



## IBS Software

### Pioneering digitization in the air cargo industry

**Ashok Rajan**  
Senior VP & Head – Cargo & Logistics Solutions, IBS Software



**10 | Global News**  
Etihad Cargo expands operations in China with additional belly capacity

Airlines



**28 | Features**  
World Cargo Symposium 2022

Airports



**32 | Trucking**  
Mercedes-Benz Trucks showcases functionality, fuel efficiency, driving comfort

Logistics

 **The Lounge**



**Stella-Marissa Hughes**  
CAE, Advanced Air Mobility Strategy  
Business Development & Partnerships Leader



# YOUR PET, OUR PRECIOUS CARGO

Rest easy knowing animal safety is our priority. As the first airline to be re-certified globally, our **IATA/CEIV Live Animals certification** means we adhere to a high standard of live animal safety and security procedures.

LEARN MORE AT [AIRCANADACARGO.COM](https://aircanadacargo.com)



AIR CANADA  
CARGO



Air Cargo Update is a platform to disseminate news and tackle issues in the global air freight industry with emphasis in the Middle East, South Asia and Africa.

• BAHRAIN • CYPRUS • IRAN • IRAQ • JORDAN • KUWAIT • LEBANON • OMAN • QATAR • SAUDI ARABIA • SYRIA • UNITED ARAB EMIRATES • YEMEN • ALGERIA • ANGOLA • BENIN • BOTSWANA • BURKINA FASO • BURUNDI • CAMEROON • CENTRAL AFRICAN REPUBLIC • CHAD • CONGO • COTE D'IVOIRE • DJIBOUTI • E. GUINEA • EGYPT • ERITREA • ETHIOPIA • GABON • GHANA • GUINEA • GUINEA • BISSAU • KENYA • LESOTHO • LIBERIA • LIBYA • MADAGASCAR • MALAWI • MALI • MAURITANIA • MAURITIUS • MOROCCO • MOZAMBIQUE • NAMIBIA • NIGER • NIGERIA • RWANDA • SAO TOME & PRINCIPE • SENEGAL • SEYCHELLES • SIERRA LEONE • SOMALIA • SOUTH AFRICA • SUDAN • SWAZILAND • TANZANIA • TOGO • TUNISIA • UGANDA • ZAIRE • ZAMBIA • ZIMBABWE • BANGLADESH • BHUTAN • INDIA • PAKISTAN • SRI LANKA • NEPAL



**7dimensions**  
MEDIA FZE LLC

PO Box: 9604, SAIF Zone, Sharjah - UAE  
Tel: +971 6 557 9579, Fax: +971 6 579569,  
info@7dimensionsmedia.com  
www.7dimensionsmedia.com

**Chief Editor**

**Gemma Q. Casas**  
gemma@7dimensionsmedia.com

**Contributors**

**Nirmala Rao**  
**Ayesha Rashed**  
ayesha@aircargoupdate.com

**Sales & Marketing**

**Israr Ahmad**  
israr@7dimensionsmedia.com

**Head Operations**

**Mohammad Karimulla**  
karimulla@7dimensionsmedia.com

**Creative Director**

**Mohammed Imran**  
imran@7dimensionsmedia.com

**Photo Journalist**

**Wasim Ahmed**  
wasim@7dimensionsmedia.com

WORLDWIDE MEDIA REPRESENTATIVES  
France, Belgium, Monaco, Spain:  
Aidmedia, Gerard Lecoeur; Tel: +33 (0) 466 326 106; Fax: +33 (0) 466 327 073  
India:  
RMA media, Fareedoon Kuka;  
Tel: +91 22 5570 3081; Fax: +91 22 5570 3082  
Taiwan:  
Advance Media Services Ltd, Keith Lee;  
Tel: (886) 2 2523 8268; Fax: (886) 2 2521 4456  
Thailand:  
Trade and Logistics Siam Ltd, Dwight A Chiavetta;  
Tel: +66 (0) 2650 8690; Fax: +66 (0) 2650 8696  
UK, Ireland, Germany, Switzerland,  
Austria: Horseshoe Media, Peter Patterson; Tel: +44 208 6874 160

**Embracing change**

Throughout history, aviation remained an integral part of global activities no matter what happened, with the exception of this pandemic. For nearly two years, airlines suffered unimaginable losses amid the imposition of global travel ban and restrictions to prevent the spread of the Coronavirus.

In 2020 alone, the International Civil Aviation Organization estimated the global losses to the aviation industry at between \$350 to \$400 billion with passenger traffic cut by nearly 70 percent. The years that followed were difficult.

This year, aviation seems to be on a rebound albeit still faced with numerous challenges. For the air cargo industry, which emerged as a critical lifeline for most airlines, that means increasing its belly-hold capacity and widening its route network.

At the recently concluded World Cargo Symposium held in London, the International Air Transport Association (IATA) underscored the need to strengthen further air cargo industry's resilience in the post-pandemic era.

"Air cargo had a stellar year in 2021 achieving \$204 billion in revenues. At present, however, social and economic challenges are mounting. The war in Ukraine has disrupted supply chains, jet fuel prices are high and economic volatility has slowed GDP growth. Despite this, there are positive developments. E-commerce continues to grow, COVID restrictions are easing, and high-value specialized cargo products are proving resistant to economic ups-and-downs. Going forward, achieving our net zero commitment, modernizing processes, finding better solutions to safely carry lithium batteries, and making air cargo attractive to new talent are critical," Brendan Sullivan, IATA's Global Head of Cargo, said at WCS's opening ceremony.

Indeed, external challenges are still there. And there's no other way to survive but to adapt to the changes at hand. Innovate and build on your strengths.

In this edition, we'll bring you the latest industry news and a closer look at how technologies are reshaping the global air transport industry. Hear it from experts with in-depth knowledge, insights and experience. These and more on **Air Cargo Update's** October issue.

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

All rights reserved. The opinions and views expressed in this publication are not necessarily those of the publishers. Readers are requested to seek specialist advice before acting on information contained in this publication, which is provided for general use and may not be appropriate for the reader's particular circumstances. The publishers regret that they cannot accept liability for any error or omissions contained in this publication.



**20**

**Cover Story**

*IBS Software:  
Pioneering digitization  
in the air cargo industry*



**06**

**The Lounge**

*Yoga and playing board games  
for this CAE Partnership Leader*



**24**

**Features**

*Skyport: The live fish and seafood  
air transport expert*



**28**

**Features**

*World Cargo Symposium 2022. Moving from  
'talk to action', experts underscore stakeholder  
collaboration*



**32**

**Trucking**

*Mercedes-Benz Trucks showcases functionality,  
fuel efficiency, driving comfort and exclusivity  
of its diesel-powered trucks*

**46**

**Upcoming Events**

**10 Global News**

**37 Airports**

**19 Logistics**

**39 Aviation**

**36 Airlines**

**41 Executive  
Moments**





## Animals fly quality class

At Qatar Airways Cargo, we go beyond the required regulatory standards to ensure that every creature entrusted to us is given the utmost care and comfort for the entire duration of the journey, both on the ground and in the air.

[qrcargo.com](http://qrcargo.com)

The  
**NEXT**  
GENERATION

  
**QATAR**  
AIRWAYS القطرية  
**CARGO**



The Lounge

## Yoga and playing board games for this CAE Partnership Leader



**Stella-Marissa Hughes**

CAE, Advanced Air Mobility Strategy  
Business Development & Partnerships Leader

**S**tella-Marissa Hughes is CAE's Advanced Air Mobility Strategy, Business Development & Partnerships Leader, with vast experience in the aerospace and defense industry, including strategy, business development, and program management roles.

She is responsible for leading the development and execution of the Montreal-based CAE's advanced air mobility strategy, as well as identifying and developing new business opportunities and partnerships.

"I am the daughter of a diplomat and grew up in various locations, which sparked my love of travel. I eventually went to McGill University in Montreal for my B.Eng and M.Eng. I made the shift from aerospace engineering to R&D strategy when I started at CAE in 2015, and later transitioned into business strategy as part of the Business Development group within our Civil business unit. After working on organic and inorganic growth projects for our training and simulation products business, I took on a new role that was primarily dedicated to working with start-ups to accelerate CAE's innovation, either through collaboration or investment. Through that work, I became very interested in Advanced Air Mobility, which led me to launching a dedicated team that is focused on this emerging form of aviation.

"We have now become a cross functional team of nearly 50 individuals who are creating new products for this area,

constructing a future training program, working with regulators and forming partnerships with some of the top OEMs such as Joby, Beta Technologies, Volocopter, Vertical Aerospace and Jant," Stella shared.

Stella takes pleasure in spending time with her friends playing board games. Even in her leisure time, she enjoys thinking about strategy and how to work collaboratively with others.

"I'm a yoga enthusiast, so I love to be able to shake off the day with an hour of yoga. Preferably in my garden (Montreal weather permitting). I find that yoga helps me to clear my mind and connect with my body, and it's a great way to de-stress. I've been practicing yoga for several years now, and I always feel better after a session."

**Stella's favorite quote is from Maya Angelou, "People will forget what you said, people will forget what you did, but people will never forget how you made them feel" which always stuck with me. It's important to treat the people around with empathy and respect. I try to live by that and to excite and energize the people around me."**

Stella looks up to her partner, saying, "My partner is my inspiration. He founded a robotics company five years ago, and being on the journey with him as he has grown a medtech company into productization and profitability stokes my own drive. Watching him lead a team and foster a sense of community has shaped my leadership style. I have seen firsthand how his innovative thinking and dedication to his work has led to success, and I am eager to follow his example. He is my motivation to continue learning and expanding my own skills so that I can one day reach the same level of success."

Currently, Stella works with startups that are working to transform the way that people and businesses operate.

"It's energizing and I feel like I learn something new every day. If I was not working in aviation, I would probably be supporting business development of an engineering tech start up. I would find it rewarding to watch a business grow from the very early stages and know that I'm making an impact to a new industry," she said

Stella expects the remaining 2022 and upcoming years to be exciting for her.

"As the Partnership Leader for CAE, I am excited about the potential for the AAM industry in the coming years. We have many partners who are currently in critical phases of their flight test programs, and it is immensely gratifying to have our engineers and training specialists working alongside them as they move closer to certifying their vehicles. I believe that the next few years will be immensely successful for the AAM industry, and I am proud to be a part of it."



## MOVING YOUR CARGO BEYOND B O R D E R S

Prime Aviation specializes in providing customized cargo solutions to different types of clients from international freight forwarders, to shippers, logistic providers, governments and humanitarian relief organizations. From Europe to China, CIS countries, India and USA, it has developed an global network of agents and offices worldwide.



### Air Freight



### Air Cargo Charter



### Cargo Services

- Cargo acceptance, handling & warehousing
- Door to door delivery
- Customs clearance
- Schedule cargo flights

www.primeaviation.ae

**PRIME**  
AVIATION

PRIME AVIATION FZCO  
2W – 401, Dubai Airport free Zone  
P.O. Box 936210, Dubai, UAE

Contact: +971 4 3231491, +971 50 5219843  
E-mail: [sales@primeaviation.ae](mailto:sales@primeaviation.ae)  
Website: [www.primeaviation.ae](http://www.primeaviation.ae)



## Emirates launches Humanitarian Airbridge to Pakistan, offers free cargo capacity for flood-relief aid



**Dubai, UAE:** Emirates SkyCargo has set up an airbridge between Dubai and Pakistan to offer cargo capacity free of charge on flights to transport relief aid to people grappling from the devastating impact of floods from severe monsoon rains that began in June.

Since 02 September, cargo capacity on all Emirates' passenger flights to Pakistan are made available to organisations based at the world's largest humanitarian hub, International Humanitarian City (IHC), to transport critical equipment and supplies, food and other emergency relief goods directly to the five airports – Karachi, Islamabad, Lahore, Peshawar, and Sialkot.

"Emirates is deeply connected and committed to Pakistan. From our very first flight in 1985 to Karachi until today, we've steadily grown the mutually beneficial air links that facilitate business, tourism and trade between the UAE and Pakistan. HH Sheikh Mohammad bin Zayed al Nahyan, President of the UAE, and HH Sheikh Mohammed bin Rashid al Maktoum, UAE's Vice President and Prime Minister and Ruler of Dubai, have directed urgent aid to Pakistan, mobilising people and businesses across the UAE, and Emirates is ready to play our part," said HH Sheikh Ahmed bin Saeed Al Maktoum, Emirates Group Chairman and Chief Executive.

Emirates operates 53 scheduled passenger flights per week to Pakistan, where recent heavy rainfall has caused catastrophic flash

flooding across the country, tragically leaving over 1,100 people dead and millions homeless.

Any of the humanitarian organisations at IHC wishing to utilise the free cargo capacity to transport humanitarian relief from Dubai to Pakistan may contact Emirates SkyCargo's centralized crisis relief desk on [emiratescrisisrelief@emirates.com](mailto:emiratescrisisrelief@emirates.com) and [emergencyresponse@ihc.ae](mailto:emergencyresponse@ihc.ae).

Mohammed Ibrahim Al Shaibani, Chairman of the Supreme Committee for the Supervision of IHC, noted: "Times of crisis are a true test of spirit and once again, we are working with Emirates to respond to a devastating humanitarian crisis, this time in Pakistan, where floods have caused unimaginable losses and damages. We are grateful for the long-standing support of Emirates to the IHC community and its honourable commitment to alleviate the suffering of the victims of these extraordinary floods. Together, we are proud to deliver this vital support to the people of Pakistan."

As one of the world leaders in air transport, Emirates is no stranger to facilitating humanitarian logistics.

In May 2021, Emirates SkyCargo flew relief materials free of charge from Dubai to India over three weeks to support the Indian community in managing the second wave of the COVID-19 pandemic. Under the Emirates India Humanitarian Airbridge, Emirates donated cargo capacity to transport essential supplies such as relief tents and thousands of oxygen cylinders and concentrators free of charge on flights to Indian destinations.

After the Port of Beirut explosions in August 2020, which devastated many parts of Lebanon's capital city, Emirates SkyCargo ramped up its freighter operations to Lebanon by dedicating over 50 flights to deliver critical emergency relief and aid to the hundreds of thousands of people affected by the blasts.

### UN: Hunger and diseases threaten millions in Pakistan

More than 33 million people in Pakistan have been affected or displaced by the country's "worst flooding in decades" leaving them vulnerable to hunger and diseases in an unprecedented scale, according to reports.

"Pakistan is awash in suffering," UN Secretary-General António Guterres said in a video message to launch the six-month appeal in Islamabad and Geneva.

Jens Laerke, spokesperson for the UN humanitarian coordination office, OCHA, said about "500,000 people displaced by the floods" "are sheltering in relief camps...nearly one million homes have been damaged and over 700,000 livestock have been lost."

The humanitarian situation has also been compounded by severe impacts to infrastructure. Damage to nearly 3,500 km of roads and 150 bridges has impeded the ability of people to flee to safer areas, he said, and compromised the delivery of aid to the millions in need.

Officials estimate it would take about six months for the deadly flood waters to recede in the hardest hit areas.



**Victims of the unprecedented flooding from monsoon rains receive relief food organized by the Alkhidmat Foundation, in Jaffarabad, a district of Pakistan's southwestern Baluchistan province, Sept. 5, 2022. Image Credit: Voice of America/AP**



# ONE PLACE MORE SPACE

Proud providers of full charter air cargo capacity for freight forwarding, logistics and charter broker clients globally.

**EXCLUSIVE GLOBAL SALES AGENTS FOR BOEING**  
747-400, 737NG, 757-200 & 737CL FREIGHTERS



**+260M**

KGS FLOWN  
IN 12 MONTHS



**+2,300**

FULL CHARTERS  
IN 12 MONTHS



**+50**

GLOBAL AIRPORTS  
SERVED IN 12 MONTHS

Contact us at  
**cargo@aironeaviation.com**  
or **+44 (0) 203 176 1700**



## Etihad Cargo expands operations in China with additional belly capacity to Guangzhou

**Abu Dhabi, United Arab Emirates:** Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, reinforces its commitment to the China market with the introduction of an additional 30 tons of belly capacity via two new weekly direct passenger flights to Guangzhou from 10 October, subject to regulatory approvals.

With this latest addition to the carrier's network, Etihad will become the first international airline to operate long-haul passenger and cargo services to the top three Chinese gateways since the start of the pandemic.

In July, the carrier announced the introduction of direct passenger flights to Beijing, bringing the total number of direct passenger and freighter flights for China to 15. With the introduction of an additional two direct passenger services per week to Guangzhou using a two-class Boeing 777, Etihad Cargo will offer 1,520 tons of total cargo capacity into and out of China per week.

In addition to offering cargo capacity on passenger flights, Etihad Cargo also operates six Boeing 777-200 freighter flights for Shanghai and five dedicated freighter services for Hong Kong per week.

"China remains a key strategic market for Etihad Cargo. The Chinese market

contributes over 20 per cent of the carrier's cargo operations, and Etihad Cargo is further reinforcing its commitment to the market by expanding operations into Guangzhou. This is the latest step in Etihad Cargo's commitment to its customers, providing more capacity along key routes to enable greater cooperation between the United Arab Emirates and China," said Martin Drew, Etihad Aviation Group's Senior Vice President Global Sales & Cargo.

Etihad Cargo exports a wide range of products from China to the UAE, Europe and the US, with electronics being the most widely transported product.

Earlier this year, Etihad Cargo launched a dedicated Mandarin version of the carrier's website and booking portal, making the booking process easier for customers located in China. The carrier continuously explores opportunities to make the booking process faster and more convenient and will adapt its network to add more capacity to meet its customers' needs.

## Amsterdam Airport Schiphol's freight volumes in H1 2022 down by 13.85, but investment in smart strategies remains strong

**Amsterdam, the Netherlands:** Amsterdam Airport Schiphol's total cargo volume for the first six months of 2022 fell by 13.8% to 721,746 tons compared to the first six months of 2021, in line with global cargo trends.

The downtrend came in the wake of global decrease of volumes transported and the loss of volumes from a large carrier operating from Russia. It was also attributed to the growing capacity on passenger flights, concerns about economic development worldwide, production and transport issues in Asia, and the war in Ukraine.

The top three destinations for cargo by tonnage at Schiphol were Shanghai, China; Dubai, United Arab Emirates; and Chicago, USA. Inbound cargo volumes decreased by 17.5% to 364,376 tons, and outbound cargo volumes dropped by 9.7% to 357,369 tons compared to the same period in 2021.

"The 2021 and 2022 figures have shown that Amsterdam Airport Schiphol is still the airport of choice for logistic companies and their customers. Now that demand for passenger flights has increased, the available airport capacity needs to be shared," said Anne Marie



Anne Marie van Hemert, Head of Aviation Business Development, Schiphol Airport

van Hemert, Head of Aviation Business Development, Schiphol Airport.

"In the first half-year, innovation through our Smart Cargo Mainport Program has continued. Automated Nomination has been introduced as the new standard procedure for inbound cargo, which informs customers about incoming shipments before arrival. Going forward, additional measures will be implemented for secure cargo handovers."

At the start of 2022, dnata announced over €200 million investment in Amsterdam to operate one of world's largest, most advanced cargo facilities at Schiphol Airport.

The new facility is located in the South-East cargo area and investments will be made here to implement seamless cargo processes with zero-emission ground operations by 2030.

"Schiphol looks forward to remaining an attractive hub and being the most sustainable airport with an efficient cargo flow," said van Hemert. "Together with our cargo community, we want to shape Europe's smartest cargo hub."

## Qatar Airways Cargo focuses on 'Digital Transformation'

**DOHA, Qatar:** Aiming for reliable information, fast access, and efficient interactions in its digital transformation strategy, Qatar Airways Cargo announced intensifying blending intelligent technology with personal customer care.

Qatar's national cargo carrier said digital transformation is a key point of its The Next Generation -concept, a whole new way of upscaling its business in the fast-changing air cargo industry.

"Digital tools are an enabler and an enhancement of our service portfolio, giving our customers a broad and varied choice of how they wish to interact with us, and our employees the tools for proactive rather than reactive engagement. Our digital developments are based on reducing process inefficiencies so that customers receive a faster turn-around. These adaptations enable our people to focus on value-added work, not on repetitive manual tasks that do not bring value," said Faisal Karamat, Vice President Customer Experience at Qatar Airways Cargo.

The carrier is also working to equip its sales team with data analytics that offer tailored services to customers, as well as provide the operations team with flight-load and shipment information prior to flight arrival, enabling them to streamline the shipment movement.

Qatar Airways Cargo's digital transformation strategy concentrates on replacing repetitive manual processes with digital solutions, refining existing systems, and developing intelligent interfaces to industry software. The company is also exploring ways to reduce the service response time across various customer touchpoints.

For example, how quickly a customer is able to open an account with Qatar Airways Cargo depends on whether they are IATA CASS-registered or non-IATA CASS. "Our focus is on tapping into available



technologies and combining them with various in-house tools," Karamat explains. "We are offering a full omni-channel experience where customers can book via various platforms of their choice."

**Qatar Airways Cargo began offering its capacity on Webcargo in February 2021, and has since seen over 50,000 bookings in the first year. Its success has led to a wider omni-channel approach where customers can choose how they wish to book with Qatar Airways Cargo, either online via the airline's website, or booking platforms, as is more and more the case, or via the traditional phone or email booking method.**

Qatar Airways Cargo says it will soon be announcing further third-party marketplace partners and a brand-new booking experience in line with The Next Generation spirit conveyed by the carrier.

The world's leading cargo carrier will be introducing many more digital transformation initiatives in the months ahead.

## Çelebi Cargo GmbH enhances flight safety using Nallian's Check-it application



**Brussels, Belgium:** Cargo Handling Agent Çelebi Cargo GmbH has selected Check-it, one of Nallian's software applications, to improve the digitalization path in his subsidiary in Frankfurt, the companies announced.

The cargo handler says it is using Check-it as a digital and smart ULD airworthy check for final fit-to-fly checks but also for the acceptance of BUPs to further increase our all-number-one priority: flight safety.

After the successful trial at the beginning of the year, Çelebi Cargo GmbH said it is scanning and checking already 100% of the ULDs from a major airline customer using the application. Either at the acceptance stage (BUP) or own build ULDs before they get handed over for ramp transport. The solution will be used in the Frankfurt station first.

"Safety is and will be always the highest priority for Çelebi. Therefore, we started this initiative to create a 100% safe, transparent, and digital solution, which is communicating in real time, internally and externally. Combining the operational know-how from our staff with the technical know-how from Nallian was the right decision to enable this game-changing digital airworthy check," said Christopher Licht, CEO Çelebi Frankfurt.

Check-it consists of a mobile and web app. With the mobile app, operators on the shop floor capture all information (including pictures) on their handheld devices. The information is immediately available in the web platform, and notifications and reports are automatically created and sent to customers and internal staff. This eliminates back and forth calling or mailing, as all stakeholders have real-time status visibility. Data can be easily exported.

Ivo Fremau, Sales Manager at Nallian, adds: "Check-it digitalizes any question-based check or task, such as dangerous goods, pharmaceuticals, damages. It is a highly flexible solution that allows users to easily set up exactly the checklists they need for their operations. We're proud to add Çelebi to our network of ground handling agents, freight forwarders, and self-handling airlines using Check-it to increase transparency, quality, and efficiency of their inspection process."



## Kale Logistics Solutions opens new development center to nurture local tech talent in India

**Mumbai, India:** Kale Logistics Solutions, a trusted IT partner in the global logistics industry, announced it has opened a new software development centre in Kolhapur, India, as part of its drive to attract and nurture talent outside of metropolitan cities in the country.

Kale says it aims to access more talent and give its employees greater flexibility regarding where and how they work. Demand for digital-savvy technology talent, especially in non-metro areas, is expected to accelerate in 2022.

Since the advent of the pandemic, there has been a steady increase in demand for remote work and companies setting up smaller offices away from their headquarters.

With smaller cities now cropping up on the IT sector radar, growth, employment opportunities, and development are spreading more evenly across the country instead of being limited to a handful of major cities.

Kale has been focusing on bringing jobs to smaller towns since it opened its first tier 2 city office in 2020 in Jamnagar, Gujarat.

"It is all about nurturing industry-ready talent. We believe these regions are rich in latent talent, just waiting for opportunities to come their way," said Rajesh Panicker, Chief Operating Officer (COO) and Co-founder of Kale Logistics Solutions.

"We are hiring across all levels, to increase the tech



**Rajesh Panicker**  
Chief Operating Officer (COO) and  
Co-founder of Kale Logistics Solutions



**Rohit Jain**  
Head of HR  
Kale Logistics Solutions

quotient of the firm and keep our talent pool brimming with new-age technologies. Our focus is on taking opportunities where the talent is. This means that employees don't have to uproot themselves or move away from their families."

Kale's wide portfolio of IT solutions is now catering to a vast range of airports and ports. From Asia Pacific to North America, many countries are embracing Kale's community platform, with Mumbai, Bengaluru, Hyderabad, and Lucknow some of the major airports in India that are leveraging Kale's suite of IT solutions.

"The new office location will not only strengthen our already rich and diverse talent base but also provide local talent with the opportunity to build meaningful careers," said Rohit Jain, Head of HR, Kale Logistics Solutions. "We're creating the opportunity to work for a global organization, in a highly regarded role, from the comfort of their hometown."

## Specialized in ground support equipment & all types of steel works, repair & refurbishment of used equipment



**KNN INTERNATIONAL SERVICES FZC**

P.O. Box: 9509, SAIF Zone, Sharjah, United Arab Emirates. Tel: +9716 704 0890

Mob: +971 50 364 8360. E-mail: kshaikh@knn-gse.com, Web: www.knn-gse.com

## Turkish Cargo safely transports to Argentina Türkiye's national car Togg for winter road tests

"We are celebrating the successful performance shown at international tests by Togg smart device, one of the most ambitious projects of Türkiye. Doing our part as the national flag carrier with the power of being the airline that flies to more countries than any other in the world, we are proud to deliver the Turkish automobile and our country's technology exports worldwide." Turkish Airlines Chairman of the Board and the Executive Committee Prof. Dr. Ahmet Bolat.

**ISTANBUL:** Turkish Cargo has safely transported to Argentina one of the soon-to-be launched models of Türkiye's national car brand, Togg, a \$3.2 billion project aimed at establishing Turkey as a major global manufacturer of electric cars.

Turkey's Automobile Joint Venture Group Inc. is poised to produce in mass production late this year the SUV segment of its five electric car models.

The Togg smart device, whose road, safety, performance and range/battery tests are continuing at accredited test centers in different parts of the world, flew to Tierra del Fuego, Argentina for its winter tests via Turkish Cargo.

After the journey that started at Istanbul Airport and continued to Argentina, a commercial film about the cooperation of Turkish Cargo and Togg was released.



PROF. DR. AHMET BOLAT



"We are celebrating the successful performance shown at international tests by Togg smart device, one of the most ambitious projects of Türkiye. Doing our part as the national flag carrier with the power of being the airline that flies to more countries than any other in the world, we are proud to deliver the Turkish automobile and our country's technology exports worldwide," said Turkish Airlines Chairman of the Board and the Executive Committee Prof. Dr. Ahmet Bolat.

Togg CEO M. Gürcan Karakaş hailed its partnership with Turkish Cargo which first flew the car for CES 2022 in the United States.

"From the first day we set out on our journey, we have been acting on the principle of choosing our business partners among the best in our country and the world. Following our 'Transition Concept Smart Device', which we exhibited at the Consumer Electronics Show CES in Las Vegas, the USA in January 2022, we have now undertaken yet another solid collaboration by transporting our Togg Smart Device to the accredited test center in Ushuaia, Argentina, the closest point to the South Pole, in cooperation with Turkish Cargo, for the continuation of our winter testing," said Karakaş.

"Our tests continue in various accredited test centers, which are the world's leading ones. We stand by our word be it

snow, winter or mud, even on the other side of the world if need be. We are taking firm steps towards our goal to launch on the promised date," he added.

Togg flew to its first world stage appearance via Turkish Airlines' special flight. Its brand identity and concept were unveiled at CES fair held in Las Vegas on January 5-8 2022 and returned to Istanbul full of hopes for its later mass launch.

Turkish Cargo says it uses special equipment and processes for sensitive high-value products that it transports. For instance, cameras are installed where these valuables are kept to monitor them constantly.

With its unique solutions, the rising global air cargo brand with over 30 years of handling special cargo shipments, ranks first among international shippers in search of reliable and trusted cargo specialists for their high-value goods.

**IATA**

**WORLD**

**PASSENGER**

**SYMPOSIUM**

Manama, Bahrain  
1 - 3 November 2022



**IATA WORLD PASSENGER SYMPOSIUM IS BACK WITH A FULL AGENDA!**

# UNLOCKING VALUE CREATION BY PUTTING THE CUSTOMER FIRST

This year's WPS combines the former Digital and Data and Retailing Symposium, the Global Airport and Passenger Symposium and the Accessibility Symposium into a single event to reflect the importance and connectedness of all three elements to the customer experience.

Join us at this year's IATA World Passenger Symposium!

[REGISTER NOW ON IATA.ORG/EVENTS](https://www.iata.org/events)

For more details please contact: [iatawps@gl-events.com](mailto:iatawps@gl-events.com)



## Saudia Cargo signs agreement with IATA to work on its CEIV-Pharma Certification

**LONDON/JEDDAH:** Saudia Cargo is proud to announce its agreement with IATA to work on its Center of Excellence for Independent Validators for Pharmaceutical Logistics (CEIV Pharma) Certification, the global standards in the safe and secure air transportation and handling of pharmaceuticals.

Saudia Cargo CEO Teddy Zebitz and IATA Senior Vice President Commercial Products and Services Mr. Frederic Leger signed the agreement on 28th of Sep on the sidelines of World Cargo Symposium, the largest and most prestigious air cargo event, held this year in London. For the next few months, Saudia Cargo will continue rigorous preparations across multiple aspects of its operations, particularly on staff competency to handle pharmaceuticals, to comply with IATA's requirements for CEIV Pharma Certification on top of GDP (Good Distribution Practice).

The process is meant to ensure that critical healthcare cargo such as COVID-19 vaccines and other pharmaceutical and bioscience products are not compromised while they are being transported on air.

Commenting on this milestone to Saudia Cargo's continuing drive as a globally competitive market leader, Teddy Zebitz, the company's Chief Executive Officer, said: "This move shows Saudia Cargo's commitment to the highest global quality standards and compliance when it comes to transporting pharmaceuticals and life sciences products. Human lives are paramount in our operations whether it involves staff or end-users. This gives our customers and partners the continued confidence and peace of mind that the pharmaceuticals we transport are treated with utmost care in line with international standards."

## Another IATA first for Hactl

**HONG KONG:** Hong Kong Air Cargo Terminals Limited (Hactl) – Hong Kong's largest independent cargo handler – has become the first cargo terminal operator in Hong Kong to achieve IATA's new Competency-Based Training and Assessment (CBTA) Center Certification.

Hactl has been an IATA Accredited Training School (ATS) since 2003, offering training both for its own staff and those of third parties including airlines, freight forwarders, industry organisations and educational institutions.

Following an agreement by the ICAO Dangerous Goods Panel in September 2019, IATA Dangerous Goods training has been evolving from traditional learning to the new, skills-based competency-based training and assessment format. The 63rd edition of the IATA Dangerous Goods Regulations (DGR) includes guidance on competency-based training and assessment (CBTA), which becomes mandatory from 1 January 2023.

Having received both CBTA Corporate and CBTA



Saudia Cargo CEO Teddy Zebitz, left, & IATA Senior Vice President Commercial Products & Services Frederic Leger, at the agreement's signing ceremony in London. Image Credit: Saudia Cargo

When it comes to transporting pharmaceutical products across continents, Saudia Cargo has successfully built a trusted name. For decades now, it has been the preferred shipper for vaccines and other medicines across the Middle East and Africa. As the company's global humanitarian mission continues, it also demonstrated its strong commitment to UNICEF's goal of distributing COVID-19 vaccines for free to developing countries.

Uniquely positioned bridging the East to the West, the Jeddah-based Saudia Cargo offers fast and efficient air transport services with minimal ground handling time. In recent years, the company unveiled its multimillion new cold chain facilities with state-of-the-art features at its sprawling new cargo terminal in Jeddah and other parts of Saudi Arabia.

Saudia Cargo joined the rest of the world to save humanity, successfully carrying over 500,000 tons of cargo, mostly healthcare, and operated over 6,000 cargo flights.

In today's new normal, the airline sees its role in handling pharmaceuticals as critical to people's lives and livelihood that deserves deepening capabilities and expertise in the supply chain.



Provider accreditations, Hactl is certified to continue providing DGR training to employees, as well external clients.

"The new IATA CBTA accreditation aligns with ICAO's revised policy on training for the carriage of dangerous goods by air, providing a more meaningful format for future DGR training," Brendan Sullivan, IATA's Global Head of Cargo, commented.



## SATS to acquire WFS for €2.25 billion, will be turned into a global air cargo handling platform

**PARIS, France:** Worldwide Flight Services ("WFS") is set to be acquired by SATS Ltd. ("SATS") for €2.25 billion with the transaction expected to be closed and fully executed by March 31, 2023.

SATS, the leading provider of aviation services in Asia listed at the Singapore Stock Exchange since 2000, has reached an agreement to acquire WFS from an affiliate of Cerberus Capital Management. Following the close of the transaction, WFS will become a wholly owned subsidiary of SATS and the WFS management team will continue to lead the business.

The transaction will bring together WFS, the world's largest air cargo handler with leadership positions in the Americas and Europe, and SATS. This combination creates a first-of-its-kind global air cargo platform with scale and a network of stations across Asia, the Americas, and Europe. Customers will benefit from the



combined platform's broader suite of services, operational best practices, and integrated technology.

Craig Smyth, WFS CEO, commented: "As we look to our exciting benefits for our customers and our people. We have great respect for SATS and enjoy similar values. By bringing together our respective strengths, we will be able to build on our trusted relationships around the world."

Kerry Mok, SATS CEO, noted: "WFS is an industry leader because it has dedicated people and an unwavering commitment to customers. Our proposed acquisition is a transformational opportunity for SATS and will create a global leader and a go-to provider of mission critical aviation services. In our newly combined markets, SATS and WFS will be at the heart of global trade flows, operating in the world's busiest airports and supporting the biggest companies."

Founded in 1984, WFS is the world's largest air cargo logistics provider and one of the leading providers of ground handling and technical services with annual revenues of €1.8 billion. Its more than 30,000 employees serve over 300 customers at 164 major airports in 18 countries on five continents.

**Dubai, UAE:** Boeing (NYSE: BA) and AerCap (NYSE: AER) jointly announced the milestone delivery of the 100th contracted 737-800 Boeing Converted Freighter (BCF) to the world's largest lessor, AerCap Cargo.

AerCap Cargo has more than 25 years' experience in freighter leasing, including Passenger-to-Freighter (P2F) conversions, with more than 100 successful conversions. AerCap Cargo's 737-800BCF customers include West Atlantic Group, Amazon Air, GOL and Kargo Xpress.

AerCap Cargo has leased the aircraft to GOL Linhas Aéreas, as part of the growth strategy and logistics solution of GOLLOG, GOL's logistics business unit. GOL will operate the freighter for a Latin American e-commerce company.

"We are delighted to be a part of this significant milestone with our partners at Boeing," said Rich Greener, Head of AerCap Cargo. "Since launching the 737-800BCF program with Boeing in 2016, the e-commerce market has grown at a phenomenal rate with increased demand from e-commerce retail businesses. Thanks to its versatility and reliability, the 737-800BCF is becoming the workhorse

## Boeing delivers on 100th 737-800 BCF Order to AerCap Cargo



for express air cargo and e-commerce networks."

In 2016, AerCap Cargo was the launch customer for Boeing's 737-800BCF program. Today, AerCap Cargo has the largest fleet of 737-800BCFs with 65 firm orders and nine options. The 100th 737-800BCF was converted at Boeing Shanghai Aviation Services Co. Ltd., (BSAS), home to the first 737-800BCF conversion line.

"We are honored to celebrate this milestone with AerCap Cargo, a customer that has been an integral part of the 737-800BCF program's success since program launch," said Kate Schaefer, vice president of Boeing's Commercial Modifications, Engineering & Specialty Products business. "Across five continents, our customers' 737-800BCF utilization hours are far surpassing those of the previous generation fleet. It's a testament to the important role these freighters play in unlocking market opportunities for our air cargo operators and their customers."

Since program launch, BSAS has added a second conversion line for the 737-800BCF. It is now one of five global sites in three countries with 737-800BCF conversion capacity.

With up to 20% lower fuel use and CO2 emissions per ton, 737-800BCF operators are carrying more payload with less fuel. The in-service 737-800BCF fleet has already logged more than 70,000 flights, with average utilization of 7 hours per day, more than double the typical utilization of older generation freighters in the same size category.

The 737-800BCF is the market leader with more than 250 orders and commitments from over 20 customers.



# ABU DHABI AIR EXPO AVIATION & AEROSPACE EXHIBITION 1-2-3 NOVEMBER 2022



**JOIN THE LEADERS IN THE AVIATION INDUSTRY**



**AL BATEEN EXECUTIVE AIRPORT  
ABU DHABI, THE CAPITAL - UAE**

Hosted by :



[www.abudhabiairexpo.com](http://www.abudhabiairexpo.com) • [info@airexpo.aero](mailto:info@airexpo.aero)



**LONDON/MALTA:** Challenge Airlines was awarded its International Air Transport Association (IATA) Center of Excellence for Independent Validators (CEIV) Live Animals certification at the recently concluded World Cargo Symposium held in London.

Hay Sasson, Chief Operating Officer of Challenge Group, received the certificate from IATA SVP Product & Services Frederic Leger in the presence of Brendan Sullivan, IATA Head of Cargo, & IATA Director General Willie Walsh. Challenge Airlines IL also has the IATA CEIV Pharma certificate.

"Challenge Airlines IL is delighted to have visible recognition of the uncompromisingly high standards that we apply when transporting all kinds of animals," said Hay Sasson, Chief Operating Officer of Challenge Group. "We carry more than 5,000 animals every year and, in line with our corporate values, their well-being and comfort is paramount."

Challenge Group does everything possible to ensure that each animal's travel experience is as stress-free as possible, even going as far as developing its own horse ULD & the prototype of a horse's trailer. With the IATA CEIV Live Animals certificate, Challenge Group has a globally recognised quality stamp— one that instils peace of mind in existing & potential customers.

## General spot rates fell 9% in September as lower demand and more capacity impacted a 'jumpy' air cargo market

**LONDON:** General air freight spot rates fell 9% year-over-year in September, to below the 2021 level for the first time this year, as returning global cargo capacity continued to outpace air cargo volumes, according to the latest weekly market data from industry analysts, CLIVE Data Services, part of Xeneta.

Spot rates have been falling gradually since the beginning of this year, pointing to a deteriorating air cargo market. In September, general cargo spot rates continued to plunge below seasonal rates, although continuing regional capacity constraints from outbound East Asia showed more resistance in comparison to the ocean spot market.

In September, ocean spot rates from East Asia to Europe fell 49% from the January level, while air freight spot rates were 19% lower. The market, however, will be strongly influenced by returning air cargo capacity.

## Challenge Airlines IL receives IATA CEIV Live Animals certification



Frederic Leger, IATA SVP Product and Services, congratulated the airline, saying, "Animal owners, breeders and shippers rely heavily on airlines to carry their precious cargo. Challenge Airlines' certification is a step forward in IATA's efforts to ensure that global standards and best practices are in place around the world to protect the welfare of animals travelling by air. And reassurance for Challenge Airlines' customers who can be confident that their live animals' shipments are traveling in safe, healthy and humane conditions."

Following the volatility and upheaval the industry has and is experiencing over these past two and a half years, globally recognised quality certification has become even more important, particularly with regard to such sensitive cargo as live animals.

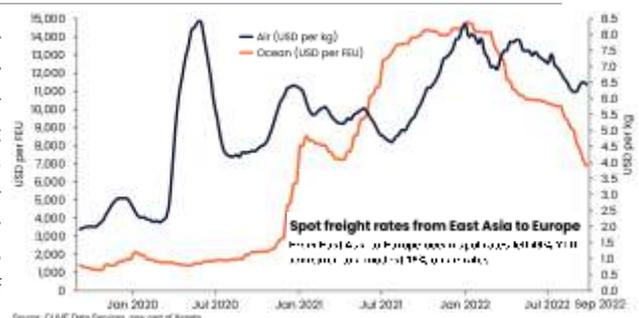
Challenge Airlines IL has been transporting animals for more than thirty years and has access to the Group's meticulously run Horse Inn in Liège. The IATA CEIV Live Animals certificate endorses what they are already well-versed in handling. At the state-of-the-art, Challenge Group-run Horse Inn in Liège, the Live Animals team also takes care of animal shipments for other airlines.

A dedicated Challenge Live Animals team of more than 40 colleagues is on hand to ensure that animal bookings are correct and complete, that all the relevant paperwork and inspections are carried out, and to provide species-relevant handling around the clock. The Group exhorts the highest standards and animal handling expertise and engages in continuous improvement cycles to ensure the animal's well-being at all times.

"What we see is a very 'jumpy' air cargo market which responds very quickly to global events, whether this is the escalation of the conflict in Ukraine, rising inflation, the pressure on Sterling, or the stronger USD. It's still early to judge how such events will be reflected in the air freight market over the rest of this year but we see no indications that demand will pick up from a macroeconomic perspective," said Niall van de Wouw, Chief Airfreight Officer at Xeneta.

Taking Japan as an example, routes to Europe have been impaired by the Ukraine war, causing a 12% reduction from Q1 to Q2. In June, Japan began easing part of its severe covid restrictions to welcome guided tourists and, since then, passenger aircraft belly capacity to Europe improved by 7% in Q3, recovering to 38% of the pre-pandemic Q3 2019 levels

Overall, global air cargo demand in September, measured in chargeable weight, remained a



negative trend, falling 5% & 2% on the same months of 2021 and pre-pandemic 2019. The overall decline in general air freight volumes came as airlines reintroduced passenger & cargo capacity from East Asia, most notably at the end of the month ex Hong Kong, Japan and Taiwan after their governments announced plans to lift coronavirus restrictions.

Global cargo capacity last month recovered by 5% versus September 2021 to now sit just 7% below the 2019 level, CLIVE reports.

Declining demand and increasing capacity had the expected impact on CLIVE's 'dynamic load factor' analysis, which provides the best indicator of airline performance by measuring both the volume and weight perspectives of cargo flown and available capacity. It dropped 7% pts over the same month last year to 59% and was 2% pts adrift of the level recorded in September 2019.

**Abu Dhabi, UAE:** 14 September 2022: AD Ports Group says it has completed the acquisition of a 70 percent equity stake worth AED 514 million (about USD 140 million) in Transmar International Shipping Company ("Transmar") and Transcargo International S.A.E. ("TCI").

The value-accretive acquisitions of the two Egypt-based maritime companies – the first international acquisitions by the company – provide AD Ports Group with a market-leading platform for further growth in container, cargo and port operations in Egypt, North Africa and Gulf regions, and along the entire Red Sea.

AD Ports Group has expanded its global footprint significantly over the past year, announcing a series of new investments and partnerships in markets on key trade routes for the UAE including Jordan, Uzbekistan, Tanzania and Egypt.

Transmar is a regional container shipping company that operates across the Middle East, Red Sea, Arabian Gulf and Eastern Coast of Africa. Ports along its routes include Adabiya and Sokhna in Egypt; Jeddah, Jubail and Dammam in the Kingdom of Saudi Arabia; Aqaba in Jordan; Port Sudan in Sudan; and Djibouti in Djibouti, Khalifa Port and Jebel Ali in the UAE. It has special capabilities for handling petrochemical products, which make up a significant proportion of trade along these routes.

TCI is a terminal operator and stevedoring company that specializes in project cargo handling, heavy lift, breakbulk, industrial breakbulk, general cargo and container

## AD Ports Group buys 70% stake on Egypt's Transmar and TCI for \$140 million

handling, as well as warehousing and storage facilities. It owns and operates a fleet of modern stevedoring equipment and has a strong focus on terminal operations in Adabiya Port, which is one of the main ports serving the Egyptian Red Sea region. TCI is the largest operator and sole container operator in Adabiya Port, holding a significant market share of handling and stevedoring services.



Together, Transmar and TCI are on track to deliver revenue and EBITDA of around USD 137 million and USD 65 million, respectively, for full-year 2022. The El Ahwal family and the executive team will remain in management of the companies and deliver the strategic growth plans under the guidance and support of the Board and in conjunction with AD Ports Group.

"The successful completion of this international acquisition is another important step in our journey of global growth and market expansion in line with the vision of our wise leadership. AD Ports Group prides itself on its proven ability to invest in value-adding partnerships and acquisitions that enhance our portfolio of services and provide new trade connections for our global customers," said Captain Mohamed Juma Al Shamisi, Managing Director and Group CEO, AD Ports Group.

"This acquisition provides us with a controlling position in two regional market leaders and enhances our presence along key trade lanes. We see significant opportunity for leveraging the expertise and experience of Transmar and TCI to enhance our commercial offering across the Gulf region and North Africa," he added.

KPMG LG acted as the financial advisor, PwC as the commercial advisor and Matouk Bassiouny and Hennawy as the legal advisor to AD Ports Group in these transactions. EFG-Hermes acted as the exclusive financial advisor and White & Case acted as the legal advisor to Transmar and TCI on this acquisition.

## Aero Africa opens control tower in Nairobi, Kenya



**AEROAFRICA**  
CONSOLIDATING AFRICA

**Nairobi, Kenya:** The Hong Kong based neutral air cargo solutions group, Aero Africa, says it has opened a new regional office in Nairobi, Kenya to look after its interest in the region.

Operating as a control tower and centralized service center in East Africa for

its overseas partners and clients, Aero Africa's new team focuses on promoting the company's digital airfreight portal, developing BSA-scheduled consolidations from Asia, US, UK, India and the EU to East Africa, and delivering innovative air cargo solutions and value-added services to the African freight and logistics community.

Aero Africa said its East Africa control tower will be led by Absolom Ngari who will be responsible for the running of all the operations and commercial activities, as well as business administration in Kenya and the East Africa Control Tower for Aero Africa.

"With our own control centers across Asia, Europe, and key African gateways, as well

as through selected trusted air cargo professionals in each African airport, we offer cost-effective solutions for Africa to the logistics and aviation community. This includes regional freighter feeder & RFS services, freight collect, A2D, DDP, neutral break-bulk, time critical, project air cargo, as well as final mile solutions, including services to remote difficult to reach destinations, all through Aero Africa's single point of contact, control, and management," said Absolom Ngari, General Manager.

Aero Africa is an air cargo management group dedicated to providing neutral African logistic solutions and value-added services to the international logistics and aviation community



# IBS Software:

## Pioneering digitization in the air cargo industry

By Ayesha Rashid



**"Despite many airlines being late to expand into freight, we have seen a strong movement towards the use of new innovations in the sector to get ahead of traditional cargo-focused airlines which are stuck using older, legacy technology. Undoubtedly, airlines that were already on their digital transformation journey were able to adapt fast." – Ashok Rajan, Senior VP & Head – Cargo & Logistics Solutions at IBS Software**

**T**he air cargo industry is in the midst of a major transformation and digitization is crucial to its success. The changes have led into more efficiency in streamlining approach to managing air cargo, with various processes being automated and made more transparent.

Airlines and other companies in the air cargo industry are turning to digitization in order to gain a competitive edge. By investing in new technologies, they are able to improve their operations and offer a better experience to their customers. In particular, digitization can help reduce costs, improve efficiency and provide a better customer experience.

Firstly, the mind-set in the industry towards digitization has undergone a sea of change, from being a backend cost center to being central to all business initiatives. Visibly, there have been changes on several fronts (a) Most airlines have invested into modern core platforms that are providing reasonably clean and accurate data (b) Selling has gone digital in a big way whether through common channels or direct connectivity (c) Automation on the ground and in warehouses are seeing significant investments and these are giving a good uplift to quality of service (d) Integration between partners and stakeholders are becoming less cumbersome and (e) generally IT landscapes are becoming far cleaner, simpler and more efficient.

Digitalizing and automating air cargo systems, and moving away from the traditional, old-fashioned paper-based processes, means airlines can gain actionable insight from how their operations are running and make genuinely informed business decisions that serve customers better and impact the bottom line.

Ashok Rajan, Senior VP & Head – Cargo & Logistics Solutions at IBS software, explains to Air Cargo Update the importance of digitization in the air cargo industry in an email interview.



**Ashok Rajan**

Senior VP & Head Cargo & Logistics Solutions at IBS Software

### Boosting cargo revenues

The boost in cargo revenues have been a lifeline for many in the air cargo industry, which has faced unprecedented challenges since 2020. The pandemic has disrupted traditional trade routes and led to a sharp decline in demand for certain types of cargo, such as containerized freight. At the same time, it has caused a surge in demand for other types of cargo.

Traditionally side-lined by airlines, air freight represented a gilt-edged opportunity for airlines to generate revenues with passenger fleets largely grounded. With cargo yield at previously unheard-of levels, for many airlines, air freight became their lifeline.

“Digitalization is critical to boosting air cargo revenues. Going digital is a 3-pronged approach to boosting the top line. (a) Reach – Take your product to customers and regions that otherwise wouldn’t be serviced by feet on the ground, this either through digital channels or direct connectivity (b) Value Addition – The pandemic has shown that higher price points are affordable to customers, as long as value can be offered. Being digital can provide the means to creatively construct new offerings and make sure service delivery against those is possible (c) Dynamic Pricing – For long price has been a constant in this industry – this tech backed approach for dynamic pricing is trying to discover the right price at the right time and therefore allowing airlines to price their services in line with market fluctuations,” says Rajan.

However, digital transformation is ushering in an era of dynamic pricing for cargo airlines, optimizing the price between supply and demand. Pricing can be adjusted to reflect ever changing fluctuations in supply and demand, helping airlines get the maximum value for shipments, and helping them manage capacity more intelligently. Ultimately, buyers get more affordable pricing, while sellers benefit from selling at the right price point, according to Ashok.



## Evolving digital landscape

It's no exaggeration to say that digitalization has been the difference between airlines that were able to fully capitalize on the opportunity, and those that were not, according to IBS.

"Despite many airlines being late to expand into freight, we have seen a strong movement towards the use of new innovations in the sector to get ahead of traditional cargo-focused airlines which are stuck using older, legacy technology. Undoubtedly, airlines that were already on their digital transformation journey were able to adapt fast."

While the pandemic has significantly boosted the profile of air cargo with airline decision makers and pushed them to re-evaluate their business models, the onus is now on the air freight sector to keep freight in the boardroom long-term as passenger volume returns.

That requires evidence of value. Key to that is switching the focus to the value of shipments rather than focusing on capacity alone. And digitalization provides the means to do just that.

"At IBS Software, we always stay well ahead of times, advocating the need for a digital push in the airline industry in general and particularly in the air cargo industry. Our core focus has been to build and offer digital platforms ease airlines and GHAs along the digital journey.

"Our efforts are on three fronts (a) Offering a strong digital platform for core operations – this has been done through our market leading iCargo platform, enabling core business transactions to be digitized, allowing for a strong and clean data to be collected and utilized and drive efficiencies (b) A suite of products under the iPartner umbrella which are meant to bridge the digital divide between the disconnected stakeholders in the industry be it between customers and airlines or airlines and GHAs or between airlines themselves (c) We also have a medium to long term strategy in expanding beyond the airport-2-airport operations and offer a holistic logistics platform. The majority of airlines and many ground handlers on board are helping move the industry forward on this front," Rajan explains.

To support this, IBS Software has developed a vibrant community of airline and ground handling customers and partners that has



grown around the platform, encouraging best practice shared to drive air cargo's digital transformation.

### 'Democratization' of AI technology

When we asked about the use of AI-based tools to drive digitization in the cargo industry, Ashok described the use of AI tools as putting the cargo business on steroids.

**"Businesses that embrace digitalization and make the mindset shift to rework legacy systems suddenly find themselves with access to the data they need to make informed decisions. That level of analysis – increasingly enriched by the introduction of AI to the tech mix – helps airlines map their air cargo business end-to-end and make informed, data-driven decisions about their operations. The shift being envisaged.**

He continued further that the benefits of digitization are manifold. They can test and refine new products, provide personalized services and eliminate inefficiencies, to name a few. The upshot is that they are far better positioned to increase revenues while also providing a superior customer experience.

"We're also seeing these technologies evolve at great pace and become increasingly available to the entire value chain. The 'democratization' of AI technology is a critical development as traditionally access to cutting edge digital capabilities was limited only to the businesses with the deepest resources. This is quickly changing and will continue to change in the coming years, making these tools more and more accessible to any size of business."

### Personalization in digitization

Personalization is intrinsically linked to digitalization in the air cargo sector. This is part of the journey to unlock potential by moving from offering the customer 'What we have' to offering them 'What They Need', said Rajan.

At a fundamental level, personalization is all about delivering enhanced customer




experiences that balance revenues with value and relevance. It's of paramount importance because it builds deeper relationships by showing customers that cargo businesses understand and value their needs and preferences.

"In a digital landscape with so much information and choice, personalization helps overcome "paralysis by analysis", accelerate decision-making, and boost conversion by influencing and guiding customers.

"Advances in data analytics and AI help players in the air cargo value chain tailor products and solutions that make customer experiences more relevant and targeted. What's especially exciting is that there is so much more innovation to come. But that innovation is only enabled by airlines and GHAs fully embracing digital technology."

### Recommendation engines

Recommendation engines in air cargo serve the same purpose as in other industries – they provide a way for businesses to analyze available data and make suggestions to customers based on known preferences and behavior. This is long overdue for any industry that has operated on fixed offerings and pre-negotiated rates.

"As consumers, we are all subject to recommendation engines – whether searching for a flight, picking a movie on Netflix, or shopping on Amazon. They work behind the scenes to propose one offer over another."

### According to Rajan, broadly, they can be split into two classifications:

1-Content based filtering categorizes products and services according to specific features and attributes, aiming to make a link with the user's past behavior.

2-Collaborative filtering is a broader behavioral recommendation approach that looks at a user's previous history and interactions, matching them with that of similar users.

"In the Air Cargo industry, this is a fundamental shift in how businesses are conducted, we ourselves in our platforms are moving the commercial aspects from being a booking system to a selling system, and this shift is a win-win for both the customer and the airline. The recommendations are in routing, timing, add-on services all of which allow customers to play on both axis – (a) moving the service up or down (b) Moving price points based on affordability. The underlying shift is moving the industry more towards B2C behavior from its current B2B approach," Rajan shared.

For airfreight, there is so much to be gained from improving modern data-driven sales and recommendation engines, he added.

### A look into the future

According to Rajan, the air cargo industry is undergoing a digital revolution, in reality digitization is a journey not a destination. The question arises, are we at the forefront of that journey or are we back-markers? The reality is that the sector was initially slow to embrace digital technology compared to other industry sectors, meaning the industry is working from a comparatively lower bar.

"Our vision for a Digital Freight Enterprise is one which (a) engages with its customers digitally (b) Can fully outsource or run its operations on a digitally managed SLAs and workflows (c) completely manages its revenues or finances digitally (d) collaborates with its partners on digital ecosystems (e) can completely engage and clear regulators over digital data and finally makes data and insights core to its operations," said Rajan.

"While this is a vision that will take some doing, we are seeing huge appetite from airlines, GHAs and other major players across the industry to transform their businesses through digital technology. What is critical for them is to work with industry partners who share their vision and have technical expertise and sector experience to support them. In particular, working with a partner that can deliver a single source of customer data is vital. It is the foundation to obtaining a holistic view on operational performance, allowing greater flexibility and the ability to make instant, data-driven decisions."



# Skyport:

## The live fish and seafood air transport expert

“Live fish is a sensitive cargo and stringent processes must be adhered to at every stage of the transportation process. The fish will be loaded into special vessels for transport in boxes, and these are carefully placed inside further unit load devices for their journey. As well as maintaining constant environmental conditions specific to the species’ requirements, timing is critical, as the entire journey must not exceed 48 hours.”

– David Adamek, CEO of Skyport

*By Ayesha Rashid*

**L**ive fish transportation is a rapidly growing segment of the air cargo industry amid growing demand for fresh fish and seafood around the world. While live fish transportation poses some challenges, it is generally considered to be safe and efficient.

Live fish are considered to be sensitive cargo because they are alive and need to be kept alive during transport. This means that the cargo must be handled with care and that the transportation process must be closely monitored. There are a few different methods of live fish transportation, each of which has its own advantages and disadvantages. New technologies and practices have also been developed to reduce stress on fish and keep them healthy during transit.

In this article, we will take a closer look at live fish transportation, including the challenges and benefits of this type of air transportation with David Adamek, CEO of Skyport.

### Sensitive cargo

The transportation of live fish is a delicate and time-sensitive operation that requires the strictest environmental conditions to be maintained at all times. Special vessels are used for this type of cargo, and they are equipped with the necessary facilities to ensure that the fish are kept alive and in good condition during the journey.

The guidelines for live fish transportation are set by the Int'l Air Transport Association (IATA). The IATA Live Animals Regulations (LAR) are the only international standards for the shipment of live animals by air.

The LAR provides guidance on the preparation of live animals for transport, the handling of live animals during transport, and the transportation of live animals in special containers. The LAR is revised every two years to keep up with the latest advancements in science and technology.

"The IATA Live Animals Regulations (LAR) contains a comprehensive classification of thousands of animal species along with the container specifications required for their transport.

"Specific regulations apply according to the species of fish – some fish must be individually packed due to their sensitive reactions or aggressive tendencies. Seahorses can be shipped in plastic bags as



David Adamek, Skyport CEO

long as they can anchor themselves to something in order to minimize stress. Jellyfish, for instance, can be shipped but to prevent air getting under the umbrella the bags must not contain any free air/oxygen, as this will jeopardize the well-being and survival rates of the jellyfish

"Live fish is a sensitive cargo and stringent processes must be adhered to at every stage of the transportation process. The fish will be loaded into special vessels for transport in boxes, and these are carefully placed inside further unit load devices for their journey. As well as maintaining constant environmental conditions specific to the species' requirements, timing is critical, as the entire journey must not exceed 48 hours," says Adamek.

Other main challenges of live fish transportation are keeping the water at a constant temperature and ensuring that the fish have enough oxygen to breathe. These challenges are compounded by the fact that fish are highly sensitive to changes in their environment and can easily succumb to stress.

Despite the challenges, live fish transportation is a necessary part of the seafood industry.

### Temperature requirement

Shipments of live fish are viewed as perishable items, so the entire route must not take more than 48 hours. Time is extremely essential when it comes to fish.

"We manage a great diversity of live animals every day at Skyport, both big and small. The most challenging was probably the shipment of five black rhinos from Prague airport to Rwanda. We closed off our warehouse for three hours and all our staff on duty were carefully securing the huge containers so that the rhinos could be loaded on board safely," said Adamek.

The specific temperature requirements for different fish species can vary significantly, making transportation via aircraft a challenge. Maintaining optimal temperatures during transit is essential to ensure the fish arrive alive and in good condition. Choosing



the right aircraft, and outfitting it with the proper temperature-control equipment, is critical to making sure fish arrive at their destination safely.

Transporting fish by aircraft requires specific temperature requirements in order to ensure the safety and quality of the fish. The optimal temperature for fish transportation is between 0 and 4 degrees Celsius. Fish that are transported at too high of a temperature can experience decreased quality, while those transported at too low of a temperature can experience increased mortality rates.

“Live tropical fish (AVF) must not be stored under a minimum temperature of 20 °C (68 °F) during ground time. Transportation to and from the aircraft must be performed as quickly as possible. The optimal temperature during transportation lies between 20 °C and 27 °C.

“The fish must first undergo a veterinary check at the country of origin prior to being tendered for transport by air. It is important to ensure that the fish are then held in areas where the ambient temperature remains moderate and stable, ensuring there are no extremes or excursions in temperature during both the ground handling process and when the fish are in transit while on board the aircraft. The consignee arranges immediate collection of the fish upon arrival to undergo another veterinary examination and approval.”

### Training provided to handlers

Air transport is the most humane way of transporting live animals on long journeys. It is imperative that high standards are maintained by all those involved: veterinary inspectors, animal keepers, container manufacturers, ground handlers, air carriers, and so on.

In order to ensure the safety and well-being of the animals, specific handling is required for each of the animal species, such as constant temperatures throughout the journey, sufficient feeding or fasting prior to travel. Therefore, for long journeys the only speedy option is to use an aircraft.

Fish handlers are trained to handle fish in a safe and humane manner. The handlers of fish must be trained in order to ensure that the fish are properly cared for. This training includes how to properly feed the fish, clean the fish tanks, and maintain the water quality. The handlers must also be trained in how to identify signs of stress and illness in the fish, so that they can be quickly treated.

“The well-being of the fish we take in is always our top priority. Our staff are highly trained and experienced in checking all documents as well as the conditions of the animals and their transport boxes. We have a designated room in our warehouse facility which is fitted with air conditioning and temperature settings that can be adjusted to suit all types of animals, including direct heating if needed, such as when housing reptiles.

“Skyport provides on-demand veterinary services for live animals. The service is typically requested by shippers for animals in transit via our station, where a professional veterinarian will come and assess the animal's health,” Adamek further explains.

Skyport transports all sorts of freshwater tropical fish, marine fish and aquarium plants. One of the most widely distributed tropical fish is the Guppy.

“We have moved all different varieties including, but not limited to, the Green Cobra, Velvet White, Neon Red, Tuxedo Dragon Head and Sunset Guppy. These are usually destined to be domestic pets.”

### Technological advancement

It is imperative that the live fish are properly packaged before dispatch, in a single species per strong plastic bag, a minimum of one-quarter filled with water. The rest of

the container should then be filled with oxygen. The shipper is responsible for this. The sealed bag is to be placed in a polystyrene or fibreboard container, with insulation based on the temperature difference of the origin and destination locations.

The containers are then labeled stating the species, required temperature and handling, and also indicating the date and local time of packaging the fish.

“Technology is already benefiting the process in the form of temperature monitoring and regulating but I don't think the transport of live tropical fish will change much in the future.

“Undoubtedly, technology promises to bring vast benefits to the air cargo sector more broadly but in the niche area of live fish transportation there are certain process that can't be digitalised or simplified with the introduction of more technology – at least not any time soon.”

### Effects of Covid-19

The novel coronavirus (Covid 19) has had a significant impact on the global economy, with businesses and supply chains being disrupted on a scale not seen since the Second World War. The fishing industry has also been affected, with the transport of fish and seafood being disrupted by the pandemic.

The decrease in demand for fish has been most keenly felt in China, which is the world's largest importer of seafood. The Chinese market accounts for around a third of the global demand for fish, and the pandemic has seen a sharp drop-off in demand from Chinese consumers. This has had a knock-on effect on other markets. However that was not the case with Skyport.

“Covid has not particularly affected the process or business of transporting fish. During the pandemic we have been handling about 10 shipments of tropical fish a month, each shipment counting approximately 45 boxes of fish, which is similar volume as in the years prior to Covid-19.

“At Skyport, we have always specialized in the import of tropical fish. Our main supplier countries are Indonesia, Malaysia and Sri Lanka, and we work closely with tropical fish wholesalers based in the Czech Republic. We have built up strong relationships with our suppliers, and are able to source the highest quality fish at the most competitive prices. Our tropical fish are Healthy and vibrant and are sure to brighten up any home aquarium.”

# We move your Cargo to/from Africa and Middle East with our Modern B737-800F



[www.ethiopianairlines.com/cargo](http://www.ethiopianairlines.com/cargo)

**Ethiopian የኢትዮጵያ**  
Cargo & Logistics Services





# WORLD CARGO SYMPOSIUM 2022

Moving from 'talk to action', experts underscore stakeholder collaboration

By R. Chandrakanth

**Attended by nearly 1,300 participants from nearly 70 countries, the resolve has been to work collectively towards achieving carbon net zero by 2050; expand sustainability footprint; accelerate digitalization and attract talent to the sector.**



The 15th edition of the World Cargo Symposium (WCS), the largest and most prestigious annual event of the International Air Transport Association (IATA), held from September 27 to 29 in London, had a distinct refrain – to move the industry from 'talk to action'.

Attended by nearly 1,300 participants from nearly 70 countries, the resolve has been to work collectively towards achieving carbon net zero by 2050; expand sustainability footprint; accelerate digitalization and attract talent to the sector.

'Talk to action', being the leit motif of the event, the moderator of one of the panel sessions, Celine Hourcade, Founder and CEO of Change Horizon, did not mince words, asking heads of three major cargo associations on whether 'talk of collaboration was just blah, blah'.

The triad – Brendan Sullivan, Global Head of Cargo, IATA; Steven Polmans, Chairman of the Board of The International Air Cargo

Association (TIACA) and Dr. Stephane Graber, Director General of the Federation of International Air Transport Association (FIATA) – explained that while there are some commonalities in their work, yet they are different. However, they vowed to work together in not just the race towards carbon net zero, but also on various fronts to make the cargo supply chain efficient, sustainable and adding to bettering lives.

## ***Tough road ahead, need to prioritize***

Credit must go to the event organizers for formatting the event (plenary, panel discussions, exhibition, workshops, networking etc) that opened up opportunities for the air cargo sector which was coming together on such a platform after a hiatus of nearly two years. The whole event had a focussed approach with four clear themes running – sustainability, digitalisation, safety and security (focus on safely carrying lithium batteries), and talent acquisition and retention. While the exhibitors/delegates seemed gung-ho about the prospects ahead, the message from the event was loud and clear – that the road ahead is going to be tough (global recession, energy crisis,

dynamics of digital adoption, continuing Russia-Ukraine conflict) and the urgency to understand priorities and to align accordingly.

Setting the tone for the WCS, David Shepherd, Managing Director, IAG Cargo said the sector needs to work on reducing usage of single-use plastic; electrification of vehicles on airside; harnessing solar; and increasing the percentage of women workforce.

Warning that airlines would continue to be the weakest link in the value chain, Marie Owens Thomson, Chief Economist at IATA said there is need to drive synergies with other forms of transportation. The sector is resilient, but it needs to improve its resilience and robustness, considering that global economic slowdown is expected to continue in to 2023; interest rates going up; and less accommodate monetary policies across countries.

On the key outcomes from WCS, Michael Steen, Cargo Advisory Council Chair & CEO Atlas Air said the air cargo sector is on a good path and that the momentum needs to be sustained. The pace of digitalisation has to be stepped up, so also messaging about sustainability as regulations alone will not

drive success. Echoing similar thoughts, Andrea Bianchi, Cargo Advisory Council Vice Chair & LATAM Head of Cargo said at the macro level there is alignment, but that has to percolate down to all levels. One issue that the sector needs to urgently address is the massive use of plastics.

***The priorities, outlined at WCS thus remain:***

1. Achieving net zero carbon emissions by 2050;
2. Continuing to modernize processes;
3. Finding better solutions to safely carry lithium batteries;
4. Making air cargo attractive to new talent

***The road to Net Zero by 2050***

In 2021, the aviation industry agreed a balanced plan to achieve net zero CO2 emissions by 2050. A potential scenario for this is:

- 65% through Sustainable Aviation Fuel (SAF)
- 13% from hydrogen and electric propulsion
- 3% from more efficient operations
- 19% through offsets and eventually through carbon capture, as an out-of-sector solution while technology develops.

“SAF is the key to achieving net zero emissions. Airlines used every drop that was available in 2021. And it will be the same this year. The challenge is SAF production capacity. The solution is government incentives. With the right incentives, we could see 30 billion liters of SAF by 2030. That would be a tipping point by 2030 towards our net zero ambition of ample SAF quantities at affordable prices,” said Sullivan.

***SAF is scarce and prohibitive***

However, during the panel discussion on air cargo’s sustainability mission, there were severe doubts on the availability of sustainable aviation fuel (SAF) which is not only scarce but also highly cost prohibitive. Martin Drew, Senior Vice President, Sales and Cargo, Etihad Aviation Group, said ‘SAF should firstly be available’. That kind of sums up where SAF is, unless, of course, the whole SAF ecosystem miraculously appears from nowhere.

***Modernization and efficiency***

“The challenges of the COVID crisis gave us confidence that we can change and adapt fast. We need to use that confidence to get even closer to the expectations for modernization that our customers have. And we need to be true to air cargo’s unique selling point and move even faster,” said Sullivan.

IATA highlighted two areas where progress was being made: IATA’s ONE Record is making it possible for everyone across the industry’s value chain to see



**Brendan Sullivan**

the same information on shipments. Already 156 companies and four customs authorities are using it.

IATA Interactive Cargo Guidance provides a common framework so that tracking devices can monitor the quality and accuracy of conditions of time and temperature sensitive goods. Government support for the modernization agenda through facilitating trade is also critical.

“The Revised Kyoto Convention which brings standardization, technology, predictability and speed to trade facilitation and the World Customs Organization (WCO) SAFE Framework of standards to facilitate and secure trade are major steps forward in supporting global trade. But we are still seeing far too many diverging requirements by governments in areas that should be harmonized by these two tools. This needs to change quickly so we can continue to support global trade—and its vital contributions to economies and the UN Sustainable Development Goals—with modern and efficient air cargo. Universal adoption and implementation will deliver the greatest benefits,” said Sullivan.

Expanding on this point, Turhan Ozen,

**There are some commonalities in their work, yet they are different. However, they vowed to work together in not just the race towards carbon net zero, but also on various fronts to make the cargo supply chain efficient, sustainable and adding to bettering lives.**



**IATA has called for regulatory authorities such as EASA and FAA to accelerate development of a test standard that can be used to demonstrate that fire containment pallet covers and fire-resistant containers are capable of withstanding a fire involving lithium batteries.**

Chief Cargo Officer, Turkish Airlines, said the industry proved itself in the last two years by quickly modernising the processes, digital adoption etc to help move medicines and other essential items with great speed, flexibility and safety.

### ***Safety, challenge of lithium batteries***

Safety, specifically finding better solutions to safely carry lithium batteries was highlighted as a priority for the industry. "We can be proud of the progress that we are making to further improve the safe handling of lithium batteries. For air cargo, this is a top priority. But even the best regulatory structure means nothing if the rules are not followed. Compliance is an issue with the transport of lithium batteries, particularly with the proliferation of new—and inexperienced—entrants in e-commerce activities," said Sullivan.

There were demands to criminalise the production and shipping of counterfeit lithium batteries as the outcomes of any incident could be catastrophic. IATA has called for regulatory authorities such as EASA and FAA to accelerate development of a test standard that can be used to demonstrate that fire containment pallet covers and fire-resistant containers are capable of withstanding a fire involving lithium batteries.

Government authorities to step up and take responsibility for stopping rogue producers and exporters of lithium batteries. Industry to use technology such as DG Autocheck to more easily and accurately verify that the shipment complies with DG requirements.

To embed best practices on the safe carriage of lithium batteries across the value chain, IATA has expanded its CEIV Lithium Battery program to include airlines and shippers.

### ***Talent acquisition and retention***

**"People are the core of any improvement in what air cargo can deliver. Sadly, we saw thousands of jobs leave the industry during COVID-19, especially cargo handlers. We are now competing for talent in a very tight job market. And when we do find the right and willing talent, training and longer-than-usual security clearance processes delay their entry into the workforce," said Sullivan.**

IATA called for governments to accelerate clearance processes, including those for security, as a short-term solution and longer term to do a better job of attracting, onboarding, and

retaining talent. IATA also encouraged more cargo carriers to sign on to the industry-wide 25by2025 initiative to promote gender diversity. "The need to create equal opportunities for the female half of the world's population is highlighted by the situation today where the industry is struggling to attract sufficient talent. Achieving an equal gender balance must be core to any long-term talent strategy," said Sullivan.

Brendan aptly summed up "air cargo had a stellar year in 2021 achieving \$204 billion in revenues. At present, however, social and economic challenges are mounting. The war in Ukraine has disrupted supply chains, jet fuel prices are high and economic volatility has slowed GDP growth. Despite this, there are positive developments. E-commerce continues to grow, COVID restrictions are easing, and high-value specialized cargo products are proving resistant to economic ups-and-downs. Going forward, achieving our net zero commitment, modernizing processes, finding better solutions to safely carry lithium batteries, and making air cargo attractive to new talent are critical."

# THE PREMIER AIRPORT DEVELOPMENT EVENT IN SAUDI ARABIA

7 - 8 November 2022

Riyadh, Saudi Arabia



Saudi Arabia will see **US\$100 billion invested by 2030** into a new mega airport in Riyadh and 8 other airports across the country. The Kingdom's National Aviation Sector Strategy aims to double passenger capacity to 330 million from 250+ worldwide destinations and increase air cargo capacity to 4.5 million tons, becoming one of the Top 5 global air transit hubs.

**Be part of the Middle East's largest aviation developments at Saudi Airport Exhibition.**

**8,000**

Visitors

**600**

Delegates

**120**

Exhibitors

**100**

Buyers

**50**

Countries



International Exhibition



Airport Development  
& Investment Summit



Saudi Airports Hosted  
Buyers Programme



Guaranteed  
Pre-Scheduled Meetings



Exclusive Networking  
Events



Virtual Exhibitors Zone  
& SME Pavilion

**FOR MORE INFORMATION ON HOW YOU CAN JOIN TODAY, PLEASE CONTACT:  
ARUN VEETIL | ARUN@SAUDIAIRPORTEXHIBITION.COM | +971 52 499 4488**

[www.saudiairportexhibition.com](http://www.saudiairportexhibition.com)

Organised by





# Mercedes-Benz Trucks

**showcases functionality, fuel efficiency, driving comfort and exclusivity of its diesel-powered trucks at the IAA Transportation 2022 trade fair in Hanover**

*By Gemma Q. Casas*

The manufacturer with the star at the IAA Transportation 2022 trade fair in Hanover held last month showcased innovative solutions Mercedes-Benz Trucks intends to use to further expand its strong market position in this segment with the help of the Actros L, the Actros L Edition 3 and the Actros F plus.

**S**tuttgart/Hanover—With pioneering innovations, Mercedes-Benz Trucks has, over recent years, elevated the various models of the Actros series to a very high level in terms of their efficiency, comfort and safety for all road users.

However, the commercial vehicle industry cannot and must not stand still, especially as transport companies and truck manufacturers are facing major challenges in a highly competitive environment, including the absolutely necessary decarbonization of road freight transport. It is therefore all the more important to make use of all options – also within the context of tried-and-tested diesel trucks – to optimize the vehicles.

The manufacturer with the star at the IAA Transportation 2022 trade fair in Hanover held last month showcased innovative solutions Mercedes-Benz Trucks intends to use to further expand its strong market position in this segment with the help of the Actros L, the Actros L Edition 3 and the Actros F plus.

“The transition to CO2 neutral road transport is in full swing. For the transitional phase, we aim to further optimize our premium trucks with conventional diesel engines, not only in the interest of our customers, not only to sustainably reduce the total cost of ownership, but also the CO2 footprint,” said Stina Fagerman, Head of Marketing, Sales and Services at Mercedes-Benz Trucks.

### ***Actros L: Established flagship for traditional long-distance haulage***

Mercedes-Benz Trucks has once again set new standards in the traditional diesel trucks premium segment with the Actros L presented at this year’s IAA Transportation trade fair in Hanover. The top-of-the-range model of the successful Actros series produced since November 2021 once again underlines the claim of Mercedes-Benz Trucks to always focus on the needs of its customers and their drivers.

The fact that the Actros L caters for a high level of driver comfort is also emphasized by the driver’s cab with its width of 2.50 meters, available as StreamSpace, BigSpace and GigaSpace variants. The even floor in the cab creates a cozy ambience. The improved noise and heat insulation reduces the noise level and makes the time spent in the cab even more pleasant – both when driving and during rest stops.

The third-generation 12.8-liter OM 471 engine for heavy-duty commercial vehicles is an example of further optimized fuel efficiency. The “new” engine available in the Mercedes-Benz Actros L from October 2022 features a vast range of technical innovations that are consistently aimed at reducing the total cost of ownership (TCO) with regard to fuel-saving driving, reduced CO2 emissions, lower operating costs, and higher margins, without affecting performance, vehicle dynamics or driving comfort.

On the contrary: As one example of many, the third generation of the OM 471 engine introduces a consumption optimized turbocharger, which, together with the revised exhaust gas aftertreatment system, enables maximum fuel savings of up to four percent compared with the previous generation.

Another highlight of the third-generation OM 471 engine is the extended Top Torque program, providing more performance exactly when it's really needed – for example when driving onto a highway or when overtaking. For even more vehicle dynamics, Mercedes-Benz

**The third-generation 12.8-liter OM 471 engine for heavy-duty commercial vehicles is an example of further optimized fuel efficiency. The “new” engine available in the Mercedes-Benz Actros L from October 2022 features a vast range of technical innovations that are consistently aimed at reducing the total cost of ownership (TCO) with regard to fuel-saving driving, reduced CO2 emissions, lower operating costs, and higher margins, without affecting performance, vehicle dynamics or driving comfort.**

Trucks has also focused on the whole drivetrain: For example, the new PowerShift Advanced automated transmission control enables faster and smoother moving off and acceleration in many scenarios thanks to its precision gear selection.

The new drivetrain is available for all heavy-duty Mercedes-Benz truck series: from the Actros, Actros F to the Actros L and the Arocs.

Supporting driver assistance systems and a second generation MirrorCam In addition, safety assistance systems such as the fifth-generation Active Brake Assist with pedestrian detection (ABA 5), Lane Keeping Assist and the second generation MirrorCam, or the equipment options of the second-generation Active Drive Assist (ADA 2) for partially automated driving to Level 2 or Active Sideguard Assist (ASGA), also make important contributions for boosting safety.

Under certain circumstances, ADA 2 can actively support the driver with longitudinal and lateral guidance of the vehicle, and automatically maintain a distance, accelerate, and steer if the necessary system conditions, such as an adequate curve radius or clearly visible roadway markings, are in place. In addition, the Emergency Stop Assist sub-function included in ADA 2 is capable of initiating an emergency stop (within system limits) if, despite visual and audible warnings, the steering wheel is no longer being held by the driver.



The ASGA is not only able to warn the driver of moving cyclists or pedestrians on the front passenger side, but it can also initiate automated braking up to its own turning speed of 20 km/h until the vehicle comes to a standstill if the driver fails to react in time.

Active Sideguard Assist uses the MirrorCam display on the front passenger side to provide visual warnings. The second generation of the mirror camera system has been in use since April 2022, and it can now provide the driver with even better support in many situations in road traffic thanks to camera arms that are ten centimeters shorter and new imaging parameters.

One of the benefits of shortening the camera arms is that the drivers can now reverse in a straight line more easily than with the first generation. This is mainly due to the fact that the perspective of the MirrorCam is now even more similar to that of the usual glass mirror.

The evolution in the color and brightness coordination of the camera system, which was originally designed to be very bright, means that the displays, for example when reversing into a dark or poorly lit hall, depict the area relevant to the driving situation even more precisely. Thanks to its supportive effect, the enhanced MirrorCam system can now assist in managing situations such as overtaking, maneuvering, driving in poor visibility and darkness, cornering, and passing narrow spaces even more safely and without stress.

The optional available LED headlights offer additional safety – especially in darkness or poor visibility: Thanks to their higher light intensity compared with xenon headlights and very good illumination of the roadway.

### ***Actros Edition 3: Unique design and superior comfort***

As a limited special model of the Actros L with a “wow!” effect, Edition 3 is also being showcased at the IAA Transportation 2022 trade fair in Hanover. Up to 30 additional interior and exterior features as well as design elements stemming from Edition 1 and Edition 2 give the 400-production run truck an unmistakable character.

The luxury of the Edition 3 is marked by a whole range of equipment features. In its stylish interior, these include the instrument panel and door handles in nappa leather, various interior parts with a carbon fiber



look, the roof hatch with its ambient lighting, and the SoloStar seat corner with its almond beige leather upholstery. The Edition 3 badge on the front passenger side and the illuminated “Edition 3” entry badge on the driver and front passenger sides are also eye-catching.

The top bunk comes with bedding and is 900 millimeters wide. An all-round curtain – almond beige on the inside, black on the outside – ensures stylish privacy. The same applies to the curtain with the Mercedes-Benz star in front of the bunk.

Highlights on the exterior include the exclusive decals on the side wall, the “Edition 3” lettering in the white aluminum sun visor with two additional LED headlights, the Actros emblem at the front in dark chrome, and the Actros lettering on the upper rear cab wall.

The stainless-steel entry steps are striking features on the side of the vehicle. The front and rear axle caps are also made of stainless steel. The scope of delivery also includes the illuminated Mercedes-Benz star in dark chrome, several painted decorative grille applications made of stainless steel, and the aluminum steps in the side trim.

Edition 3 is available for all 2 and 3-axle models of the latest Actros L generation with GigaSpace and BigSpace cabs in left and right-hand drive versions. The cab paint finish is freely selectable and can be adapted to company liveries of customers, while the front of the vehicle is always painted in white aluminum metallic to guarantee a high recognition value.

Whether it's high-end power with the 15.6-liter OM 473 engine or further reduced consumption with the new OM 471 engine in its 3rd generation: Thanks to improved gearshift performance by PowerShift Advanced for all available drivetrains, the Actros L

Edition 3 offers all drivers impressive performance and a high level of driving pleasure.

### **Actros F plus: Convenient entry into the world of Mercedes-Benz Trucks**

Launched by Mercedes-Benz Trucks in January 2021, the Actros F is predestined for transport companies looking for a functional truck for their fleet. A truck that is suitable for use in traditional and regional long-distance haulage, but above all as a fully-enclosed swap body vehicle, roll-off skip loader, or silo transporter.

With the Actros F plus, the manufacturer is now providing the vehicle with an update, which is combined with a high added value in terms of efficiency, convenience, and safety for fleet operators as well as drivers thanks to its numerous other functions.

For example, the Actros F plus has an improved seating position (low seat base and comfort steering column of the Actros L), as well as the second generation of the MirrorCam with its shortened camera arms and further optimized imaging parameters, the intelligent cruise control and Predictive Powertrain Control as well as the Multimedia Cockpit, interactive with all the necessary information for the driver as standard.

The new main headlights with LED daytime driving lights and LED turn indicators in light signature contribute to the attractive visual appearance of the truck exterior. Another new feature for the Actros F plus is the optionally available LED main headlight, which impresses with its outstanding light output. Numerous special fittings are also available, such as StyleLine, TrendLine, xtraLine Basic or LED ambient lighting for a comfortable interior and relaxed driving at night.

In terms of engine power, the Actros F plus also features the third generation of the OM 471 engine for heavy-duty commercial vehicles. Safety-related features such as the fifth-generation Active Brake Assist (ABA 5) and Lane Keeping Assist are also included. Upon request, the Actros F plus can also be equipped with Sideguard Assist.

### **Smart digital solutions for even more efficient use**

In order to maximize the use of all Actros models and save time and administrative effort, Mercedes-Benz Trucks provides its customers with a whole range of digital solutions on the Fleetboard portal. Another digital solution is provided by the mapping tool, which enables back-office employees in transportation companies to react quickly to the current vehicle status wherever necessary.

This is because the tool shows where a vehicle is currently located and whether it is moving or stationary in real time. Another tool is a logbook with detailed information on driving times and non-operational times, total weight, mileage covered, route progress and topography. This allows fleet managers to subsequently track each individual Actros in the company so that use can be optimized when parlaying with the driver or dispatcher.

The HABBLOG application stands out among the applications because it steers drivers step-by-step through their work orders. The app can be used in parallel on the Actros Multimedia Cockpit and any Android mobile device for tasks outside the vehicle. All those involved in a transport process –



drivers, dispatchers and end customers – can always obtain the available information they need. This increases process quality and at the same time creates a high degree of transparency.

### **Mercedes-Benz Uptime: Improved vehicle availability for the Actros**

Mercedes-Benz Uptime combines intelligent vehicle networking with intensive customer support and thus offers Mercedes-Benz Trucks customers an innovative service product. The aim is to support customers in reliably fulfilling their transport orders by making sure the truck spends as much time as possible on the road.

Workshop visits must be minimized and planned more efficiently. In order to reduce breakdowns, repair requirements can be identified as early as possible and customers can be supported in organizing the necessary work at short notice – always taking into account their deployment planning. The results: Improved planning of workshop visits, increased vehicle availability, and a higher level of road safety.

Truck Data Center is at the heart of Mercedes-Benz Uptime and also the basis for other vehicle connectivity solutions. The networking module receives data from the sensors, cameras, and control units in the truck and evaluates it for different applications. The Truck Data Center not only forms the basis for the numerous services of Mercedes-Benz Uptime, but also for Fleetboard, the service for sustainably increasing vehicle availability.

Mercedes-Benz Trucks also offers its customers various repair and maintenance contracts at monthly predictable costs to ensure the highest possible vehicle availability and the lowest possible number of breakdowns. In this process, Mercedes-Benz Complete is itself an all-round carefree package: The comprehensive service package covers all workshop work, including wear parts. Mercedes-Benz Select addresses particularly price-sensitive customers and supplements the repair contract for the drivetrain (Mercedes-Benz Extend) with the maintenance service.

### **TruckLive**

TruckLive gives Actros L users a free introduction to the digital service solutions of Mercedes-Benz Trucks. Various connectivity services simplify all the work processes. They can be used on existing platforms, such as MyTruckPoint.

Maintenance Management ensures improved vehicle availability, while Live Traffic supports route planning using navigation with real-time traffic data. Further components are already in the pipeline. (Source: [www.media.daimlertruck.com](http://www.media.daimlertruck.com))



## Wizz Air launches first flight to the Kingdom of Saudi Arabia from Rome, Italy

The Rome-Dammam new link is one of 23 routes to Saudi Arabia recently announced by Wizz Air, underpinning the airline's commitment to supporting the country's growing tourism sector by bringing over one million passengers to the Kingdom. Wizz Air's growing presence aligns with the Vision 2030 programme, a strategic and ambitious goal to triple passenger traffic in Saudi Arabia by 2030. // // // // //

**Dammam, Saudi Arabia:** Wizz Air, Europe's fastest growing and most sustainable airline, launched on 28 September its first flight from Rome to Dammam, the capital of the Eastern Province in the Kingdom of Saudi Arabia.

The new ultra-low-cost route will provide a boost to the burgeoning tourism industry in both Italy and Saudi Arabia, by bringing a new era of affordable, hassle-free, and point-to-point travel opportunities. Flights will operate twice a week and tickets are on sale now on wizzair.com and the airline's mobile app, with fares starting from 39.99€.

Nestled on the tranquil Arabian Gulf, Dammam offers visitors green parks, airy waterfronts, and sandy beaches alongside a bustling arts, sports, and entertainment scene. Rome, known as The Eternal City, is a romantic, historical, and charismatic city that has captivated tourists for centuries. Offering unparalleled history, Rome is home to a mix of impressive monuments and archaeological sites, such as the Colosseum, Pantheon, and Roman Forum.

The Rome-Dammam new link is one of 23 routes to Saudi Arabia

recently announced by Wizz Air, underpinning the airline's commitment to supporting the country's growing tourism sector by bringing over one million passengers to the Kingdom. Wizz Air's growing presence aligns with the Vision 2030 programme, a strategic and ambitious goal to triple passenger traffic in Saudi Arabia by 2030.

"We are excited to commence our first route ever to the Kingdom of Saudi Arabia. The new ultra-low-fare route between Rome and Dammam will provide affordable, point-to-point travel for tourists and residents in both Italy and Saudi Arabia, further strengthening global connectivity. We would like to thank our partners at the Air Connectivity Program, the Ministry of Investment, the Saudi Tourism Authority, Dammam International Airport, and the government of Saudi Arabia for their continuous support," said Robert Carey, President of Wizz Air.

The CEO of Dammam Airports Company, Fahd bin Sulaiman Al-Harbi, welcomed Wizz Air and the start of the airline's operations at King Fahd International Airport, pointing to the importance of linking the Kingdom with the continent of Europe.

## flydubai grows further direct air links between the UAE and Uzbekistan with the start of flights to Namangan

**Dubai, UAE:** flydubai, the Dubai-based airline, continues to grow its operations in Uzbekistan with the recent launch of a twice-weekly service to Namangan International Airport (NMA).

The carrier's inaugural flight touched down in Namangan to a traditional water cannon salute as part of a warm welcome by local officials, airport representatives and members of the media.

flydubai is the first UAE carrier to offer direct flights between Dubai and Namangan, the third largest city in Uzbekistan after Samarkand & Tashkent. Flights will operate from Terminal 2, Dubai International (DXB) twice a week on Wednesdays and Saturdays.

Commenting on the start of operations to Namangan, Ghaith Al Ghaith, Chief Executive Officer at flydubai, said: "I would like to take this opportunity to thank the local authorities and the Khokim of Namangan, Mr. Shavkatjon Abdurazakov for their support in launching our operations in Namangan. We are committed to growing links with Uzbekistan and we are confident that these new direct air links will further stimulate travel and trade opportunities between our two countries. We look forward to enabling more passengers from the UAE and the



region to visit this historically and culturally rich country through any of the three gateways in Uzbekistan."

In 2019 the UAE and Uzbekistan expanded their partnership that would enhance government modernisation and promote relations between the two nations, closely collaborating on sectors including education, finance, food security and agriculture.

Uzbekistan is known for its iconic Islamic architectural landmarks, its location on the east-west Silk Road and it is one of the world's biggest producers of cotton. Passengers from Uzbekistan can enjoy easier access to Dubai on flydubai's direct flights, as well as more convenient connections beyond Dubai on the carrier's network including the GCC.

## DHL Global Forwarding invests EUR7 million in new state-of-the-art airport hub in Johannesburg

**Johannesburg, AFRICA:** DHL Global Forwarding, the leading international air, ocean, and road freight services provider, announced the inauguration of its new transshipment hub and head office in Johannesburg, South Africa.

The sustainable, primarily solar-powered complex was officially opened on 22 September 2022. Located in the Sky Park Industrial Estate it provides easy access to "OR Tambo International Airport". The facility's temperature-controlled chambers and Good Distribution Practices (GDP)-trained personnel enable the new hub to cater to the unique needs of Africa's rapidly advancing life sciences and healthcare (LSH) sector.

The facility's opening marks a significant addition to DHL Global Forwarding's extensive logistics network, further strengthening its positioning on the African continent and in South Africa while enabling the group to handle its customers' requirements more efficiently.

Amadou Diallo, CEO of DHL Global Forwarding Middle East & Africa, said: "We are proud that this new facility was built to the highest standards of sustainability and energy efficiency in line with DHL Global Forwarding's goal of reaching net-zero logistics-related emissions by 2050. Already, our climate protection initiatives and CO2 emissions reduction programs have had a positive impact on logistics supply chains globally and building sustainable infrastructure like this solar-powered facility takes us closer to our goal."

The new EUR7-million facility (R127 million) includes offices and a 10,000 m<sup>2</sup> warehouse. It will serve as a hub for transport, logistics, and warehouse solutions, as well as international freight expertise for different industries. This includes a strong focus on



Opening speech, Clement Blanc, CEO DHL Global Forwarding Sub-Saharan Africa & South Africa. Image Credit: DHL

Africa's life sciences and healthcare (LSH) sector, which with an expected annual growth rate of 6.3% and anticipated revenue of EUR 7.1 billion by 2023, is one of the booming industries in the country.

To serve the needs of the LSH sector, the site has been designed to meet the DHL Global GxP Pharma standards and the highest Transported Asset Protection Association (TAPA A) security standards. At the facility's opening ceremony, Clement Blanc, CEO of DHL Global Forwarding for South Africa (SA) & Sub-Saharan Africa (SSA) said: "A new facility in Johannesburg is a natural next step in our efforts to support economic growth and accelerate the pace of supply chain transformation undergoing in South Africa. This facility expands global connections to Africa, ensuring that sectors like LSH can operate smoothly, access an efficient and reliable logistics network, and continue to grow."

The new facility will also create skilled jobs in Johannesburg. DHL Global Forwarding has expanded its total workforce in South Africa by 11% since 2021. The company also has a strong commitment to supporting and driving the participation of SMEs in the economy and ensuring that they have a place in global supply chains.

## MEA adopts SITA's cloud-based baggage reconciliation system to boost efficiency at Rafic Hariri International Airport-Beirut

**BEIRUT, LEBANON:** SITA and Middle East Airlines–Air Liban (MEA) have renewed a technology contract and moved the airport's baggage reconciliation system (BRS) at Rafic Hariri International Airport - Beirut to the cloud, increasing operational efficiency.

This technology will significantly reduce operational costs for the airport and airline, with the server-less design avoiding on-site interventions to refresh, upgrade, maintain, and support multiple obsolete devices, such as servers.

By installing SITA's Bag Manager cloud solution, the airport will be able to process around nine million bags per year compared to three million bags in previous years without any significant equipment investment. Airports globally are looking to increase the volume of passengers and capacity and regain lost revenues from the pandemic, with baggage handling presenting a significant obstacle to overcome.

The cloud-based technology solution will be pivotal in reducing the number of mishandled bags and supporting quick repatriation of mishandled ones, leading to higher customer satisfaction and decreased costs. SITA Bag Manager tracks every bag loaded onto an aircraft, a unit load device (ULD), or a cart. It scans and evaluates the characteristics of each bag against the



flight parameters to ensure bags are loaded onto the right aircraft.

The SITA Baggage IT Insights 2022 report revealed that the global mishandled baggage rate increased by 24% to 4.35 bags per thousand passengers in 2021 as the industry recovered from the pandemic, primarily impacted by the quick resumption of international travel and reduced workforces.

MEA is the flag carrier of Lebanon and represents around 40% of the traffic at the airport. Middle East Airline Ground Handling (MEAG, a subsidiary of MEA) represents 80% of the baggage processing at the airport, while the remaining 20% is handled by The Lebanese Air Transport (LAT, the ground handlers), which also installed SITA's cloud-based BRS.

air cargo Africa 2023  
International. Focused. Comprehensive.

**It's Time  
for Africa!**



**February 21-23, 2023**  
Johannesburg, South Africa

**aca air cargo**  
**AFRICA**

» [www.aircargoafrika.aero](http://www.aircargoafrika.aero)

exhibition and conference

Contact: Rovina Gomes  
E: [rovina.gomes@mm-india.in](mailto:rovina.gomes@mm-india.in) | M: +91 9892173583



**H. Ross Perot, Jr. and Jay W. Coburn, completed the world's first helicopter circumnavigation of the globe.**  
Image Credit: Bell

Getting any aircraft off the ground and achieving flight is, to many people, still nothing short of a miraculous achievement. But to fly the aerial equivalent of a small sedan around the world is perhaps more incredible.

In the grand scheme of human history, flight is relatively new. The first airplane flight was in 1903, and the first helicopter didn't take to the skies until 1939. Vertical lift platforms, or helicopters, are typically more challenging to operate than fixed-wing aircraft. They have always necessitated a significant pilot workload and were not known for comfort or long range. Not until 1982, anyway.

In September 1982, a Bell 206L LongRanger II, piloted by H. Ross Perot, Jr. and Jay W. Coburn, completed the world's first helicopter circumnavigation of the globe. Starting in Dallas, Texas, a short drive from Bell's Fort Worth headquarters, in the United States, the pair flew 'The Spirit of Texas' for 29 days, 3 hours and 8 minutes. They covered 26,000 miles (41,843 kilometers) in 246.5 flight hours, and crossed 26 countries, and 22 seas and oceans, before returning to Dallas.

The aircraft had to undergo some modifications before it was ready to embark upon its mission around

the world. All non-essential features were removed and an extra fuel tank was fitted, in addition to pop-out floats, the best navigation, communication, and safety equipment available at the time. The aircraft was also painted in bright colors to enhance its visibility to other aviators.

During the incredible journey, Perot and Coburn stopped to refuel 56 times. Their route first took them north to Canada, through Greenland and Iceland; then to Europe. While in Europe, the Bell 206 landed at the Farnborough International Airshow, which was to see many more Bell aircraft and team members in attendance over the next 40 years – including the last one, in July 2022.

Departing the UK, Perot and Coburn flew over France 'below radar' as they could not make themselves known on the radio to the French aviation authorities, owing to their inability to speak French. They did manage a stop in Marseille, before more landings to refuel in Naples,

## 40th anniversary of the world's first circumnavigation by helicopter: The story of two Americans and a Bell 206L-1 LongRanger II

Italy, and Athens, Greece. Next, they crossed the Mediterranean to North Africa (Egypt).

During the night of 11 September, the pair flew over the oilfields of Saudi Arabia, and noted the bright orange flames from the flare stacks. After a brief landing in Jeddah, the aircraft crossed over to Bahrain to refuel and then continued its flight, down to Muscat in Oman. The Asian leg of the trip began on the night of 12 September with a landing in Karachi, Pakistan. From there, the aviators made a stop in Delhi before embarking on one of the longest legs of the trip – down to Calcutta. This was followed by stops in Burma, and later, Japan.

Unable to land on the Russian Kuril Islands, Perot and Coburn refueled on the American container ship, S.S. President McKinley, in the North Pacific Ocean, dramatically landing amidst 15-foot waves and winds of 40 knots. Squally winds continued and nearly caused them trouble with fuel shortages but they were able to manage each of the final legs by a whisker – which included chasing a bear off a runway in Alaska, before making it safely back to where their starting point in Dallas, Texas.

**Perot and Coburn landed in Texas to a very warm welcome on 30 September 1982, making this year the 40th anniversary of the historic flight. The pair submitted their record flight for approval by the Fédération Aéronautique Internationale (FAI) for helicopter speed around the world, in an eastbound direction, averaging 35.9 miles per hour (56.97 kilometers per hour) and the journey appears in the Guinness World Records as the First Circumnavigation by Helicopter.**

They also achieved the fastest point-to-point speed record on the mission, between London and Marseilles, on 7 September 1982 with an average speed of 111.47 miles per hour (179.39 kilometers per hour). The helicopter was donated to the Smithsonian Institution and is now on display at the Steven V. Udvar-Hazy Center of the National Air and Space Museum.

Light single engine platforms could be used for a variety of purposes, spanning commercial, public safety and military missions. Small, light and powerful, with great visibility, the 206, and now the 505, have both proved to be extremely user-friendly platforms that continue to be a popular choice for pilots.

Not long after completing their circumnavigation, H. Ross Perot, Jr. and Jay W. Coburn received the FAA Gold medal from President Ronald Reagan, in honor of their great achievement.

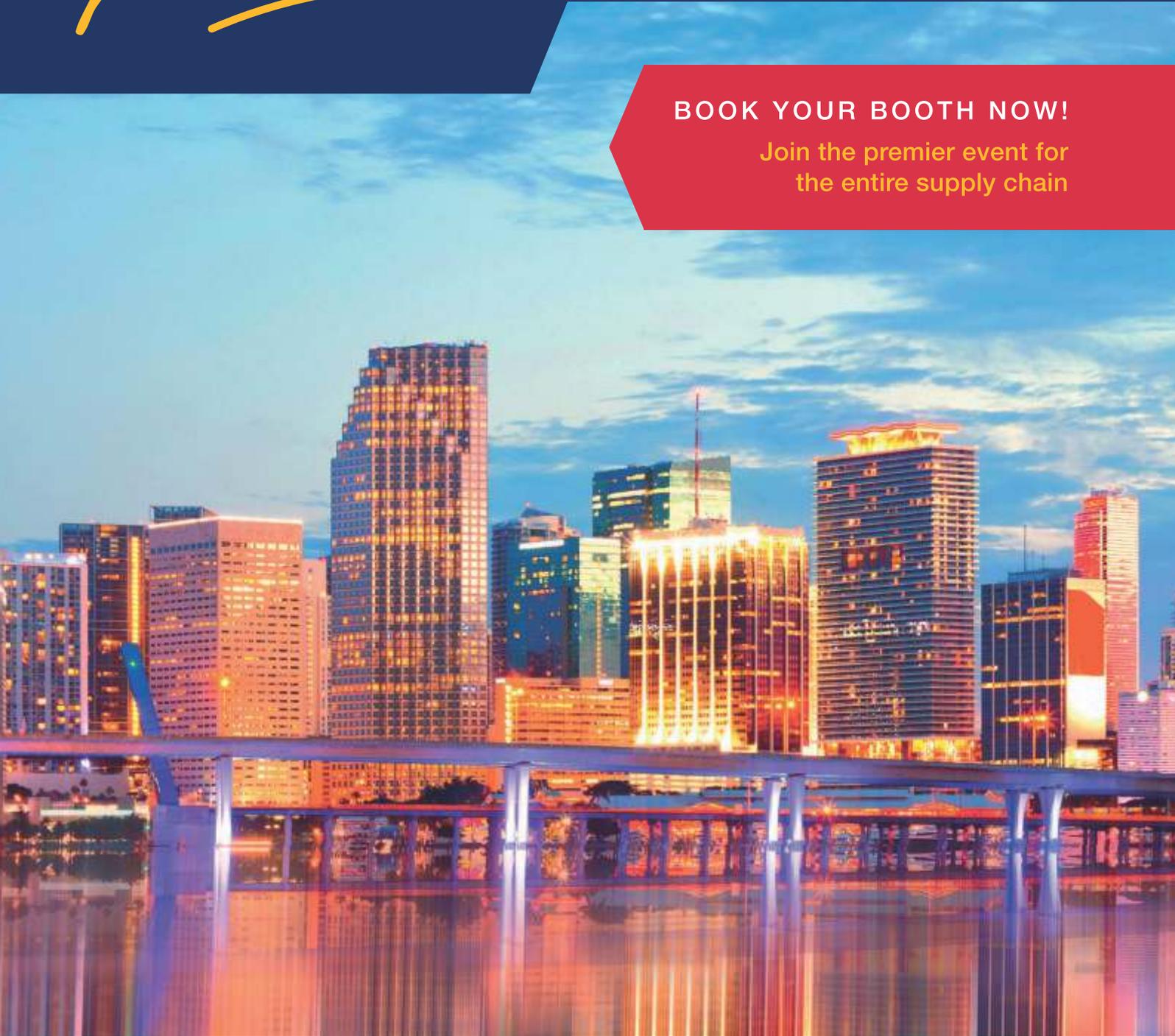
# Miami

WELCOME TO MIAMI



**BOOK YOUR BOOTH NOW!**

Join the premier event for  
the entire supply chain



**November 08–10, 2022**

**Miami, Florida, USA**

» [www.aircargoforum.org](http://www.aircargoforum.org)

» [www.tl-americas.org](http://www.tl-americas.org)

**acf air cargo**  
**FORUM • MIAMI**

exhibition and conference

**tla transport**  
**logistic**  
**AMERICAS**

supply chain forum



**H.E. Jamal Salem Al Dhaheri**

**Abu Dhabi, UAE:** Abu Dhabi Airports has named Jamal Salem Al Dhaheri as its new Chief Executive Officer.

A seasoned business leader, Al Dhaheri's appointment will continue the journey of success achieved by Shareef Hashim Al Hashmi for Abu Dhabi Airports, taking the organisation to the next phase of transformation to become a regional leader in airport management and operations.

Al Dhaheri brings more than 27 years of experience in leadership positions across several prominent companies in

Abu Dhabi. For five years, he was the CEO of General Holding Corporation (Senaat), before ending his tenure in 2020 to lead ADQ's newly formed food and agri-tech company Silal, also as CEO.

Al Dhaheri is currently Chairman of the Board of Directors of Dubai Cables (Ducab), Chairman of Silal and Vice Chairman of Emirates Steel Arkan.

The operator of five airports in the nation's capital, Abu Dhabi Airports, recently announced healthy passenger figures for H1 2022, in a clear demonstration of substantial network and passenger traffic growth and a commitment to deliver a smooth and seamless passenger experience.

## Abu Dhabi Airports appoints Jamal Salem Al Dhaheri as new CEO

In support of its vision to deliver world-class transport, logistics and freezone services through cutting-edge infrastructure, Al Dhaheri will oversee Abu Dhabi Airports' ambitious air cargo masterplan to invest in the facilities and infrastructure at Abu Dhabi International Airport to ensure enhanced safety and efficiency of all airport and aircraft operations and processes.

The next-generation Midfield Terminal will increase capacity for passenger traffic and air cargo shipments that are vital to the airport's future growth, and this will be one of the major elements in Al Dhaheri's mandate.

Abu Dhabi Airports extends its utmost appreciation to Shareef Hashim Al Hashmi, for the fundamental role he played in reinforcing Abu Dhabi's position as a leading aviation and logistics hub in the region, as well as promoting it as one of the world's great destinations.



**Greg Schwendinger**

## American Airlines Cargo announces new President

**FORT WORTH, Texas:** American Airlines Cargo has appointed Greg Schwendinger as the company's new President following the departure of Jessica Tyler in May who moved

to another leadership role within the airline.

Schwendinger comes from a strong airline and business background. With more than 15 years of experience at American, he has held various roles leading teams across the airline. Most recently, he led the Finance team at AccentCare, a health care services provider, during a period of transformation and growth.

"Greg brings a unique perspective which will shape our cargo business and its growth potential. We are fortunate to regain his expertise and welcome him as he leads cargo toward greater success," said Derek Kerr, Vice Chair, Chief Financial Officer and President, American Airlines.

In his new role, Schwendinger will report directly to Kerr. Reporting to Schwendinger will be Roger Samways, Vice President Commercial; Sam Mendenhall, Vice President Operations; and Eric Mathieu, Managing Director, Customer Experience.

The combination of broad airline knowledge with deep cargo industry expertise in this new leadership structure positions American Airlines Cargo to continue its growth momentum of the past few years and expand on its potential.

## CARGO START appoints new director for strategy & business development

**Rome, Italy:** CARGO START, the leading digital service provider for the air cargo and logistics industry based in Italy, announced the appointment of Giovanna Cardinali in the newly created position of Director Strategy & Business Development.

Giovanna will be accountable for the development and implementation of CARGO START's global commercial strategy, by overseeing the company's sales, business development, marketing and product management functions.

**"I am excited about this new challenge with CARGO START. I am confident that with this team of highly experienced professionals we will make a great job in driving digital transformation in our industry further," said Giovanna who brings a strong skill set and an excellent reputation for relationship building in Italy and internationally, high performance and team leadership.**

She has a Business Administration degree from the University Cà Foscari of Venice (Italy), and brings with her 20 years of air cargo and logistics experience. Since 2007, she has held various cargo sales management positions of increasing responsibilities at Emirates SkyCargo based in Italy.

Commenting on the appointment, Emanuele Vurchio, Managing Director of CARGO START said: "I am delighted to welcome Giovanna in the team at a key point in the company's growth. With her solid know-how, experience and enthusiasm, she will be vital as we continue our ambitious plans to strengthen our position in the international competition."



**Giovanna Cardinali**



مطار الشارقة  
Sharjah Airport



# Your Cargo is in Safe Hands



PERISHABLES



VALUABLES



HONEYBEES



HORSES



PHARMA

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



## Liesbeth Oudkerk joins Qatar Airways Cargo as SVP, Cargo Sales and Network Planning

**DOHA, QATAR:** Liesbeth Oudkerk has joined Qatar Airways Cargo as Senior Vice President for Cargo Sales and Network Planning, responsible for sales and freighter network planning with emphasis on digital transformation to improve customer support and internal processes.

"I am thrilled about my new position and firmly believe in Qatar Airways' vision of the industry. I look forward to bringing my expertise to such a diverse and committed team. I am honored and proud to accompany it all the way to the top," said Liesbeth who brings with her over 25 years of experience in the airline sector, having worked for KLM, where she occupied leading positions in various departments, including Digital Transformation and Cargo Network & Freight Management.

Qatar Airways Cargo prides itself in the diversity of its staff, coming from nearly 100 countries, speaking 40 languages and with varied age groups as well as cultural backgrounds, where Liesbeth's expertise will truly be helpful.

"We are delighted to welcome Liesbeth to our team. She couldn't have joined us at a better time as we have just set the Next Generation strategy in motion. Her extensive knowledge



and expertise of the air cargo industry will be truly invaluable to us in these changing times," said Guillaume Halleux, Chief Officer Cargo at Qatar Airways.

## Frédéric Brun and Alexis Lapot join the Commercial team of Liege Airport



**LIEGE, BELGIUM:** Liege Airport, one of the leading freight airports in Europe, is poised to welcome later this year Frédéric Brun and Alexis Lapot, respectively as new Head of Commercial Cargo & Logistics and new Senior Manager Cargo Sales.

They both join the team of Torsten Wefers, VP Marketing & Sales at Liege Airport.

Frédéric, a 39-year-old French, has a strong logistics background, with more than 15 years of experience working at DSV, DB Schenker, Rhenus Logistics and Maersk. He will manage the commercial team of Liege Airport and report to Torsten who will be responsible to develop more the airport's commercial cargo development with a focus on the development of the Liege Airport's forwarder footprint.

Alexis, 33, from Belgium, has nearly 10 years of experience in aviation and logistics. He joins from WFS (World Flight Services) where he works as Airline Key Account Manager. He will manage and develop LA's cargo airline portfolio.

"With these two senior manager appointments, Liege Airport will strengthen and expand its commercial cargo team and further execute its cargo-only strategy," said Torsten.

## CargoAi continues to accelerate with the appointment of Frédéric Bazin as Vice President Customer Success

TEAM ANNOUNCEMENT

CARGOAI WELCOMES ITS  
NEW VICE PRESIDENT OF  
CUSTOMER SUCCESS,  
FRÉDÉRIC BAZIN



**SINGAPORE:** Frédéric Bazin has been named as Vice President of Customer Success at CargoAi, a significant step in the company's mission to digitalize the air cargo industry.

Bazin has more than 20 years of experience in the airline industry working for high profile airlines such as Air France/KLM's Cargo and, more recently, Qatar Airways Cargo.

"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 and CEO of CargoAi, said, "Frederic's extensive experience in the industry, especially with Qatar as one of the largest cargo operators worldwide, is in keeping with CargoAi's pillars to hire industry veterans, to ensure that our digital solutions are always in sync with real-life customer's needs. 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."

**IATA  
WORLD CARGO  
SYMPOSIUM**

London, England  
27 - 29 September 2022







# Upcoming Events



## SAHA Expo 2022

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

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

**25-28 October 2022**  
**Istanbul, Turkiye**

## Air Cargo Forum Miami

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

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

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

**08-10 November 2022**  
**Miami, Florida, USA**

## The Big 5

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

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

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

**05--08 December 2022**  
**Dubai World Trade Center**

## MEBAA Show 2022

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

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

**06--08 December 2022**  
**Dubai Airshow Site**



الإتجاه  
**ETIHAD**  
CARGO

Air cargo partner  
*of choice.*



**PHARMALIFE**



**FRESHFORWARD**



**LIVEANIMALS**



**SKYSTABLES**



**FLIGHTVALET**



**FLYCULTURE**



**SAFEGUARD**



**FASTTRACK**



**GENERALCARGO**



**AIRMAIL**

[etihadcargo.com](http://etihadcargo.com)



TK SMART

by Turkish Cargo



TK PREMIUM

by Turkish Cargo



TK URGENT

by Turkish Cargo



# NEW SERVICES BY TURKISH CARGO

TURKISH CARGO, THE AIR CARGO BRAND THAT FLIES TO THE MOST DESTINATIONS IN THE WORLD,  
CONTINUES TO CARRY YOUR BUSINESS INTO THE FUTURE.

**TK SMART** FOR YOUR GENERAL CARGO SHIPMENTS, **TK PREMIUM** FOR FAST AND  
PRIVILEGED SERVICE FOR YOUR IMPORTANT SHIPMENTS AND **TK URGENT** FOR YOUR IMMEDIATE  
SHIPMENTS WITH THE FASTEST DELIVERY TIME IN THE INDUSTRY.



TURKISH CARGO

For more  
information visit  
our website.

