of 2022-23: Airlink, AEGEAN, ITA Airways, Air Baltic, Air Canada, Bamboo Airways, Batik Air, Finnair, Royal Air Maroc, Sky Express, Sun Country Airlines, and United Airlines.

By 30 September, the airline was operating passenger and cargo services to 140 airports, utilising its entire Boeing 777 fleet and 73 A380s.

During the first six months of 2022-23, Emirates took delivery of 2 new Boeing 777 freighters and returned 1 older freighter from its fleet as part of its long-standing strategy to minimise its emissions footprint and operate modern, efficient aircraft. With new passenger aircraft only expected to arrive in 2024, Emirates has begun its multibillion-dollar program to retrofit 120 aircraft with its latest cabin interiors and products.

Overall capacity during the first six months of the year increased by 40% to 22.8 billion Available Tonne Kilometers (ATKM) due to an expanded flight program as more countries eased travel restrictions. Capacity measured in Available Seat Kilometers (ASKM), increased by 123%, whilst passenger traffic carried measured in Revenue Passenger Kilometers (RPKM) was up by 265% with an average Passenger Seat Factor of 78.5%, compared with 47.9% during the same period last year.

Emirates carried 20 million passengers between 1 April and 30 September 2022, up 228% from the same period last year.

Emirates SkyCargo uplifted 936,000 tons in the first six months of the year, a 14% decrease compared to the same period last year, as the airline shifted capacity from its "mini-freighters" back to passenger operations.

dnata

In line with increased air and passenger traffic across markets, dnata's businesses in cargo and ground handling, catering and retail, and travel services saw a significant uptick in operations. This drove strong revenue growth in the first six months of 2022-23, however, dnata's overall performance was dampened by inflation and increased costs across its markets.

In the first half of 2022-23, dnata grew its footprint with new long-term concession contracts to provide services in Zanzibar (dnata airport operations), and Ras Al Khaimah (Alpha Catering). Its Airport Operations division entered the German market with the acquisition of Wisskirchen Handling Services, the exclusive operator at Cologne Bonn Cargo Centre; and acquired the remaining 30% stake to assume full ownership of its ground handling business in Brazil.

dnata's revenue, including other operating income, of AED 7.3 billion (US\$ 2.0 billion) doubled compared to AED 3.7 billion (US\$ 1 billion) generated in the same period last year. Its overall profit totaled AED 236 million (US\$ 64 million), compared to last year's AED 85 million (US\$ 23 million).

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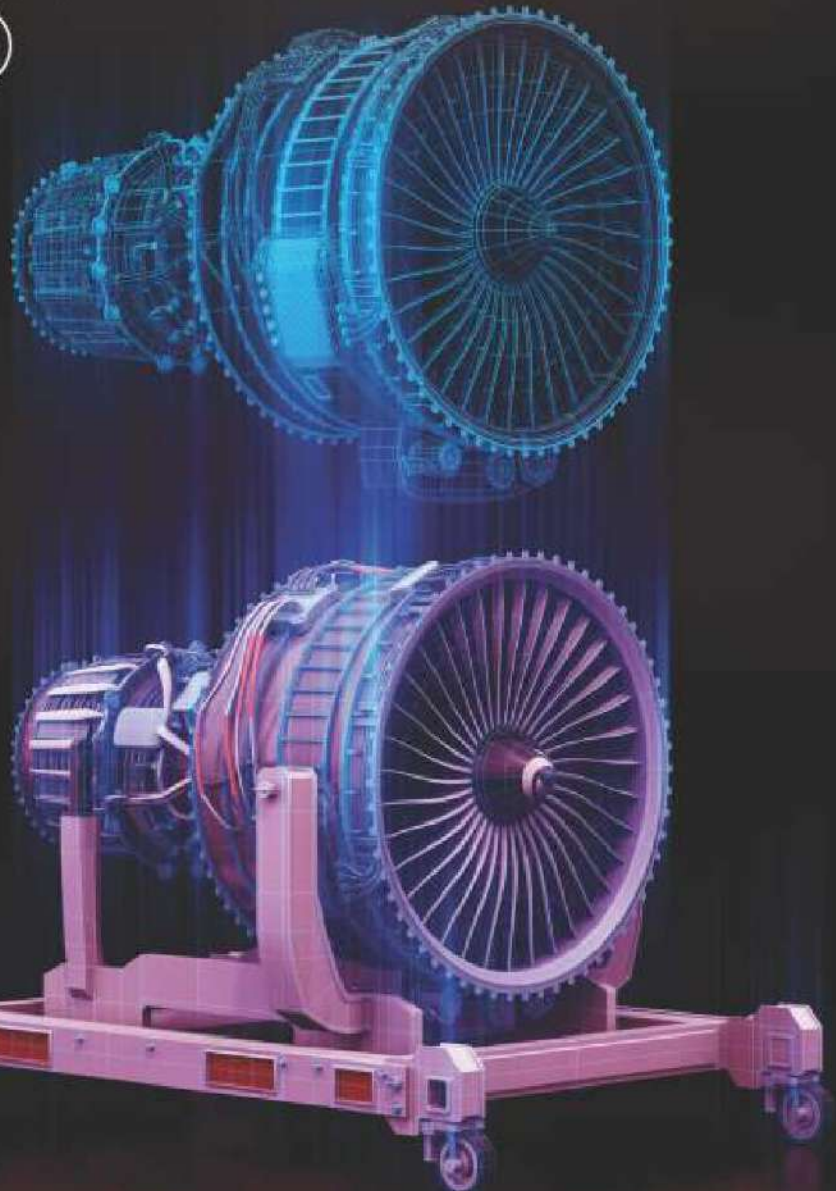
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Infrastructure projects in Saudi airports are aimed at promoting sustainability: Leading official

"We need to have systems where passengers don't leave gates, and we don't burn fuel on taxiways until we are ready for take-off. We don't need a queue at the end of the runway,"

Riyadh: Saudi Arabia is building infrastructure for the future to deliver a seamless passenger experience, according to Abdulaziz Al-Duailej, president of the Kingdom's General Authority of Civil Aviation.

As a result of the universal pandemic that devastated the airline industry, the sector is addressing core issues, such as staff shortages, health mandates, and climate change concerns the industry had to undergo a hiring process that took almost 16 weeks from recruiting a skilled worker to deploying him or her on the job. However, the situation is rapidly changing.

"We tried to support the airports by accelerating the training, certification and security clearance of the ground handlers and other players of the ecosystem through digitization programs that have minimized the process," said Al-Duailej, while speaking at the World Travel and Tourism Global Summit in Riyadh.

The aviation authority last month also submitted the 'Harmonizing Air Travel' policy guidelines to the UN's International Civil Aviation Organization Council for its approval, emphasizing the use of a unified health document that could alleviate traveler concerns that global travelers encountered during the universal pandemic.

In addition, there is a concerted effort in the Saudi aviation sector to reduce dwell times before boarding flights. A high-speed rail system is being developed at NEOM Airport, for instance, which will transfer air travelers to the city without the need for parking.

"Instead of focusing necessarily on the airport and being a destination, we want to facilitate getting you into the city as fast as we can," said John Selden, CEO of NEOM Airport.

To expedite incoming passenger mobility, the airport is also considering electric vertical take-off and landing aircraft (EVTOL).

"The last two years were incredibly tough for the industry. The check-in process, which usually takes five minutes, took 20



Abdulaziz Al-Duailej

President of the Kingdom's General Authority of Civil Aviation.

"We tried to support the airports by accelerating the training, certification and security clearance of the ground handlers and other players of the ecosystem through digitization programs that have minimized the process," said Al-Duailej, while speaking at the World Travel and Tourism Global Summit in Riyadh.

minutes per passenger. We need to find a way to put all the passenger touchpoints together to make travel seamless," said Luis Felipe de Oliveira, director-general of the Airports Council International, while speaking at the event.

Additionally, airports are considering running the infrastructure to support sustainability, which includes 100 percent green or battery-powered equipment throughout the facility.

"We need to have systems where passengers don't leave gates, and we don't burn fuel on taxiways until we are ready for take-off. We don't need a queue at the end of the runway," said Pagano while sharing his vision of a green hydrogen-fueled ecosystem that will power the airports of the future.

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Katharina Prost

FRANKFURT/LEIPZIG, GERMANY: AeroLogic, the joint venture between DHL Express and Lufthansa Cargo, has made changes on its management team with Katharina Prost named as the new Managing Director responsible for Finance and Administration at AeroLogic.

Prior, Prost served as Managing Director at

Aerologic names Katharina Prost as new MD for Finance & Administration

Aeromar, a joint venture between Aeroflot and LSG SkyChefs in Russia. She succeeds Martin Hirsch, who joined Austrian Airlines as Head of Finance in June.

Thanks to a contract extension, Joe Moser, Managing Director Operations and Accountable Manager of AeroLogic GmbH, will remain active in his existing role, which he has held since March 2017. Prior, he led Flight Operations and Crew Training at AeroLogic.

"With Katharina Prost, we have been able to win an experienced manager for AeroLogic and welcome her warmly. We are also pleased to continue the very good cooperation with Joe Moser. We can now look back on fifteen years of the joint venture and are very proud of what we have achieved together: safe and reliable flight operations and steady growth in the fleet by both partners. In the future, we will continue to rely on the good cooperation in the joint venture and an excellent offer for our customers," said Dorothea von Boxberg, Chairperson of the Executive Board and CEO of Lufthansa Cargo.

Lufthansa Cargo currently markets the capacities of AeroLogic's 16 Boeing 777 freighters. Of these, five aircraft are chartered from AeroLogic and also operated by AeroLogic crews, but they operate under a Lufthansa Cargo flight number. The AeroLogic-owned fleet consists of a total of 21 Boeing 777F aircraft.

"We warmly welcome Katharina Prost to AeroLogic. She brings a wealth of valuable experience and perspective," said Travis Cobb, Executive Vice President Global Network Operations & Aviation at DHL Express. "At the same time, we are delighted that Joe Moser has agreed to extend his appointment. It provides AeroLogic with both stability and continuity, and sets it up for further growth."

New French Trade & Invest Commissioner to the UAE and Regional Director to spearhead Business France's agency in the Middle East



Axel Baroux

DUBAI, UAE: Axel Baroux has been named as the new French Trade & Invest Commissioner to the United Arab Emirates and the Regional Director of Business France in the Middle East.

In his new role, he will be heading the expansion of French companies in the Middle East through an export development strategy as well as implementing a new action plan for the upcoming years with regards to supporting middle eastern investors on their way to France.

Baroux has dedicated his entire career to the development of French trade and economy at an international level where he successfully managed to transform business relations into long-lasting partnerships since the 1990s.

Baroux will be backed by a regional team of 60 experts dedicated to identifying and introducing high-end French solutions to the local market as well as promoting France as a top destination for foreign investments and leading customized support to regional investors willing to explore the French market.

Located in the regional headquarter of Business France Middle East based in Dubai, he will be covering 12 countries: GCC, Turkey, Egypt, Pakistan, Iraq, but also Jordan & Lebanon through local partners.

His nomination is timely as the business relations between regional stakeholders with France reached a peak both in exports and investment areas, highlighted by the recent strategic dialogues with the GCC countries and high-level official visits.

French economic relations are in full swing in the region, and Expo 2020 has been crucial in shaping this new momentum with Business France successfully organizing 28+ events on the France pavilion, supporting more than 400 French companies through dedicated business expeditions, and connecting 1600+ economic players during their networking sessions.

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Larry Coyne and Olivier Bijaoui join TIACA Hall of Fame



MIAMI, FLORIDA: The International Air Cargo Association (TIACA) has inducted Larry Coyne, Founder and Chairman of Coyne Airways and Olivier Bijaoui, former CEO Worldwide Flight Services (WFS) and current Founder and CEO of OB Invest into the Hall of Fame during the recently concluded Air Cargo Forum.

Coyne is well known in the industry not just for establishing Coyne Airways and providing cargo charter flights to fast-developing CIS countries but also for providing reliable and secure scheduled cargo services to some of the world's most difficult to reach destinations, pioneering routes into the Caucasus (Central Asia), as well as Afghanistan, Iraq and the oil-and-gas rich Sakhalin Island (Russia). Today, its services have expanded to include Africa, the Gulf and the Caspian regions.

Coyne has shown a passion for the air cargo industry that shined bright during his tenure as Chairman of TIACA. He was a

strong advocate for security after 9/11, the liberalization of cargo traffic rights and the removal of obstacles to the growth of our industry.

"I am very honored to be joining the Hall of Fame. The Hall of Fame was created to recognize those that make a significant change in the industry and I am humbled to be considered among the many industry leaders," said Coyne.

Olivier Bijaoui the former Executive Chairman, President and CEO of Worldwide Flight Services (WFS) was selected based on his vision, tenacity and leadership that helped guide handling agents toward becoming global handling companies.

Bijaoui is known for turning a small cargo handling company SFS into one of the largest ground handling companies on the globe and the largest cargo handling company. Between 2004 and 2016, he was Executive Chairman, President and Chief Executive Officer of WFS and when he left, the company had grown to 18,000 employees, was present at 188 airports in 22 countries, serving 300 airlines, handling four million tons of cargo and 50 million passengers per annum.

Since leaving WFS, Olivier launched and founded OB Invest which has recently announced it will act as an advisor to ground handler Alliance Ground International (AGI) to expand outside of North America.

"I am delighted and honored to join the impressive audience of TIACA Hall of Fame. The last 40 years in our industry have been a great experience and more importantly the pleasure to encounter so many great and truthful cargo people. I look to modestly continue to contribute to this industry which is now going through major and interesting changes. Thanks again to TIACA for granting me this prestigious award," said Bijaoui.

Sebastiaan Scholte, Chair of TIACA's Chairman's Council, noted: "The impact both of these industry pioneers have made on our industry is truly impressive and I am honored to have had the privilege of formally inducting them into the Hall of Fame."

CargoAi appoints Frédéric Bazin as Vice President Customer Success

SINGAPORE: The appointment of Frédéric Bazin as Vice President of Customer Success is a significant step for CargoAi whose mission to digitalize the air cargo industry has never been so relevant today.

Having been in the airline industry for 20 years, Bazin has gained solid airfreight experience within high profile airlines such as Air France/KLM's Cargo and, more recently, Qatar Airways Cargo with a strong emphasis on Operational Excellence, Revenue Optimization and Customer Satisfaction.

Thrilled by this new challenge, he is looking forward to making the most of his previous experience and thorough understanding of customer expectations to support CargoAi's vision which he shares with great enthusiasm.

"Ever since the Covid pandemic, the cargo industry has been increasingly faced with the need to continuously improve its processes through automation and digitalization while maintaining customer experience at the highest level. That's why I'm convinced of the necessity of digital transformation and I'm very excited to be a part of CargoAi in developing revolutionary service solutions that will allow forwarders to drive every stage of the air freight procurement with efficiency, speed and reliability," said Bazin.

Matt Petot, Founder of CargoAi. "I have known Frederic since 2008 and it is a



great honor to have him join our team after having a brilliant career path in leading airlines. His professional and human skills are great for our team and for our customers."

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Upcoming Events

ICAO Air Service Negotiation Event (ICAN2022)

The fourteenth ICAO Air Services Negotiation (ICAN2022) Event will be hosted by the Nigerian Civil Aviation Authority from 5 to 9 December 2022.

The event will be held in Abuja, Nigeria in a hybrid setting (in-person and virtually). ICAN2022 will provide States, either on-site or participating remotely, with a central meeting place to conduct bilateral, regional or plurilateral air services negotiations and consultations, as well as networking opportunities for policy makers, regulators, air operators, service providers and other stakeholders.

ICAN has been highly commended by participating Delegations as an efficient platform for conducting air service negotiations. Since its inception, the number of countries that utilizes this facility has steadily increased. So far more than a total of 160 States have participated in and benefited from ICAN at least once.

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05-08 December 2022 | Dubai World Trade Center

2023 AIAA Science and Technology Forum and Exposition (AIAA SciTech Forum)

American Institute of Aeronautics And Astronautics Inc. (AIAA) SciTech Forum is the world's largest event for aerospace research, development, and technology. The 2023 forum promises to ignite the Future: Explore the Frontiers of Aerospace. The program will explore how aerospace is solving societal grand challenges, the funding resources available, the intersection of science and engineering, accelerating confidence in this digital world, and making Sci-Fi a reality.

The 2023 forum will be a hybrid event which will include both in-person and virtual components, offering you the flexibility and choice of how to participate. The forum aims to bring together over 5,000 participants from across the globe in a hybrid setting representing hundreds of government, academic, and private institutions.

22-27 January 2023 | Gaylord National Resort & Convention Center, Washington DC, USA.

Digital Cargo Conference 2023

The 2023 IATA Digital Cargo Conference will take place in Geneva, Switzerland from 21-22 February 2023.

The Digital Cargo Conference provides a platform for industry professionals with a stake in digital cargo to interact with each other and be informed about the latest worldwide developments, in terms of regulation, standards, business processes, and technology. This edition will focus on the digital transition towards full implementation of ONE Record by 1 January 2026. As a first, there will be an Executive Summit (by invitation) and a Tech Summit, on the morning prior to the conference.

**21-22 February 2023 | IATA Conference Centre
Geneva, Switzerland**

Air Cargo Africa 2023

Air Cargo Africa is the sector's leading industry exhibition and conference. Delivering new business opportunities, global perspectives and strong networking platforms, the air cargo Africa trade show, conference and awards engage the global air cargo community to explore and strengthen networking corridors with the African Continent.

With 69 exhibitors, 1550 visitors and 640 delegates, air cargo Africa has established itself, as the meeting hub for the African air cargo sector, creating exciting and lasting opportunities.

**21-23 February 2023 | Sandton Convention Center
Sandton, Johannesburg, South Africa**

Air Cargo Europe 2023

air cargo Europe, the international industry gathering for the global air freight industry in Munich since 2003, is returning next year with its first face-to-face exhibition since the pandemic. The exhibition is part of transport logistic, the world's leading trade fair for logistics, mobility, IT, and supply chain management.

This is the most important centrally located business platform for the air cargo sector. This is where international air cargo professionals come to network, make new contacts, develop upcoming markets and explore joint business potential. air cargo Europe is part of transport logistic.

In 2019, 2,374 exhibitors from 63 countries and regions were there to welcome around 64,000 visitors from 125 different countries. International market leaders and innovative newcomers present the exciting world of logistics at the Messe München site.

**May 9–12, 2023
Trade Fair Center Messe München, Munich, Germany**





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