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Bridging the gap between airlines and cargo operations

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People Challenged

The pandemic has created both opportunities and challenges in many different industries. The hard-hit aviation sector is one of those severely affected with financial losses estimated at \$168 billion in 2020 alone with global ban on flights at that time.

Three years on since then, travel restrictions have eased, and billions of people have resumed traveling for business and leisure purposes. But the global aviation industry, including airports, couldn't cope up with the demand due to huge labor shortages resulting from forced mass layoffs during the pandemic.

In August 2022, more than 15,000 flights were reportedly canceled in Europe due to labor shortage, exacerbated by strikes from workers seeking better working conditions and benefits.

The air cargo and logistics industries, the heroes of the pandemic, transporting vital medical supplies and other basic commodities on air, land and sea despite the global health threats, are also not immune from labor problems. At issue is recruiting new people while keeping those already on board.

Industry experts all agree that something must be done to address this issue as the world hastens to recover from the pandemic while facing different geo-political and other challenges at hand. And they are not alone. Governments in developed countries have already initiated steps to solve their problems with skilled workers shortage.

Germany, for instance, is reforming its Skilled Immigration Act to allow more qualified workers to enter its workforce, especially in the healthcare industry. The country also enhanced its so-called "Opportunity Card" to allow non-EU citizens who do not have a job offer to come to Germany and search for jobs.

Germany's Institute for Employment Research says about 1.74 million positions are yet to be filled in various industries as of 2022, an all-time high record for Europe's biggest economy.

The recruitment and retention crisis in aviation, logistics and air cargo industries need serious thoughts. Simply filling vacancies is not enough. Offering employees long-term career opportunities that give them access to continuous learning, reskilling and upskilling through specialized training programs, will benefit both them and the industries in the long-run.

Gemma Q. Casas
Editor-in-Chief

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Sustainable Strategist at  **GSA**

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The Lounge

Fishing, wakeboarding and exploring with family and friends keep this global logistics executive happy



Keith Marshall

Regional Leader Air Products
Middle East and Africa, CEVA Logistics

Home for Keith Marshall has always been South Africa, renowned for its diverse wildlife, varied topography, great natural beauty, and cultural diversity. It was there that he got his exposure in the global logistics industry which eventually became his career.

"Logistics has always been an integral part of my life. My father founded one of the first air express companies in South Africa in the early 80s. I roamed many warehouses and surfed many conveyor belts back in those days over my weekends and holidays. During my high school years, I spent afternoons, evenings, weekends and holidays working in the express parcel arena and was one of the first people to operate FedEx's "Powership" program in the mid-90's....From there, I worked my way into the operational and commercial sectors of some prestigious forwarders within South Africa, holding responsibility and accountability for areas in South Africa and across Southern Africa during that time," shared Marshall, CEVA Logistics' Regional Leader for Air Products in the Middle East and Africa the Middle East and Africa.

With extensive knowledge in the logistics and supply chain industry, including negotiations, operations management, air freight, Marshall and his team overcame many challenging situations to ensure that shipments are delivered for their clients on time and safely.

"In the early 2000s, there were some terrible floods in Mozambique. My first charter experience was loading humanitarian aid by hand into an Ilyushin 76, which had just returned from a flight carrying live

"In South Africa, I would go fishing or wakeboarding with friends and family, or ride my motorcycle in an urban environment. Having recently moved to Dubai, I have had to change this and identify new ways to unwind. My boys are now young adults, studying in South Africa. So, it's only me and my wife here in Dubai. We are thoroughly enjoying living in a city environment and exploring all the region has to offer at our own pace," Marshall shared.

animals. The sight and smell of that aircraft will never leave me, but we persisted, nonetheless, and the aid departed on time. When COVID-19 started, I was working with a niche forwarder, and we decided that it was either time to pack up and go home or establish and entrench ourselves within the market and customer base. As a niche provider, we ran five charters, three of which we paid for in advance and then sold back into the market," Marshall recalled.

He described their job as a "a roller coaster of successes and failures, but the team around me, from the shareholders to the staff cutting the airway bills, never lost faith and sight of what we were trying to accomplish."

Today, Marshall and his team continue to innovate to find ways to accomplish their mission due to volatile situations in many parts of the world, including that of the ongoing war in Ukraine.

"There was a double rotation involved with many complexities brought on by COVID-19 and the conflict between Ukraine and Russia, which was threatening the movement. We didn't sleep for approximately 10 days, and we spent many hours on calls, brainstorming options, solutions and possibilities," he shared.

The complexities involved in the global logistics industry are great and sometimes feel overwhelming. Marshall finds solace in spending time with his family and friends to keep his work-life balanced.

"In South Africa, I would go fishing or wakeboarding with friends and family, or ride my motorcycle in an urban environment. Having recently moved to Dubai, I have had to change this and identify new ways to unwind. My boys are now young adults, studying in South Africa. So, it's only me and my wife here in Dubai. We are thoroughly enjoying living in a city environment and exploring all the region has to offer at our own pace," Marshall shared.

Adding, "I am regularly checking in with friends and family and spending time doing things that I enjoy in order to recharge my batteries. Being authentic to who you are, privately and professionally, also plays a big role in this for me."

Having been in the industry for more than 20 years, Marshall advises the young to find something they love to do to be able to build a career in their chosen path. "The world doesn't owe you anything. Hard work isn't always rewarded and life isn't always fair. Life is a great, wild ride and one that should always be approached with positivity, humility, and kindness," he said.



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Saudia Cargo taps WFS to handle over 160,000 tons of cargo across Europe and the United States

JEDDAH, SAUDI ARABIA: Saudia Cargo has officially awarded a landmark multi-station contract to Worldwide Flight Service (WFS), significantly extending its cargo handling services across major key airport gateways in Europe and the United States of America for the airline.

Teddy Zebitz, CEO of Saudia Cargo, and John Batten Executive Vice President of EMEAA at WFS, signed the contract recently in Saudia Cargo's Jeddah headquarters. Their contractual agreement took effect on 01 February 2023.

WFS will now be handling over 160,000 tons of cargo annually for Saudia Cargo, in addition to providing ramp handling services for air cargo shipments onboard over 5,000 passenger and freighter flights per year.

"WFS is a global leader in providing cargo handling services and by awarding this contract to them, we are certain that our operations in pivotal stations on the European and American continent that are part of WFS' network, will considerably benefit from their highly reliable expertise," said Zebitz.

"Saudia Cargo is dedicated to delivering the highest standard of customer satisfaction and a seamless experience to consumers. WFS will productively contribute towards this. We will continue to form strategic partnerships with other logistics providers, both in the public and private sectors, ultimately supporting the creation of a more cohesive and efficient logistics ecosystem in the Kingdom and beyond," he added.



Teddy Zebitz, CEO of Saudia Cargo, left, with John Batten, WFS EMEAA Executive Vice President. Supplied Photo

The WFS EMEAA Executive Vice President said the company is honored with the trust and confidence in WFS.

"We are honored by Saudi Cargo's trust and confidence in WFS and to be extending our partnership with one of the leading air cargo carriers in the logistics industry. Together, we will combine our efforts to provide the very best service experience for the airline's customers. Our strategic operations in the Eastern hemisphere are exceptionally advanced and well-equipped to meet the needs of Saudia Cargo's services and we look forward to achieving many new milestones together over the course of our partnership," said Batten.

The contract with WFS covers its services at several important stations including Amsterdam, Frankfurt, Paris, London, Manchester, Brussels, New York, and Washington. As part of its rigorous tender process, Saudia Cargo carried out essential technical visits to each WFS station to ensure the quality of each facility met the company's standards. Key meetings were also held with integral local WFS staff responsible for managing the airline's cargo operations to streamline communication and connectivity.

Mohanned Badri, Vice President of Operations at Saudia Cargo, expressed the promise of the contracts award.

"This partnership will contribute to the growth of both Saudia Cargo and WFS in providing seamless cargo services, with WFS playing a substantial role in the success of Saudia Cargo's operations at these stations. Both companies are also exploring future opportunities for furthering their partnership by expanding to new destinations where WFS possesses cargo handling capabilities," he said.

With its "human first" and customer centric mindset, Saudi Cargo continues to collaborate with its customers and partners, providing innovative and customized solutions to help them achieve their goals.

Saudi Cargo has grown quickly to become a major international liner, spearheading Saudi Arabia's mission to become a crucial regional and global logistics hub that is geared towards customer centricity and upholding practices that always put customers first.

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DoKaSch Temperature Solutions and All Nippon Airways sign Master Rental Agreement

FRANKFURT/TOKYO: Japan's largest airline, All Nippon Airways (ANA), and DoKaSch Temperature Solutions, have recently signed a Master Rental Agreement (MRA) to secure solutions for pharmaceutical products that the carrier transport.

DoKaSch, the German specialist for active temperature-controlled packaging solutions, is providing its Opticooler containers to ANA's PRIO PHARMA, a dedicated product for pharmaceuticals, and PRIO TEMP, a temperature-controlled product for non-pharmaceuticals.

Founded in 1952, ANA is the only combination carrier in Japan with both passenger and freighter aircraft operating global flights to more than 90 airports from its hubs at Narita and Haneda airport. ANA has been reinforcing its pharmaceuticals transport and started providing PRIO PHARMA in 2012 while acquiring the IATA CEIV certification in 2017 as the first Japanese airline.

The MRA now provides access to DoKaSch TS's globally available container fleet. The temperature-controlled packaging solution is available in two sizes: as Opticooler RAP, providing space for five-euro pallets and as RKN for one pallet. Redundant systems for electrification and full air-conditioning enable precise heating and cooling

without dry ice. Thus, they are able to transport valuable and sensitive pharmaceuticals while avoiding temperature excursions on an extremely high level and with high independence of outside conditions.

Dai Yuasa, Vice President of Global Marketing, Cargo Marketing & Services, ANA, said:

"Securing cold chains are becoming increasingly relevant as Japan's pharma and biotech industry is growing strong. By introducing the active temperature-controlled Opticooler and with very high level of reliability and safety, we would like to enhance our service level to meet our valued customers' increasing demand to secure cold chains."

Andreas Seitz, Managing Director of DoKaSch Temperature Solutions, said their agreement with ANA is an important step to support Japan's growing pharmaceutical and biotech industry.

"Japan's strong pharmaceutical and biotech industry continues to strengthen its relevance in the entire Asia-Pacific region as well as globally. With ANA, we are gaining a strong partner with whom we can further expand our Opticooler network both to serve the increasing demand of secure, fast and responsive cold chains in the important Asian market. Together with the opening of our new service station in Narita and the founding of our own Japan subsidiary, the Master Rental Agreement with ANA is another important step in providing Japanese customers in particular with a reliable option for temperature-controlled transports," said Seitz.



VRR delivers 100th air horse stall to Jettainer

FRANKFURT/ROTTERDAM: Jettainer and VRR, the leading provider of ULD devices in challenging circumstances, are celebrating their long-standing collaboration with the recent delivery of the 100th air horse stall.

The global leader of ULD management, Jettainer, which handles approximately 100,000 ULDs in 500 locations around the world, is constantly refining its service and product portfolio to meet the specific needs of its customers. Its collaboration with ULD manufacturer VRR since 2010 has played an important role in this successful approach.

"We feel very proud that Jettainer is still coming to VRR for its containers after more than a decade of doing business," said Ben Lakerveld, Sales Manager of VRR. "They deliver top-of-the-line services so we have to deliver top-of-the-line containers. To do so, we also have to keep listening and innovating."

Until 2019, Jettainer bought mainly HMJ stalls from VRR. It then switched to the collapsible version, which can be folded for lower-deck transportation on return flights. Most of their horse stalls are leased to their parent company, Lufthansa Cargo AG, which provides individualised transportation for Live Animals.

"Every year, our customers fly a four-digit number of horses to all corners of the world," said Marcus Bezold,



Head of Global Handling Performance Management at Lufthansa Cargo AG. "We appreciate Jettainer and VRR's horse container solutions because they guarantee comfortable travel with minimum stress and maximum safety."

The designs of VRR's air horse stalls rely heavily on input from equine transporters, and Lufthansa Cargo AG is one of those important collaborators. The airline's experience in transporting horses by air has helped VRR greatly over the years to engineer quality and innovative containers like the HMR and HML.

"The collaboration with VRR is exceptional and their products meet latest standards. What we like about the collapsible horse stall," explains Frank Mühlkamp, Director Global Operations at Jettainer, "is that it cuts down the cost of empty ULD repositioning without compromising the well-being of the horses. It really helps us and our customers maximise fleet utilisation."



Qatar Airways Cargo teams up with iNOMAD, an all-in-one air cargo platform in South Korea

Doha, Qatar: Qatar Airways Cargo announced it has teamed up with iNOMAD, a Korea-based cutting-edge air cargo platform, to make the world's leading air cargo carrier more accessible and visible in South Korea.

The airline said its partnership with iNOMAD will enable better connectivity for one of its major customers in South Korea, Woojung Air, whose customers, especially SMEs, will likewise benefit as the offerings on the iNOMAD portal can be easily compared. Woojung Air is a prominent consolidator in South Korea and one of the top customers of Qatar Airways Cargo.

Guillaume Halleux, Chief Officer Cargo at Qatar Airways, commented: "Digital transformation is high on our agenda as part of our VISION 2027 and Next Generation Strategy. The integration and partnership with iNOMAD brings multiple benefits to our customers in South Korea such as enhanced visibility of our capacity, rates as well as real time confirmation of their shipments. Customers can benefit from instant access to these features at their fingertips and that is the huge advantage digitalisation brings in."

Joon-suk Yim, the CEO of iNOMAD, said the company's strength lies on its ability to "promote the accessibility of air cargo service by optimizing extensive logistics data for clients and provide boundless service and information to both IATA/CASS members and non-members in real-time. Developing this business, we are grateful and proud to start a new partnership with Qatar Airways, a top-tier airline, that can provide us with vital information in expanding our logistics service."

"We aim to become a search engine for the air logistics field in which clients can check the information they need in real-time, regardless of time and place. We thus plan to do our best to nourish our customized services to build a stronger partnership, cherishing the meaningful



Guillaume Halleux, Chief Officer Cargo at Qatar Airways, with Joon-suk Yim, the CEO of iNOMAD.
Image Credit: Qatar Airways Cargo

opportunity to join Qatar Airways Cargos' digital transformation," he added.

iNOMAD is an air cargo platform with a cutting-edge logistics system created by its own software development team and air logistics experts. The company has designed the system to transmit and receive information from logistics-related service providers and master loaders including airlines.

Being the first company connecting API (application program interface) with airlines in Northeast Asia, the platform is operating as an online all-in-one portal that provides air cargo booking, rates, schedule, tracking, etc. Starting from South Korea, they have been rapidly expanding the business to Hong Kong (established in 2022) and Vietnam (to be launched in 2024).

iNOMAD signed an MOU with Cello Square of Samsung SDS in June 2022 to build up its customer base by presenting competitive rates. Along with this, iNOMAD is now expecting the opening of a logistics center of 20,000 square meters in Sep 2023 as an air cargo platform terminal in the Incheon International Airport, one of the most active airports in the world, which would be a milestone in developing a smart logistics

system.

The logistics center will be equipped with various smart devices and a security x-ray inspection system to provide safe and advanced logistics services.

In 2022, Qatar Airways Cargo launched Digital Lounge, a premium booking experience, that provides a much more connected experience for its customers. It will be elevating this booking experience with more focused enhancements tied in with clear operational strategies to complete the journey of cargo till its final destination. Other than its own booking platform, Digital Lounge, the airline has also partnered with a number of connected marketplaces to provide live access to capacity for its customers.

Qatar Airways Cargo's Next Generation Strategy includes a complete corporate mindset shift, taking a new innovative approach to the business of air cargo, develop new talent while also attracting new ones and tapping into the digital potential for optimal user experience as well as the transparency, convenience and speed that digitalisation brings. With this approach, Qatar Airways Cargo believes it is defining its role in the air cargo industry.

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Etihad Cargo expands European capacity

Abu Dhabi, UAE: Etihad Cargo, the cargo and logistics arm of Etihad Airways, says it will offer increased capacity to the European market via two new gateways with the introduction of two new routes from its Abu Dhabi hub to Copenhagen in Denmark and Düsseldorf in Germany and additional services to Frankfurt.

Etihad Cargo currently operates 7 passenger and 4 freighter flights per week to Frankfurt. From 1 May 2023, it will increase weekly flights from 11 to 15 with the introduction of 4 new services.

From 1 October 2023, Etihad Cargo will provide cargo capacity out of Denmark with the introduction of four weekly flights. The reinstatement of three weekly flights to Düsseldorf, in combination with the airline's widebody passenger and freighter flights to Frankfurt and Munich, will offer additional cargo capacity out of Germany. The flights will be operated via state-of-the-art Boeing 787 Dreamliner aircraft.

"Etihad Cargo is pleased to introduce cargo capacity out of Copenhagen, a new addition to Etihad's ever-growing network, from October. Denmark is home to a number of major international pharmaceutical companies and the country has become an established biotech and pharma hub in Europe. Via Etihad Cargo's IATA CEIV Pharma-certified product, PharmaLife, the carrier will provide the reliable and



robust transportation of Denmark's packaged medicaments to markets around the world," said Martin Drew, Senior Vice President – Global Sales & Cargo at Etihad Airways.

"The relaunch of flights to Düsseldorf and additional flights to Frankfurt will further expand the carrier's operational footprint in Germany, reinforcing Etihad Cargo's commitment to the European market and giving customers greater flexibility and options when it comes to transporting their cargo."

The 11 new flights, in combination with the carrier's existing European services and increased frequencies that will be launched in 2023, will bring the total number of flights to European destinations to 700 per month.

Etihad Cargo currently offers four dedicated freighter services from Abu Dhabi to Amsterdam and two weekly freighter flights to Frankfurt, which connect to Chicago's O'Hare International Airport in the US. Additionally, its customers benefit from cargo capacity across Etihad's extensive passenger network. The carrier also provides seamless connectivity to offline destinations in Europe via its road feeder service network.

Abu Dhabi's economy grew 10.5%, fastest in MENA region

ABU DHABI, UAE: The capital of the United Arab Emirates, Abu Dhabi, posted 10.5% growth on its economy for the first nine months of 2022, compared to the same period in 2021, the highest in the Middle East and North Africa.

Abu Dhabi's real GDP exceeded AED830 billion during the period with practically all sectors showing a double-digit growth, including transportation and storage activities which grew by 11.4%, according to the Statistics Center – Abu



Dhabi, (SCAD).

SCAD said the transportation and storage sector saw an added value of AED14 billion in the first nine months of 2022, which boosted the emirate's GDP by 1.7%. It covers the transportation of passengers and cargo via rail, road, water, or air, and related storage activities. Abu Dhabi Airports reported that the Emirate's airports were used by a combined total of 15.9 million passengers in 2022.

Abu Dhabi continued to grow in leaps and bounds at the end of Q3 2022 across its various sectors thanks to the collaborative efforts of various government and private sector organizations. Abu Dhabi strengthened its international standing and maintained its competitiveness and macroeconomic stability.

Abu Dhabi has launched a number of initiatives in recent years as it focuses on diversifying its economy away from oil, promoting its non-oil economic activities, maintaining a prudent fiscal policy and progressively responding to the market needs and trends to upgrade the regulatory and legal frameworks to encourage foreign direct investment and promote its domestic investments.

"Abu Dhabi's robust economy continues to prove its superiority driven by our leadership's clear vision, its ability to attract foreign direct investments and agile policies that enabled our economy to achieve the strongest growth in the region," said Ahmed Jasim Al Zaabi, Chairman of the Abu Dhabi Department of Economic Development (ADDED).

Ahmed Mahmoud Fikri, Director General of SCAD, noted: "According to statistical estimates of the first nine months of 2022, all economic sectors demonstrated impressive growth with the exceptional performance of main economic sectors. This included remarkable increases that portend a bright future for indicating a thriving and robust economy."

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Wexco Group chosen to further strengthen presence of Teleport, Capital A's logistics venture, in Australia

PARIS, FRANCE: Australia's longest-serving GSSA, ECS Group subsidiary, Wexco Group, recently signed a GSSA contract with Teleport, the logistics venture of Capital A (formerly known as AirAsia).

The contract covers three airlines in one of Asia's fastest growing airline groups: AirAsia X (D7), Thai AirAsia X (XJ), and Indonesia AirAsia (QZ), for all belly capacity originating from Australia and New Zealand.

The contract puts Wexco in charge of filling a total of 43 flights per week out of Sydney (SYD), Perth (PER), and Melbourne (MEL), with an average weekly uplift of 120 tons. With this, both Teleport and Wexco Group can capitalize on the strong movements of perishable cargo, health food supplements, electrical goods, general cargo (consolidations), and mail within the region.

AirAsia X's 22 weekly flights operated with widebody A330-300 aircraft, include daily services from Sydney (SYD) to Auckland (AKL), and Kuala Lumpur (KUL). Kuala Lumpur is also served four times a week out of Melbourne (MEL), and four times weekly from Perth (PER). The airline's main hub offers a multitude of connections across its vast Asian network, covering prime global cargo hubs such as Taipei (TPE) in Taiwan, and Incheon (ICN) in South Korea.

"We are excited to collaborate with Wexco as a partner, who brings onboard their robust experience and quality customer service to help better serve our cargo customers in this region. This is in line with Teleport's growth strategy for Australia and New Zealand, where businesses here can also take advantage of our extensive ASEAN network for further distribution into the region," said Francis Antony, Group Head of Cargo Commercial at Teleport.

Thai AirAsia X runs seven weekly flights, also deploying A330-300 widebodies: three weekly services from Melbourne (MEL) to Bangkok (BKK), and four weekly flights from Sydney (SYD) to Bangkok (BKK). These flights can be booked to connect to popular cargo destinations within the Asia Pacific region, namely

Japan and India, amongst others.

Indonesia AirAsia operates 14 weekly flights operated with narrowbodies A320 aircraft, twice daily between Perth (PER) and Denpasar (DPS).

"Quality attracts quality. Our success in gaining the AirAsia group as a customer, grew out of an opportunity for Wexco during the pandemic. We began operating charter flights in April 2021, which led to close cooperation with Teleport head-office, and resulted in an invitation to tender. The rest is history! We now enjoy an excellent GSSA contract with 3 very dynamic airlines serving all the major Australian gateways, and offering a great network to New Zealand, South-East and North-East Asia," Cedric Millet, Managing Director of Wexco, commented. "Wexco is the perfect match for AirAsia airlines in Australia, on account of our shared impeccable reputation, our customer centric approach, and our adoption of the latest technologies to ensure optimum revenues."

Cargologic revolutionizes operations with CHAMP's Cargospot Mobile



Middlesex, UK: Cargologic continues its long-standing partnership with CHAMP Cargosystems, enhancing its services through the implementation of Cargospot Mobile after moving to a SaaS-based systems for its cargo management services, Cargospot Handling.

Cargospot Mobile puts its Cargospot Handling solution in the hands of anyone with an iOS or Android smartphone or tablet. Adopting this service will allow Cargologic to simplify its warehouse data capture through touch, swipe, and drag-and-drop actions, automated validation of user actions for reduced errors and

instant feedback, CHAMP explains.

CHAMP says this service is only available to customers benefiting from CHAMP's latest technologies via its cloud-based services. With its cloud-based systems, Cargologic will provide users with a wealth of features including the latest Application Program Interfaces (APIs) and easy integration of third-party solutions.

"At Cargologic, it is vital that we continue to exceed our customers' expectations," says Juerg Zimmermann, EVP Operations at Cargologic. "As a long-term partner, CHAMP expertly guided us through the implementation process and helped us transform our operation. We look forward to utilizing future CHAMP innovations as to further automate our operations and increase our customer intimacy."

"We are thrilled to be furthering our partnership with Cargologic," says Nicholas Xenocostas, Chief Commercial Officer at CHAMP Cargosystems. "Providing solutions that can scale up as swiftly as our client's needs is something that is essential to CHAMP and the services we provide. With their new digital upgrade, Cargologic will benefit from increased speed and reduced manpower, whilst minimizing the need for expensive equipment and extensive training sessions."

Lufthansa Cargo posts record EUR 4.6 billion revenue in 2022

The airline's route network now covers around 300 destinations in more than 100 countries, using both freighter aircraft and cargo capacity from passenger aircraft operated by Lufthansa, Austrian Airlines, Brussels Airlines, Eurowings Discover and SunExpress, as well as trucks.



Dorothea von Boxberg
Lufthansa Cargo, CEO

FRANKFURT, GERMANY: Lufthansa Cargo says it has made record result in financial year 2022, the third time in a row, with its revenue rising by 22 percent to EUR 4.6 billion (EUR 3.8 billion in 2021) while adjusted EBIT amounted to EUR 1.6 billion.

The airline's average capacity utilization decreased by 9.9 percentage points year-on-year to 61.1 percent, but the supply of capacity increased by 17 percent to 11.8 billion freight ton kilometers offered.

"In the past fiscal year, we achieved a record result for the third time

in a row. We owe this to the high level of commitment of our employees and the trust of our customers and partners. In addition, we again had significantly more capacity in the market due to the growth in long-haul passenger traffic. We notice that our customers continue to serve their global supply chains. With more freighters and more bellies, we will continue to be a strong and reliable partner for our customers,"

said Dorothea von Boxberg, Chairperson of the Executive Board and CEO of Lufthansa Cargo, during the company's annual press briefing.

While the flight program of passenger airlines was suspended or maintained only on a small scale during the Corona pandemic, numerous cargo capacities in the bellies of these aircraft were temporarily unavailable for the transport of goods. With the resumption of numerous passenger flights, both capacity and route offerings expanded.

This strong growth trend in the belly segment continues today and now accounts for around half of Lufthansa Cargo's transport capacities. In the 2023 summer flight schedule alone, cargo will be regularly transported on more than 7,000 flights a week operated by Lufthansa, Austrian Airlines, Brussels Airlines, Eurowings Discover and SunExpress.

"We are looking ahead to the fiscal year of 2023 with confidence. The environment remains dynamic. But we are convinced that we are excellently positioned and can respond flexibly and quickly to changes in the market. We are consistently pursuing our successful strategy. We are expanding our digital services and offering our customers more and more sustainable solutions. We will also be successful in 2023," adds von Boxberg.



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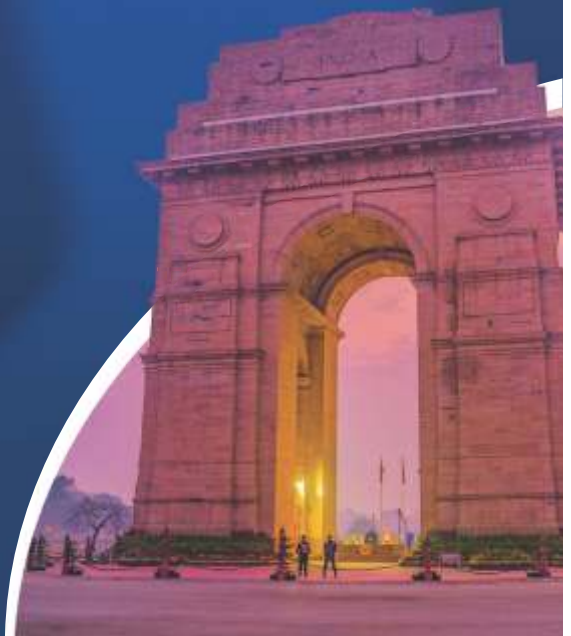


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DANX responds to growing demand with new Polish joint venture

STOCKHOLM, SWEDEN: Time-critical logistics specialist DANX announced it has entered a new joint-venture with Polish logistics specialist, ILS, to create a strong distribution network in Poland in response to growing demand for high-quality time-critical and in-night logistics solutions in Eastern Europe.

Poland is the sixth largest economy in Europe (by GDP). DANX's joint venture in Poland will support the DANX Carousel group in realising its ambition to become the European leader for time critical in-night logistics, dramatically growing its service offering and providing a firm foundation for further expansion across Eastern Europe.

Both ILS and DANX have extensive experience in aftermarket and spare parts logistics, and the companies said their partnership, which shall be operational by spring 2023, brings together each of their strengths.

ILS moves more than 15 million shipments per year and has an extensive distribution and warehousing network across Poland. With three logistics centres and more than 220, 000 sqm of warehouse space, DANX clients will benefit from ILS's high-quality services in additional geographies without the need to seek alternative suppliers.

This includes ILS's comprehensive distribution networks and a dense nationwide network of PUDOs, as well as access to ten terminals – three main terminals and seven local ones. Clients will also benefit from ILS's in-depth knowledge within the Polish market.

Commenting on the announcement, Managing Director at DANX Denmark & Poland, Lars Bo Larsen,



Søren Byder Gønge, founder of DANX and board member of The DANX Carousel Group, left, and Wojciech Aleksandrowicz, President and Managing Director at ILS signing the partnership. Supplied Photo

states: "With the recent growth in the Polish economy, we recognize the importance of responding quickly to changes in the market. ILS is a national logistics powerhouse in Poland, offering not just a huge physical presence but also in-depth knowledge and vast expertise unmatched in this region. With demand for in-night and time-critical logistics at an all-time high, this partnership combines the very best expertise, dynamic solutions, and a strong network, to ensure our clients can be supported in line with this dramatic market growth."

Wojciech Aleksandrowicz, President and Managing Director at ILS, refers to the future cooperation: "The establishment of the joint venture is an opportunity to provide our customers with new services, the demand for which has increased significantly in recent years. In-night delivery will comprehensively strengthen our portfolio of services. We believe that this strategic partnership will provide extraordinary opportunities and growth possibilities for both parties."

The joint venture will be established as a 50/50 ownership and the set-up will have a local front and a central infrastructure where the company infrastructure will be delivered by both DANX and ILS.

Dubai's strategic location and business environment drives China's J&T Express' growth

DUBAI, UAE: J&T Express, a leading multinational logistics company in Asia, says it has successfully expanded its presence in the Middle East using Dubai as a hub with the support and guidance of the Dubai International Chamber.

The Chinese logistics company first entered the Dubai market in 2021 with just five employees. It now has 750 staff, operating a fleet of 500 delivery vans, the UAE state news agency WAM reported.

J&T Express now provides its services across the entire UAE, reflecting the benefits of Dubai's unique business environment and strategic location for companies of all sizes. Dubai International Chamber, through its representative office in Shenzhen, China, served as a gateway to the Middle East for J&T Express, facilitating its expansion and success in the region.

The Dubai International Chamber's efforts promote bilateral trade to and from the emirate and enhance its competitiveness in the global market. J&T Express's



commitment to its UAE operations is reflected in its multiple warehouses, distribution centres, and an ever-growing fleet of vehicles.

Mohammad Ali Rashed Lootah, President and CEO of Dubai Chambers, stated that J&T Express has gained significant benefits by expanding its business into the Middle East through Dubai, a key trading hub.

"J&T Express Middle East is utilising Dubai's world-class infrastructure to enhance e-commerce in the MENA region. With the unwavering support of the Dubai International Chamber, we are linking Chinese markets with MENA, driving logistics innovation, and promoting sustainable development. This expansion demonstrates J&T Express' ability to achieve a leadership position in the regional logistics market," said Sean Xiao, the Chief Executive Officer of J&T Express Middle East.



Ismail Durmaz
Global GSA Group, CEO

Global GSA Group

Bridging the gap between airlines and cargo operations

By R. Chandrakanth

In 2022, airline net losses are expected to be \$6.9 billion (an improvement on the \$9.7 billion loss for 2022 in IATA's June outlook). This is significantly better than losses of \$42 billion and \$137.7 billion that were realized in 2021 and 2020 respectively.

Air cargo revenues played a key role in cutting losses with revenues expected to reach \$201.4 billion. While some of the airlines tweaked their services towards cargo, many of them relied on outsourcing, finding value and growth, now moving towards profits.

Outsourcing is the operative word. A key player in this realm is Global GSA Group which is active in 46 countries, partnering with 62 airlines, across almost all continents.

Founded in 1995 as Global Airline Services in the Netherlands, it has fast expanded in other countries, starting with offices in Belgium, the UK and

In 2006, Global GSA Group was established to manage all subsidiaries and there has been no looking back. Giving a total perspective of the Global GSA Group, is its CEO, Ismail Durmaz to Air Cargo Update. Excerpts of the interview below.

Is Global GSA Group, truly global, in the sense that you are present in all the continents? If not, what are your plans?

Yes, we are definitely global. We have offices everywhere except in Africa and Oceania. But we have developed partnerships with other GSAs that allow us to have an indirect presence in these regions.

Could you tell us how air cargo has evolved in these years and how Global GSA Group has taken initiatives that may have impacted the way business is done?

Over the past three decades, air cargo has evolved significantly due to changes in technology, globalization, e-commerce and currently sustainability awareness.

The use of automation, digitization and real-time tracking has revolutionized the way air cargo is transported, tracked

We currently have 475 employees worldwide. As a group, we have implemented a strategic approach to attract, retain, and develop our staff. We aim to increase the number of employees with certain certifications and skills such as agility and creativity in the solutions we implement, while providing our current staff with ongoing training to keep up with new developments in our field.



and delivered. The growth of international trade and e-commerce has led to increased air cargo volumes, with many products being transported globally. Furthermore, with a growing concern for the environment, the air cargo industry is seeking to reduce its carbon footprint by using more fuel-efficient aircraft and exploring alternative fuels.

Global GSA Group has embraced these evolutions. Regarding technology, we have invested heavily in digitalization and automation, enhancing the efficiency of our operation.

Furthermore, Global GSA Group is putting emphasis on sustainability. Committed to reducing our carbon footprint we have taken multiple steps to achieve this, implemented in accordance with the specific guidelines we have developed.

Moreover, we have kept developing our value-added services, adapting each time to the new realities of the industry. This has enhanced our performance and the overall customer experience.

What is the air cargo market size itself and how do you look at this huge pie?

In 2022, the air cargo market size reached US\$ 287.4 Billion according to IMARC Group's report. The sudden outbreak of the COVID-19 pandemic has led to the growing adoption of air freight services while capacity was limited, resulting in an overall increase of yields. Despite the slow start in 2023, we forecast a steady growth in the following years.

Why do airlines need to outsource cargo operations? Is it because they need to focus more on passenger airlines or they do not have the wherewithal to start cargo operations (in terms of expertise, skilled personnel, costs, etc.)?

In a market that has continued to evolve and become more complex, airlines need partners with solid local market knowledge. Global GSA Group provides that.

In addition, not all carriers have local offices to call upon and even then, when a GSA is assigned to represent a carrier in a specific region, agents are not allowed to book directly with the carrier.

Beyond our local market knowledge, we offer better customer service at a time when many companies are willing to outsource the sale of their capacity to better focus on other issues that the current economic situation brings. The costs of

outsourcing are therefore lower than running your own office and represent a one-time investment as well as other benefits such as not having to deal with all sorts of legal and compliance issues, which are different in every country.

What strengths does Global GSA Group bring to the table that airlines find attractive?

Despite all the developments, this business is still people-oriented. The good results are mainly due to the relationships you have and the quality of the services you provide.

At Global GSA Group, we always make sure that all our airline partners receive dedicated services. Our extreme flexibility, extensive local expertise and highly engaged workforce are truly our strength and drive our success.

There is a mention of 'Code of Conduct' within the group, what is that and how does it work across continents and how does it help the group, per se?

The Code of Conduct is a set of values, principles and rules outlining what our group expects from its employees. With this Code, we aim to create a respectful and safe working environment for our staff, while ensuring that they comply with national and international laws and regulations.

What is your employee strength and what is the road map, say for the next five years? What kind of training takes

place for them to keep them abreast of developments?

We currently have 475 employees worldwide. As a group we have implemented a strategic approach to attract, retain, and develop our staff. We aim to increase the number of employees with certain certifications and skills such as agility and creativity in the solutions we implement, while providing our current staff with ongoing training to keep up with new developments in our field.

To meet these goals, we invest in various training and development programs: on-the-job training where they learn new skills by working alongside experienced colleagues or mentors; online courses but also sending employees to attend workshops, seminars, conferences, fairs, and events.

We are in an era where there is emphasis on sustainability, environment, and governance, tell us how Global GSA Group has factored these in its businesses?

As Global GSA Group, we are aware of the major role our industry plays in these issues. Even though we don't have a direct impact because we don't own assets such as planes, trucks or warehouses, we know that we have a responsibility to act in this area. That's why we have created a new position within our management team, the Chief Sustainable Officer, to address these issues at the highest level.

It is not only about implementing actions that we, as Global GSA Group, will carry out, but also about taking responsibility for advising our partners, such as airlines and freight forwarders, to prioritize these issues.

While passenger airlines have adopted digitization much faster than expected, cargo hasn't? What could be the reasons for the same? Also tell us Global GSA Group's digitization journey?

The supply chain of the passenger operations is shorter and less complicated. Cargo, on the other hand, has many factors and variables to consider. Not only regarding shipments variations, but also with much more key stakeholders involved. It is therefore more complicated to implement a digital solution that works smoothly and satisfies all the stakeholders involved.

We are investing continuously in this area, in particular by taking advantage of the solutions developed by CargoTech. Whether it is for booking, capacity and revenue optimization or pricing decisions, the solutions we use have already proven to be particularly insightful for us and our partners, enabling better performance.

Partnering with CargoTech has taken Global GSA Group to a new level, approaching digitalization no longer as mere necessary tools to implement but as ongoing innovations to take an active part in. Currently, we have started to adapt the available tools to our specific needs. This will surely make a considerable difference for Global GSA Group.

Tell us how Global GSA Group performed during the height of COVID-19 and also post that?

Our agility was the key factor in our success during the Covid crisis. Our local teams were able to act fast, adapt to the new working conditions, monitor market conditions, act with new sales strategies, and ensure the best possible results for our partners.

We have once again proven to them that GSAs are a real added-value to their operations. Even after the Covid, we have managed to perform despite the drop in demand and capacities.

What are the challenges for an air cargo operator such as yours, particularly having so many airlines as partners? Also challenges of operations, regulatory compliances? What needs to be done to improve 'ease of doing business'?

Despite a general drop in demand and capacities, our strategic objective remains the same: preserving the same level of service and expertise for our customers to ensure they best overcome the turbulences.

In these uncertain times, we remain convinced that developing cutting-edge technology solutions will have a direct impact on our efficiency and our ability to provide customers the best services. In that respect, we have chosen to boost our investments in digital transformation, as it will be essential to meet the challenges of the coming year.

What is Global GSA Group's expansion plans, in terms of both organic and inorganic growth?

Our expansion plans for 2023 are focused on the Americas and Southeast Asia. The increase in e-commerce sales and the growth in global demand from APAC countries make these two regions important market drivers with many opportunities. We therefore plan to strengthen our position in these areas through the creation of new companies and the acquisition of existing ones.

Is outsourcing and consolidation the future for air cargo? If yes, what strategic moves is Global GSA Group planning?

Freight GSA companies are still crucial to carriers, and we are seeing an increase in demand from carriers with their own setups abroad shifting to the GSA concept. Carriers managing their own offices abroad, experience significant difficulties, that influence their performance accordingly.



Our expansion plans for 2023 are focused on the Americas and Southeast Asia. The increase in e-commerce sales and the growth in global demand from APAC countries make these two regions important market drivers with many opportunities. We therefore plan to strengthen our position in these areas through the creation of new companies and the acquisition of existing ones.

Furthermore, the operational costs are higher, and the carrier runs a bigger risk and has more liabilities. GSA companies have proven their value over the years, and even more during the pandemic, with their ability to rapidly adapt to new market conditions. As carriers serve more and more destinations, the outsourcing option is much more effective and efficient. Global GSA is committed to gaining new market share and has ensured that it is fully equipped to do so, both in terms of technology and human resources.

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Team Amazon at the launch

Amazon

lifts off to India to speed up



Amazon is the first global e-commerce company to launch a dedicated air cargo network in India with the country's e-commerce industry expected to reach \$99 billion by 2024.

By R. Chandrakanth

Amazon India made a major business leap in the country this year with the launch of a dedicated air cargo network that will support more than 1.1 million Indian sellers speed up the process of delivering orders and shipments to customers.

Amazon India says the launch of Amazon Air on January 23, 2023 will further enhance its transportation network and enable faster deliveries to customers. The company will utilize the complete cargo capacity of two Boeing 737-800 freighters that will be operated by Quikjet Cargo Airlines Private Limited.

The American retail behemoth has been growing hugely in India, though presently its contribution to overall sales is marginal. Tech investor Gene Munster forecasts that India will contribute between 15 and 20 percent to Amazon's growth by 2025. Accordingly, Amazon announced investments of at least \$6 billion in India, including a \$1 billion pledge to help small businesses.

To address the growing market and improve its delivery schedules, which many consider to be exceptional, Amazon India launched Amazon Air in Hyderabad. The Minister for Municipal Administration & Urban Development, Industries & Commerce, and Information Technology of Telangana, K.T. Rama Rao was present at the induction ceremony of Quikjet's new Amazon-branded aircraft along with Amazon's senior leadership, Akhil Saxena – Vice President, Customer Fulfilment (APAC, MENA & LATAM) & WW Customer Service, and Sarah Rhoads, Vice President, Amazon Global Air.

Air delivery



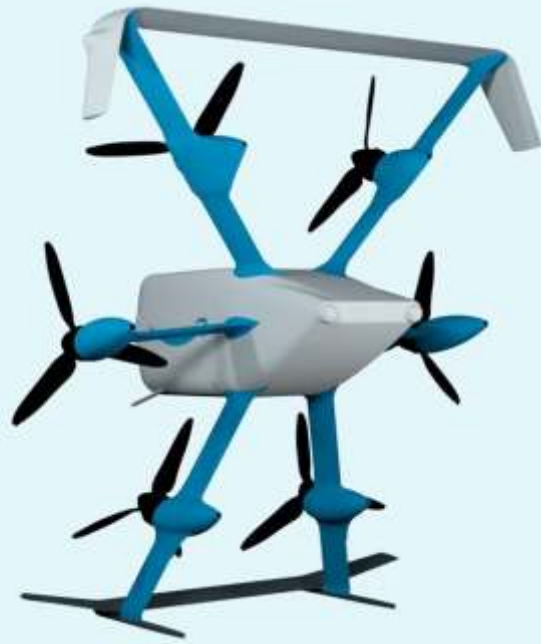
The American retail behemoth has been growing hugely in India, though presently its contribution to overall sales is marginal. Tech investor Gene Munster forecasts that India will contribute between 15 and 20 percent to Amazon's growth by 2025. Accordingly, Amazon announced investments of at least \$6 billion in India, including a \$1 billion pledge to help small businesses.

First e-commerce company to offer dedicated air cargo network

Amazon is the first e-commerce company in India to partner with a third-party air carrier to provide a dedicated air cargo network, reaffirming its long-term commitment to strengthen its transportation infrastructure in India. Quikjet will use the aircraft to transport Amazon customer shipments to cities such as Hyderabad, Bangalore, Delhi, and Mumbai.

"Telangana offers a conducive environment for the development of multi-modal connectivity and I take great pride in the fact that Hyderabad has emerged as a major hub for e-commerce distribution and supply chain activities. We have been working towards strengthening the state's air cargo infrastructure, and we welcome the launch of Amazon Air which will further assist in making Hyderabad a cargo hub for the country and will create additional employment opportunities in the state. My heartiest congratulations to the Amazon team on this milestone, and for taking a step forward to develop a strong and resilient infrastructure which is crucial for the country's economic growth," said Kalvakuntla Taraka Rama Rao, Minister for Municipal Administration & Urban Development, Industries & Commerce, and Information Technology of Telangana.

"Amazon Air comes to India at an important time. Over the last few years, we have taken many positive steps to build our fulfilment, transportation and logistics infrastructure in the country. Our investment in Amazon Air will only further improve the delivery experience for our customers in India. Moreover, the launch will support over 1.1 million sellers in India, enabling



growth for ancillary businesses such as transportation and aviation. This marks a very important step for our sellers and our customers, as well as a huge step forward for the aviation industry. We are celebrating a significant milestone in our global mission to transform the future of logistics," said Akhil Saxena, Vice President – Customer Fulfilment (APAC, MENA & LATAM) & WW Customer Service, Amazon.

"We're thrilled to launch Amazon Air in India to ensure we can provide our growing customer base with great selection, low prices, and faster deliveries," said Sarah Rhoads, Vice President, Amazon Global Air.

Amazon delivers up to 97% of pin codes in India

Amazon states that it can support up to 1.1 million sellers across the country, having over 43 million cubic feet of storage space for seller inventory in India with 2.3 million square feet of processing area.

Amazon is currently capable of delivering a product to 97 percent of pin codes in India within 2 days of placing an order. Nearly 85 percent of the orders of Amazon India are delivered by Amazon delivery arm which has potential to scale fast. Adding to that thinking is the aircraft and deliveries by drone in the near future.

Amazon will still use the belly hold of passenger airlines besides deploying two freighters in four metro cities – Delhi, Mumbai, Hyderabad and Bengaluru. Saxena commented, "If earlier, I could take goods for air shipments, say by 7 pm, now I can extend it to 10 pm with a dedicated aircraft which will help in delivering goods from other FCs to you faster."

e-commerce sector forecast to grow at CAGR 27%

The Indians e-commerce sector is forecast to grow at a CAGR of 27% over 2019-24 and is expected to reach \$99 billion by 2024, according to a report released by EY-IVCA Trend Book 2021. Grocery and fashion/apparel are said to be the key drivers of this growth. "The online retail market in India is estimated to be 25% of the total organized retail market and is expected to reach 37% by 2030-27."

A report by Recogn revealed that India would have 228 million online consumers by the end of 2022, a 45% jump though the latest figures have not been updated. India's digital drive has added to this momentum.

To sustain this growth, the e-commerce giant is scaling up through various services, focusing on improving logistics which is critical to business growth. It is here Amazon has partnered with Quikjet, a Bengaluru-based airline which started in 2007.



Indian e-commerce sector forecast to grow at CAGR 27%

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Quikjet provides specialised service offerings for the air cargo market as a neutral aggregator and aircraft operator. Quikjet has been a specialist airline with freighter capacity to address specific customer needs including time definite overnight deliveries for Express shipments besides Special Cargo. This strength, Amazon is trying to leverage.

Amazon Air in US covers over 70 destinations worldwide

Amazon is taking its US success to India which is a huge market. In the US, the service was launched in 2016, operating an air cargo network that has grown to include over 110 aircraft and more than 70 destinations worldwide.

Since the launch of Amazon Air, Amazon has invested hundreds of millions of dollars in air logistics capabilities and generated thousands of new jobs around the world. It continues to expand globally to meet the needs of its growing customer base, while also investing in employment and environmentally-conscious solutions to power its network.

Amazon which is guided by four principles: customer obsession rather than competitor focus; passion for invention; commitment to operational excellence; and long-term thinking, is doing pretty well in the Indian scenario, though competition is heating up with many Indian top players, including Flipkart backed by Walmart, in the game.

Prime Air drones for delivery

Amazon recently unveiled the design of its new Prime Air delivery drone, which will handle high temperatures and light rain. The new 'MK30' drone will enter into service in 2024 and is expected to be 25 per cent quieter than

current ones. "The purpose and objectives of the new drone are the same as its predecessor's designs: transport packages weighing up to five pounds while flying hundreds of feet in the air," the company has said.

"We have created a sophisticated and industry-leading sense-and-avoid system that will allow our drones to operate at greater distances while safely and reliably avoiding other aircraft, people, pets, and obstacles," said Amazon.

"We're now introducing our next generation delivery drone: the MK30. Due to come into service in 2024, this drone will be lighter and smaller than the MK27-2, the drone that will be making deliveries in Lockeford and College Station. The MK30's increased range, expanded temperature tolerance, safety-critical features, and new capability to fly in light rain will enable customers to choose drone delivery more often."

Amazon, as also other players, are not just keen on improving deliveries to customers, but also reaching underserved and unserved areas. The network Amazon is creating is amazing, to say the least, adding to customer experience. Customer delight is the mantra that e-commerce giants are focussed on, good tidings for the consumers at large.



Humanitarian airbridge continues for earthquake- ravaged Türkiye and Syria

Passenger airlines and air cargo carriers offer help in the wake of the tragic situation that rendered nearly 2 million people homeless in Türkiye and more than 5 million in war-torn Syria

Turkish Airlines continues to lift vital relief aid and offers free tickets to displaced Turkish citizens seeking relocation elsewhere in the country

By Gemma Q. Casas

The devastating February 6 earthquake that rattled Türkiye and neighboring Syria has left more than 50,000 people dead and millions of survivors homeless with uncertain future as the scale of the disaster is still unfolding.

The destruction that the 7.8 magnitude quake caused and succeeding tremors was so massive it would take years to rebuild the affected cities, according to experts. The United Nations is appealing for more than \$1 billion to help more than 5 million survivors in Turkey for the next three months as the Turkish government innovates for solutions to help the victims.

In war-torn Syria, survivors are left in extremely cold temperatures without drinking water, electricity, or fuel for heating, and are exposed to the danger of crumbling buildings as they try to seek shelter, warned the UN Economic and Social Commission for Western Asia.

The World Health Organization (WHO) reported it has transported close to 100 tons of supplies across the border from Türkiye since the disaster yet more are still needed to help all the survivors.

Turkish Airlines and subsidiaries reach out

Turkish Airlines continues its efforts to mend the wounds of those affected with the coordination of AFAD (Ministry of Interior Disaster and Emergency Management Presidency) following the devastating earthquake centered in Kahramanmaraş and affecting surrounding

cities of Kilis, Diyarbakır, Adana, Osmaniye, Gaziantep, Malatya, Şanlıurfa, Adıyaman and Hatay.

Coordinating with AFAD and the Turkish Red Crescent, Türkiye's flag carrier ensured all search and rescue teams along with aid materials were delivered to affected areas as soon as possible by conducting aid flights and evacuating those affected with evacuation flights without any charges during the crisis.

Turkish Airlines says it carried 238,112 search and rescue personnel with its 1324 aid flights while evacuating its 230,980 citizens from the earthquake area with 1302 evacuation flights.

The airline carried 15,648 tons of aid material free of charge to affected areas, mostly consisting of food, medicine, clothing, generators, hygiene kits, tents and so on, with 156 cargo flights. (6198 tons of the cargo were carried with flights conducted from 77 countries while the remaining 9450 tons were from Türkiye)

Turkish Airlines' 249 personnel were volunteers in the area, assisting search and rescue operations and delivering humanitarian aid. Members of Airport Rescue and Fire Fighting (ARFF) team of Turkish Airlines Flight Academy in Aydın also took place in the rescue operations in İskenderun.

"As the national flag carrier, we are working with all officials, including AFAD, to mend the wounds caused by the earthquake as the 75,000 strong Turkish Airlines family. Within that framework, we will be building a Turkish Airlines neighborhood in the region with 1,000 homes for those affected by the earthquake. We will also employ 1000 thousand personnel from 1,000 families affected by the earthquake in the Turkish Airlines and its subsidiaries," said Turkish Airlines Chairman of the Board and the Executive Committee, Prof. Dr. Ahmet Bolat.

"During these times where we come together as one in the face of natural disaster, Turkish Airlines also donated 2 billion TL while I personally donated my salary of March 2023 for immediate aid efforts. We also wish to extend our gratitude to our friends from abroad for their overwhelming support and aid in response to the crisis along with our missions, embassies, and consulates for their coordination in order to deliver aid material from other countries to the affected region with our cargo flights. Our flag carrier will continue to be with our citizens in the future just like it has been with all of its capabilities," he added.

Turkish Technic and other subsidiaries of the airline also help in the search and rescue efforts during the disaster. Groups with first aid and immediate



treatment experience went to earthquake areas to participate in the search and rescue efforts. Separate groups with psychologists offered psychosocial support for survivors. Organizing an aid campaign to transfer to AFAD, Turkish Technic collected approximately 2.3 million TL in the first 5 hours after the earthquake.

Waiving the vaccination card requirement within this process, Turkish Airlines also carried the pets of the citizens from earthquake afflicted areas without any charge. Flag carrier also sent carrying cases to its stations so that pets can be easily boarded on the aircraft.

The airline also offers free ticketing to Turkish citizens since February 7. It also accepts those without reservations depending on availability of aircraft. Refunds are also extended to those who need it.

IATA members on a mission

The International Air Transport Association (IATA), which represents more than 290 airlines worldwide, expressed its deep condolences to the people of Türkiye and Syria who have been affected by the devastating earthquake in the region.

IATA highlighted the important contributions from the aviation industry to the relief effort both with the immediate search-and-rescue efforts and for long-term humanitarian aid.

"This tragedy has deeply moved us and the world. On behalf of IATA member airlines, we express our deep sorrow to the people of Türkiye and Syria. Our thoughts are with all those who are impacted by this horrific event. We salute the heroic efforts of the rescue workers who have saved many people and continue to search for and look after survivors. Aviation is playing a major role in supporting these efforts and in delivering the humanitarian aid that will be critical in sustaining people through the recovery," said Willie Walsh, IATA's Director General.

In addition to the tremendous endeavors being undertaken by IATA members in the affected regions—namely Corendon Airlines, Freebird Airlines, MNG Airlines, Pegasus Airlines, SunExpress, SyrianAir and Turkish Airlines—airlines globally are making individual efforts to transport equipment, aid, and specialist personnel to the affected areas.



WIR HELFEN GEMEINSAM

Spenden für Erdbebenopfer – sei auch dabei.

Some of the airlines involved include:

- Aegean Airlines
- Azerbaijan Airlines
- El Al
- Emirates
- Euroatlantic Airways
- FedEx
- FlyBaghdad
- KamAir
- Lufthansa Cargo
- Middle East Airlines – Air Liban
- Mongolian Airlines
- Pakistan International Airlines
- Qatar Airways Cargo
- Saudia Cargo
- Smartwings Group
- Wamos Air

IATA also noted how Airlink provides a good example of how the aviation sector is responding to the crisis. A non-profit organization specialized in crisis response and logistics, Airlink coordinates donated airline resources and NGO needs in times of crisis.

Working with a growing list of some 19 airlines, Airlink is supporting the work of nearly 50 NGOs active in the crisis and already has a pipeline nearing 450,000 kg of humanitarian cargo that it is aiming to transport to the affected areas.

Lufthansa Cargo and other airlines team up

Since the start of the airlift initiative, the aid consortium of SunExpress, Lufthansa Cargo,

DPD, FIEGE, time:matters as well as Customs Broker GmbH, initiated by SunExpress, the joint venture of Lufthansa and Turkish Airlines, has already transported more than 3,000 parcels, which private donors dropped off at DPD and which were then sorted and prepared for onward transport at the FIEGE logistics centers, on eight cargo flights to Turkey.

This corresponds to a total tonnage of around 450 tons of billable weight. The companies involved in the initiative plan to maintain the airlift over the next few weeks while the need for aid on the ground is still so immense, and have set a target of flying around 1,000 tons of relief supplies to the earthquake region in Turkey.

SunExpress and Lufthansa Cargo have already been operating regular cargo flights from Frankfurt to Antalya in Turkey since February 10, 2023, loaded exclusively with relief supplies.

SunExpress flies from Frankfurt to Antalya on Mondays and Tuesdays with a Boeing 737-800 converted into a cargo aircraft. Lufthansa Cargo has been operating the flights from Frankfurt to Antalya on Fridays since the initiative was launched, offering a total cargo capacity of 103 tons on board the B777 freighters.

Following a first fully loaded Boeing 777 freighter on February 10, Lufthansa Cargo has also been able to operate two more relief cargo flights despite the ver.di strike on February 17. A fourth freighter flight took off for Antalya last Friday, February 24.

Since Monday, February 20, 2023, private individuals have also had the opportunity to help those affected by the earthquake in Turkey quickly and easily on site via the "We help together" initiative: Parcels up to a maximum of 20kg with urgently needed relief supplies can be handed in at the 7,700 DPD Parcel Shops. For this, a parcel label must be printed out in advance, which is free of charge for donation parcels.

The initiative works closely with the aid organization AFAD in Turkey, which provides information about which relief supplies are currently urgently needed. An overview of the relief supplies currently needed is published on the initiative's website at www.wir-helfen-gemeinsam.de.

Lufthansa Cargo said companies can also make an important contribution and support the airlift as sponsors or with donations in kind. For example, SAP and Lufthansa Airlines as well as Cosnova have already sponsored freighter rotations of Lufthansa Cargo. Companies such as Rossmann, dm as well as Hanseatic help!, an aid organization that cooperates with Lufthansa Technik, have donated urgently needed relief supplies on a large scale and thus actively supported the initiative.

"The airlift set up impressively shows how a great deal can be moved in a very short time with commitment and heart - both in cooperation with partners and within the Lufthansa Group. The images from the earthquake areas have deeply shaken us all and it is a great concern for us to use the resources we have in the best possible way to help the affected people on the ground. My thanks go to all those involved for their extraordinary commitment to ensure that the numerous donations reach where they are urgently needed as quickly as possible," said Jens Ritter, CEO Lufthansa Airlines.

"After more than a week of airlift, the willingness of the people in Germany to help is still

unbroken. In fact, for our first flight on February 20, we already received significantly more relief supplies than we could pack into our 737-800 - despite cabin loading on the seats," said SunExpress CEO Max Kownatzki. "We continue to receive aid packages and for me one thing is certain: The airlift will continue as long as there is still a need for aid in the affected areas and the willingness of the population to donate remains so great."

Chapman Freeborn delivers lifesaving aid to Türkiye and Syria

The London-based global air charter specialist and part of Avia Solutions Group, Chapman Freeborn, says it has chartered numerous flights from across the world to deliver humanitarian aid to Türkiye and Syria.

Chapman Freeborn's humanitarian team has worked around the clock to source and secure aircraft in what has become a volatile market with ever-dwindling capacities. They have overcome these challenges and successfully chartered aid flights to the affected regions from the USA, UAE, Germany, Spain, Belgium, India, Saudi Arabia, Denmark, Singapore and the Philippines.

"The tragic situation in Turkey and Syria is heart-breaking," said Neil Dursley, Group Chief Commercial Officer (CCO), Chapman Freeborn. "The Chapman Freeborn Emergency Response Team was activated immediately upon learning of the initial huge earthquake; I was travelling in Dubai at the time and met with Giuseppe Saba, CEO of International Humanitarian City, to discuss the situation and how we could assist.

"Chapman Freeborn is pleased to support many governments and humanitarian organisations (NGOs), and I'm proud to say that we have the most caring and supportive team in the industry who go above and beyond, 24 hours a day, every day of the week, to ensure emergency aid reaches the populations of these seriously impacted countries."

Many years of civil war has rendered delivering cargo to Syria very challenging, however, Chapman Freeborn's expert team has navigated embargoes and closed borders to ensure the aid reaches the people who need it most, also coordinating its onward passage.

The team has utilised their expertise and experience to gain the necessary land permits, flyover rights, and approvals from the Syrian Civilian Aviation Authority and the Syrian Ministry of Foreign Affairs, resulting in thousands of tonnes of aid reaching the population.

"The worldwide compassion expressed following this disaster just underlines all that is good amongst the human race," said David Tasker, Group Director – Government & Humanitarian, Chapman Freeborn.

Chapman Freeborn has been an integral part of the humanitarian efforts for every major global crisis over the past 50 years, providing solutions for airlifts, airdropping, search and rescue flights, evacuations



The female Golden Retrievers in the team from Urban Search and Rescue Thailand have become social media stars in Thailand because many Thais were unaware of the vital role sniffer dogs play in search and rescue missions in Türkiye. Photos of seven-year-old Sierra and six-year-old Sahara have been shared widely on social media, along with an outpouring of concern for those affected by the catastrophe.

and repatriations.

TIACA praises industry's rapid response

Meanwhile, The International Air Cargo Association (TIACA) praised the air cargo industry's immediate and collaborative responses to the situation—from the establishment of humanitarian air bridges to making staff and capacity available to international agencies and NGOs.

Delivering vital medical supplies, blankets, food and other lifesaving equipment is critical in effectively dealing with the aftermath of the earthquake and over 100 subsequent aftershocks, TIACA noted. The impacted area extends to a diameter of over 500 kilometers with infrastructure such as roads and airports affected. With nighttime temperatures dropping to freezing levels the speed of aid delivered is crucial to support the communities dealing with such horrific loss of life, with tens of thousands dead or injured.

"Air cargo demonstrated once again it is on the front line of humanitarian response and TIACA wishes to acknowledge the great supporting efforts of the US Department of the Treasury's Office of Foreign Assets Control (OFAC) which issued Syria General License (GL) 23, which authorizes for 180 days all transactions related to earthquake relief that would be otherwise prohibited by the Syrian Sanctions Regulations (SySR). The blanket General License authorizes earthquake relief efforts so that those providing assistance can focus on what's needed most: saving lives and rebuilding," TIACA said in a statement.

TIACA said this will facilitate aid to flow much quicker to the affected area. With this obstacle removed, TIACA now calls upon the insurance markets to relax some of the stringent procedures and financial penalties in place when flying to Syria as a sanctioned state considered as a war zone.

Flights need to get as close as possible to where the aid is needed, therefore, flying to Damascus or Aleppo is vital to support Syrian relief efforts but with current Hull war risk premiums in place the financial impact is often too much for humanitarian agencies to bare, the group added.



Breakbulk Middle East 2023

highlights importance of sustainability in the industry

Experts put the market value of the global shipping industry at USD 165.12 billion in 2021 but is expected to reach USD 191.25 billion by 2028, at a CAGR of 1.61% over the forecast period (2022–2028). This despite issues with overcapacity, sluggish demand and rising costs due to the ongoing war in Ukraine, unprecedented global inflation, among other things.

DUBAI, UNITED ARAB EMIRATES: The international shipping industry is an integral part of facilitating global trade and its importance will likely get stronger as demand for cheaper transportation in shipping goods worldwide increase amid economic recovery efforts following the pandemic.

Experts put the market value of the global shipping industry at USD 165.12 billion in 2021 but is expected to reach USD 191.25 billion by 2028, at a CAGR of 1.61% over the forecast period (2022–2028). This despite issues with overcapacity, sluggish demand and rising costs due to the ongoing war in Ukraine, unprecedented global inflation, among other things.

Along with these challenges also comes the issue of sustainability. According to World Bank, the shipping industry is also a significant source of greenhouse gas emissions (GHG), accounting for about 3 percent of global GHG emissions annually and “these emissions continue to grow and are far from being aligned with the Paris Agreement’s temperature goal of limiting global warming to 1.5 degrees Celsius.”

At the recently concluded Breakbulk Middle East 2023 held 13-14 February at the Dubai World Trade Center, strategies in tackling sustainability in the industry was discussed.

“It is vital that we promote discussions about sustainability in the MENA region and the world as a whole, and Breakbulk Middle East 2023 successfully provided the

perfect platform to have that conversation. The UAE has always been at the forefront of achieving net-zero emissions, and has proven it through several initiatives and decarbonization strategies," said Eng. Hessa Al Malek, Advisor to the Minister for Maritime Transport Affairs, UAE Ministry of Energy and Infrastructure, during the event.

"The nation is committed to spreading awareness about the most pressing global concern of our time, climate change, when it hosts COP28 this year. In this regard, we welcome and support Breakbulk Middle East 2023's eagerness to promote sustainable practices in the maritime industry through valuable discussions, and exhibitors specializing in this field," he added.

Well-attended gathering

The 2023 edition of the region's leading breakbulk and project cargo event witnessed a 94 percent increase in attendees compared to last year. The 6,496 visitors included project owners and industry professionals from across the MENA region dealing with freight forwarding, logistics solutions, EPCs, ports, terminals, and heavy-lift carriers.

Breakbulk Middle East 2023 provided a perfect platform to the project cargo and breakbulk sector in the region to network, learn, and explore new business opportunities. It also provided industry players access to the latest solutions, technologies, and services in the sector, as well as insights into market trends, and best practices. The event featured an extensive conference program, with experts, industry leaders, and stakeholders talking about the promising future of the sector in the region, and opportunities to expand into new markets.

One of the highlights of day two was the Women in Breakbulk Networking Breakfast sponsored by Bureau Veritas. This session provided a unique opportunity for females in the industry to meet face to face, discuss the



From right, James Leach, Group Marketing Director & Andrew Summers, Regional Director, Air Charter Service

opportunities they could capitalize on, and their role in driving the sector's progress.

Sharing her thoughts on the success of the session, Leslie Meredith, Marketing Director of Breakbulk Events & Media said: "Despite the significant contributions women have made to the progress of the sector, they represent only 2 percent of its workforce. This has been a major concern for all of us, and we have tried to address it with the help of our Women in Breakbulk Networking Breakfast. It was great to see so many female industry professionals come together during the session to support each other and discuss the challenges and opportunities in the industry. We believe that segments such as these are crucial to driving gender equality in the industry, and we will continue to play our part in ensuring its success."

The Education Day at Breakbulk Middle East 2023 was a grand success, as industry experts and thought leaders gathered to inspire the next generation of professionals to build successful careers in the sector and drive its progress.

The day began with opening remarks from Captain Mohamed Al Ali, Senior Vice President, Offshore Logistics, ADNOC Logistics and Services, who highlighted the importance of educating young minds about the lucrative career opportunities that lie in the industry.

Several industry leaders present at the event shared their insights and experiences with attendees, helping them understand the challenges and rewards of working in the maritime sector. Additionally, the Education Day also incorporated the "Student Success Stories" session, which provided young working professionals a platform to speak regarding their experiences in order to inform students about the opportunities that await them, and the success they could achieve.

Stressing on the event's success and its record-breaking attendance, Ben Blamire, Event Director, Breakbulk Middle East, said, "We are thrilled with the turnout and the engagement we saw from attendees this year. The fact that we exceeded our own expectations in terms of footfall validates that there is a real appetite for knowledge-sharing and networking in the region's breakbulk and project cargo sector, and BBME is playing a massive role in catering to it. The event once again brought the industry together under one roof to discuss future possibilities, strike valuable deals, and take the sector to greater heights. With a 94 percent rebook of exhibition space, we will add a third hall for 2024 to accommodate current exhibitors who have requested a larger stand, as well as making room for new companies looking to leverage the Breakbulk Middle East platform for new business opportunities." The conference and exhibition announced its return in 2024, promising to bring with it another year of valuable discussions, networking, and collaboration.



FAMCO unveils first Eicher Truck range in the UAE

With enhanced features, the Eicher light trucks range offers great performance, fuel-efficiency and superior uptime, perfect for short and medium distances.



Al-Futtaim Auto and Machinery Company (FAMCO), part of Al-Futtaim Automotive and one of the leading dealers of heavy vehicles, commercial vehicles and machinery in the Middle East, officially launched the all-new Eicher Pro 2000 series of Light Duty Trucks, which combines the expertise of India's Eicher Motors and Sweden's Volvo Group.

Powering the logistics and intra-city distribution sector of the UAE, the successful launch, held on 22 February 2023, reinforces the partnership between FAMCO and VEC Commercial Vehicles (VECV), A Volvo Group and Eicher Motors Joint Venture established in July 2008 aimed at modernizing commercial transportation in India.

Eicher Pro2000 series, with a host of next-gen features aimed at

significantly improving profitability for owners through best-in-class fuel efficiency and superior uptime. This new range of highly reliable trucks comes equipped with Smart features that help improve operating efficiency as well as enhance driver safety and comfort.

This new range of trucks has been thoroughly tested to deliver best in class performance for customers in the UAE. The modern Eicher Pro2000 series delivers a power of up to 150HP and is designed to meet application-specific customer needs with variants of Eicher Pro2055XP, Pro2065XP, Pro2075XP, Pro2080XP, Pro2095XP and Pro2080XPT.

Speaking on the occasion, Mr. Vinod Aggarwal, MD & CEO, VECV, said. "In line with our vision of driving modernization in the CV industry, we are delighted to launch our new range of Eicher Pro2000 trucks. These trucks have been designed to deliver superior value proposition to customers in the region with host of smart technologies that enhance operating efficiency and focus on driver comfort and safety."

The Managing Director of FAMCO, Ramez Hamdan, further added, "As one of the industry's leading names, FAMCO retains its forefront status by launching this first-ever range from Eicher in the UAE and the region. A perfect fit for the UAE market with a focus on minimising emissions and maximising performance. As the industry becomes more geared towards smarter technologies that enable better productivity, cost-efficiency, and payloads, the all-new Eicher trucks is perfectly positioned to cater to the diverse needs of our corporate and government customers."

The modern Eicher Pro2000 series delivers a power of up to 150HP and is designed to meet application-specific customer needs with variants of Eicher Pro2055XP, Pro2065XP, Pro2075XP, Pro2080XP, Pro2095XP and Pro2080XPT.





Partner for growth in the region

With this introduction of Pro 2000 series, Eicher as a brand intends to play a role in the region's development and would take care of the logistics and transportation needs of the market. This would further enhance the growing contribution of India and is in line with the ongoing effort of strengthening business relationships with the UAE.

“With the introduction of Smart Performer Eicher Pro2000 series of trucks, the focus is on enhancing operating efficiency and driver productivity for both inter-city and intra-city distribution. These trucks are equipped with Smart features such as fuel coaching, MBooster+ and cruise control for enhancing fuel efficiency, and features like steering mounted controls, intelligent driver information system (IDIS) and touch-screen infotainment that enhance driver productivity. These comfortable, safe, and dependable trucks offer superior uptime with longer service intervals thus further increasing profitability for our customers,” said S.S. Gill, Executive Vice President, International Business, VECV.



Building on successful years of partnership, Eicher is a brand that FAMCO has represented in the UAE for almost a decade now. In addition to supplying the range, FAMCO says it will also continue to offer the aftersales services and value-added benefits across the leading mobility dealer's widespread network.

Established in the UAE in 1978, FAMCO serves a diverse range of industries and commercial businesses across the transportation, construction, oil and gas, manufacturing, warehousing, and marine sectors. Today, the company is a renowned name and a key player in the industrial mobility sector within the region.

FAMCO's portfolio includes trucks and buses, construction equipment, storage and handling, power and industrial, marine solutions, rental and used equipment and financial services. The company is the sole UAE distributor for Volvo trucks, buses and construction equipment; and, the exclusive distributor for internationally renowned industry heavyweights, Yanmar, Doosan, Himonisa, AGG, SDLG, Ingersoll Rand and Linde.

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Boeing to deliver up to 290 jets to Air India to support its strategy for sustainable growth

Dubai, UAE: Boeing [NYSE: BA] and Air India announced the carrier has selected Boeing's family of fuel-efficient airplanes to expand its future fleet with plans to invest in 190 737 MAX, 20 787 Dreamliner and 10 777X airplanes.

The agreement between Boeing and Air India includes options for 50 additional 737 MAXs and 20 787-9s. When finalized, this will be the largest Boeing order in South Asia and a historic milestone in the aerospace company's nearly 90-year partnership with the carrier. The order will post to Boeing's Orders and Deliveries website when final.

Air India, the flag carrier of India, formerly owned and operated by its government was fully acquired by Tata Sons via its subsidiary, Talace Private Limited, on 27 January 2022.

Along with a comprehensive set of aviation services, Air India is advancing its fleet strategy to sustainably address South Asia's rapidly growing market for domestic and international air travel.

"This acquisition of nearly 300, highly advanced Boeing jets is a core element of Vihaan.AI, the comprehensive transformation and growth strategy we are pursuing at Air India," said Campbell Wilson, CEO and MD, Air India. "These new airplanes will enable us to dramatically expand our network, both domestically and internationally, and will come with a completely new, world-class onboard product enabling passengers to travel in the highest levels of comfort and safety. With this order, we are delighted to take our long relationship with Boeing to a new level."



"Air India's selection of Boeing's family of passenger jets shows their confidence in our products and services in the world's fastest growing aviation market, and their decision will support engineering and manufacturing jobs at Boeing factories in Washington state, South Carolina and across our supply base," said Stan Deal, president and CEO of Boeing Commercial Airplanes.

Air India has also contracted with Boeing Global Services for lifecycle support services, including digital solutions, spare parts and landing gear exchange programs, pilot and maintenance technician training, aircraft modifications and other services.

The 737 MAX will provide flexibility across Air India's domestic and international network while reducing fuel use and emissions by 20% compared to the airplanes it replaces.

Air India has benefited from the efficiency and flexibility of the 787 Dreamliner family with an existing fleet of 27 787-8s. The larger 787-9 will provide increased capacity, greater range and 25% better fuel efficiency compared to earlier generation jets.

Cathay Pacific carried over 1 million passengers in January, up by 4,077%

HONG KONG: As months of social unrest in Hong Kong eased up, Cathay Pacific reported it carried more than 1 million passengers in January, up by 4,077 percent compared to January 2022.

The airline said this is a positive sign as it continues to rebuild and restore connectivity at the Hong Kong international aviation hub. Passengers from South Asia, the Middle East and Africa contributed much to increased traffic in Hong Kong, it said. For cargo, the airline saw an increase of over 28% to 95,139 tons carried in January 2023.

"The new year got off to a positive start in January as Cathay Pacific carried more than one million passengers for the first time since the start of the

pandemic. We carried on average more than 33,000 passengers per day, up from about 26,000 per day in December 2022, and operated 18% more capacity than we did in December. We also continued to add more destinations in January, with our Phuket and Xi'an flights resuming," said Cathay Pacific Chief Customer and Commercial Officer Lavinia Lau. With quarantine-free travel between Hong Kong and the Chinese mainland resuming, passenger traffic between the areas is also expected to pick-up.

"Leisure travel demand over the Lunar New Year holiday was also strong, particularly from Hong Kong, with Japan, Bangkok and Singapore being the most popular destinations. Unfortunately, despite demand being high for Japan, we had to cancel some of our flights due to restrictions imposed by the Japanese authorities on the number of flights airlines are permitted to operate from Hong Kong," said Lau.

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ForsaTEK: Emirates Group's Innovation Platform for the Future of Aviation and Travel

Dubai, UAE: The Emirates Group is taking the lead in aviation innovation with the launch of ForsaTEK, an annual event and platform that aims to bring together start-up programs, tech partners, and industry leaders to create new opportunities. His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman and CEO of Emirates Airline and Group, opened the event by emphasizing that innovation has always been a part of the Emirates Group's DNA. ForsaTEK, held over two days on March 9th and 10th at the Emirates Group Headquarters, focuses on aviation, travel, and tourism with the aim of showcasing technological initiatives and their applications in the industry while fostering collaboration, incubator communities, and thought-provoking ideas.

The Emirates Group collaborated with several partners, including Accenture, Airbus, Amadeus, Collins Aerospace, Dubai's Department of Economy and Tourism, GE Aerospace, Microsoft, and Thales, to provide exciting showcases and demonstrations. These included the Emirates Group's first robotic check-in experience, Microsoft's AI technology, GE Aerospace's digital solutions focused on efficiency and safety, and Thales' eSIM technology. Additionally, the Dubai Future Foundation shared their ambitions for the city, and Maha Gaber, founder of Digital and Savvy, provided insights on how to build a personal brand.

The Start-up Souk was another highlight of the event, where more than 20 start-ups from Intelak and Aviation X Lab showcased their innovative ideas and pitched their vision for the future of travel to VIPs, investors, and members of the tech industry. The program is designed to identify and support start-ups in the aviation, tourism, and travel industries by providing mentorship, resources, and funding opportunities to help them succeed and grow. Adel Al Redha, Emirates' Chief Operating Officer, shared insights on aviation innovation and new technologies during a fireside chat. The event also hosted engaging panel discussions on various topics, including Women in Travel and Tech and AI ChatGPT, which was particularly relevant after International Women's Day. The Emirates Group is creating a robust incubator ecosystem with like-minded partners and some of the brightest minds spanning industries, highlighting their commitment to shaping the future of aviation and travel.

Alaska Air Group posts record annual revenue of \$9.6 billion, up 10% versus 2019

SEATTLE, WASHINGTON: Alaska Air Group Inc. (NYSE: ALK) says it had \$2.5 billion in operating revenue for the fourth quarter, resulting in \$9.6 billion in operating revenue for the full year 2022, the highest annual total in the company history.

"2022 was a year of significant recovery and accomplishment for Alaska Airlines," said Alaska Airlines CEO Ben Minicucci.

"Despite many challenges during the year, we ran one of the best operations, signed five new labor deals, and executed the majority of our single fleet transition. The results we posted today signal how well our teams are navigating this recovery. I want to thank our employees for their commitment to our success, and for the work they do every day to take great care of our guests. I am confident that we are well positioned to grow, compete and out-perform in



2023," he noted.

With business doing good following the difficult years during the pandemic, Alaska Air Group said it made \$257 million of incentive pay in 2022 earned by employees for meeting or exceeding profitability, safety and emissions targets. The payout is the richest in the 20-year history of the plan, representing nearly six weeks of pay for most employees.

Additionally, it received nearly \$1.5 billion in annual cash remuneration under the renewed co-brand credit card arrangement with Bank of America, the highest level in the program's history.

From fast food to jet fuel – how cooking oil is helping power Heathrow's green revolution



LONDON: Greener, cleaner jet fuel has become a hot commodity at Heathrow as the airport embarks on the second year of its Sustainable Aviation Fuel incentive scheme.

In 2022 Heathrow launched a world first – an airport SAF incentive programme which aimed to cover up to 50% of the extra cost, making the fuel more affordable for airlines to use. With last year's scheme oversubscribed,

Heathrow is now aiming to triple the percentage used in 2023 to approximately 1.5%, putting the airport on course to be one of the world's largest users of SAF this year. Participants of the scheme include IAG, Virgin Atlantic, United Airlines, Air France, KLM and JetBlue.

SAF is a proven technology that reduces carbon emissions by up to 70% compared with traditional jet fuel. It can be made from a variety of sources, including waste, animal fat and cooking oil. SAF can work in existing aircraft without the need for technical modifications, and with advancements in aircraft technology like electric or hydrogen-powered flight still some way from commercial implementation,

SAF is the key to unlocking material reductions in carbon today.

As a global SAF leader, Heathrow says it is committed to progressively increasing the SAF used each year, with the airport targeting 11% SAF usage by 2030. This year alone the SAF incentive is expected to save over 81,000 tonnes of CO₂ and with a proven track record of success, Heathrow's incentive scheme can now serve as blueprint for other airports to follow suit and introduce SAF into their own operations.

"Sustainable aviation fuel is not just about protecting the benefits of aviation in a net zero world - it's about economic opportunity, creating jobs here in the UK and securing the country's future energy supplies. Heathrow has led the way on decarbonising aviation by incentivising airlines to use SAF, and Team Heathrow is now probably the biggest user of SAF in the world. But it is currently all imported. If Britain really wants to compete with the scale of ambition and the credible action seen from the US and Europe, supportive Government policy is needed and it is needed now," said Heathrow CEO John Holland-Kaye.

Frankfurt Airport teams up with SITA and NEC to introduce a biometric passenger journey

FRANKFURT, GERMANY: Beginning this year, passengers traveling through Frankfurt Airport (Fraport) can breeze through the various steps in the journey – from check-in to boarding – simply by scanning their faces at biometric touchpoints across the airport. This solution will be rolled out and available to all interested airlines at the airport.

The implementation will see additional biometric touchpoints installed by spring 2023. From enrollment at a kiosk or counter, to pre-security automated gates and self-boarding gates, passengers can use biometric technology to seamlessly pass through each stage of the journey by simply scanning their face.

The project breaks new ground in the development of digital travel by providing a true common-use biometric platform at all Fraport terminals, open to all airlines operating at the airport. It combines day of travel enrollment, Star Alliance Biometrics, and additional biometric hubs under the umbrella of the SITA Smart Path platform.

For Lufthansa passengers specifically, thanks to the integration of SITA Smart Path with Star Alliance Biometrics, the technology makes use of the biometric identities of Lufthansa passengers enrolled on Star Alliance's platform, enabling seamless identification of passengers without additional process steps across



multiple participating airports and airlines.

This implementation plays a key part in paving the way for the rollout of biometrics across Star Alliance's global network, as it endeavors to have more of its 26 member carriers using biometric technology progressively. Key learnings from the Fraport project will be considered for further implementations across the network.

The NEC I: Delight digital identity management platform, which is fully integrated with SITA Smart Path, ranked No.1 several times as the world's most accurate face recognition technology in vendor tests conducted by the US National Institute of Standards and Technology (NIST). It allows passengers who have opted to use the service to be identified quickly and accurately, even on the move. Passengers who do not wish to use the solution can check in using a traditional check-in counter.

"Emerging from the pandemic, passengers are embracing technology to boost efficiency and place them in control of their travel. We are extremely excited to be able to transform the experience for all our passengers across all terminals and carriers with one simple, intuitive solution. We also value that SITA and NEC's innovative technology allows our infrastructure to be truly future-proof, with the capacity to grow with us as industry demands and travel patterns shift," said Dr. Pierre Dominique Prümm, Member of the Executive Board and Executive Director Aviation & Infrastructure, Fraport AG.



Ethiopian Aviation Academy upgraded to university level



ADDIS ABABA, ETHIOPIA: The largest and oldest aviation academy in Africa, the Ethiopian Aviation Academy, has been upgraded to an aviation university, the Ethiopian Airlines Group announced.

The Aviation Academy has been offering aviation training programs such as pilot, aircraft technician, cabin crew, airline sales and services, and other trainings. After it was upgraded as the Ethiopian Aviation University, it has launched degree programs such as BSc degree in Aeronautical Engineering, BSc degree in Aircraft Maintenance Engineering, BSc degree in Aviation

Management, BA degree in Tourism & Hospitality Management, and MBA in Aviation Management.

As a member of the Ethiopian Airlines Group which includes Ethiopian Airports, Ethiopian MRO Services, Ethiopian Inflight Services and Ethiopian Skylight Hotel, the university offers programs with advanced curriculums which are taught by faculty and industry practitioners.

“After continuous breakthrough expansion and investment, the upgrading of the 65 years old Ethiopian Aviation Academy to a university level offering several degree programs is yet another milestone in the long and successful journey of our airline, and will maintain its leadership in the industry. The university is committed to develop skilled workforce by offering undergraduate and postgraduate aviation programs. It is expected to produce highly skilled aviation professionals and leaders that meet the growing human resource needs of Ethiopian Airlines Group and other airlines in the region,” said Ethiopian Airlines Group CEO Mesfin Tasew.

Ato Kassie Yimam, Managing Director of Ethiopian Aviation University, said the 65-year-old academy is the force behind Ethiopian’s success, saying, “The University will continue to contribute to the rapidly growing aviation sector of Ethiopia in particular and the continent at large.”

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Airbus forecasts Middle East aviation services industry to outpace global growth

Dubai, UAE: Airbus expects the Middle East aviation services business to witness a 4.7% average annual growth until 2041, surpassing the global average (3.7%), amid growing passenger demand that would require significant fleet expansion.

According to Airbus' latest Global Market Forecast, regional airlines are expected to require 3,020 new passenger and freight aircraft deliveries by 2040, bringing the total fleet to 3,210 from a 2019 fleet baseline of 1,300 aircraft.

MRO growth is also driven by enhanced adoption of digital solutions as industries advance towards digitalisation as a whole, in order to create efficiencies and reduce cost. More than 65% of Airbus aircraft flying in the region are connected to Airbus' digital applications,

giving live status of aircraft flying and allowing better planning of maintenance tasks.

Regional governments are investing in localising MRO services to locally support this growing industry, thus further enhancing talent capabilities, allowing job creation, education and training in this field.

In its Middle East Market Forecast, Global Services Forecast 2022-2041, Airbus expects the region to see an addition of 56,000 new pilots, 51,000 new technicians and 100,000 new cabin crews. Worth \$9 billion today, the market is expected to be valued at \$25 billion by 2041.

The industry is expected to recover to pre-crisis levels this year with maintenance and training leading the recovery, strongly enabled by digitalisation. New services to enhance fleet efficiency will support the industry's decarbonisation ambitions, while demand for highly-skilled labour will increase by more than 2 million people over the next 20 years.

In the Middle East, Airbus has more than 100 Dubai-based people dedicated to Support and Services to work alongside customers in their premises and ensure the success of operations. Offering material, engineering and maintenance solutions in the region, Airbus is a major player in the industry, with customers who trust its OEM expertise in enhancing aircraft availability through flight hour services (FHS), across various programs.

At MRO Middle East and Aircraft Interiors Middle East (AIME) 2023 (March 1-2, 2023) held at Dubai World Trade Centre (DWTC), Airbus executives highlighted some of the key trends in the industry and latest opportunities.

London, UK: Smiths Detection, a global leader in threat detection and security screening technologies, today announces that it has launched the HI-SCAN 6040 CTiX Model S, a smaller footprint version of its successful, security operator preferred, Computed Tomography (CT) passenger checkpoint scanner.

This new model, which is 20cm narrower and 350kg lighter than the HI-SCAN 6040 CTiX, can be easily integrated into existing and new airport or critical infrastructure checkpoints. Both models of the HI-SCAN 6040 CTiX feature industry leading image quality and low levels of energy consumption, a belt speed of 0.2m/s, which is 30% higher than other CT X-ray scanners, alongside low noise levels and zero vibration, improving the checkpoint experience for both passengers and security operators.

"With over 700 units sold globally, the market leading HI-SCAN 6040 CTiX delivers the very best passenger baggage security solution, and we are delighted to further enhance our product portfolio with this new launch. We have developed a more streamlined checkpoint scanner, which can fit into checkpoints with size and layout limitations, that improves energy efficiency, the screening process, security outcomes and passenger experience," said Philo Daniel, Global Director Aviation, Smiths Detection.

The HI-SCAN 6040 CTiX Model S harnesses the power of

Smiths Detection launches compact CT checkpoint X-ray



CT X-ray scanning eliminating the need to remove electronic devices, liquids and gels from hand luggage by producing 3D volumetric images, reducing the number of trays and speeding up the security screening process. The new Model S also features the original model's award-winning operator interface.

The HI-SCAN 6040 CTiX Model S can be seamlessly integrated alongside both Smiths Detection and third-party technology, supporting the development of open architecture solutions.

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TIACA appoints Eric Hartmann as regional representative for Latin America



MIAMI, FLORIDA: The International Air Cargo Association (TIACA) has appointed Eric Hartmann as its new regional representative for

Latin America.

Apart from promoting and implementing TIACA policies in Latin America, Hartmann is also expected to enhance member relations in the region through networking and building relationships with current and prospective members, regional bodies and the respective government agencies.

"We are excited to welcome Eric Hartmann to the TIACA team. With Eric's many connections throughout Latin America and his experience and knowledge of the air cargo industry, we are sure we will be able to increase our presence throughout Latin America and in turn increase the value for all of our members," said Steven Polmans, TIACA Chairman.

TIACA Director General Glyn Hughes said Hartmann is a welcome addition to the international trade body's growing team, saying, "Latin America is just one of the regions TIACA is looking to increase its presence and we are excited to have Eric on board. We are still looking for a representative to fill the role within North Asia, Africa/Middle East and Asia Pacific. We also happen to be looking for an Assistant Manager – Operations in Miami, so if you know anyone qualified, pass the listing along to them. We look forward to growing the TIACA Team to help support our members and the industry."

Emma Howell named as the Middle East Development Director for Informa Markets Maritime & Cruise portfolio

Dubai, UAE—In line with the strategic growth plan for the Middle East region, Emma Howell has been appointed as the Middle East Development Director for Informa Markets Maritime & Cruise portfolio.

This includes several flagship Seatrade brands under its umbrella in the region, including Saudi Maritime Congress and Seatrade Maritime Logistics Middle East.

The Middle East region has for long been a key hub for several maritime and cruise brands, and home to many wider Informa Markets events. Her role will complement the Seatrade Maritime group of products led by Group Director, Chris Morley, and Seatrade Cruise, led by Mary Bond.

Commenting on the appointment, Andrew Williams, SVP of the portfolio, said: "With operations returning to normalcy across various brands and sectors, the Middle East is a key development location for the maritime and wider related business. This is a region where the Seatrade brand has enjoyed a significant presence for a long period of time. As we move into 2023, the opportunity exists to really push forward and uplift our activities in the area once again."

Emma has a long business history in the Middle East, stretching back to 1996, when she joined the launch team of Gulf Today as Business Editor, before moving into PR & Marketing for multiple international brands, including, Aston Martin and Fairline Boats. She joined the Seatrade family on her return to the UK, and has worked on several events as the Digital & Marketing Director, and now, as a commercial leader for the business.



"I have either lived or regularly visited this region for nearly 30 years now, and I think it is fair to say that I feel intrinsically interlinked with its growth and my own career. I welcome and look forward to this opportunity and meeting new faces, as well as working with friends and colleagues I have known for many years now," said Emma.

Aero Africa appoints Prof. Issa Baluch as advisory board member



JOHANNESBURG, SOUTH AFRICA: Aero Africa, a leading air cargo management group dedicated to providing African logistic solutions and neutral value-added services to the international logistics and aviation community, has appointed Prof. Issa Baluch as a non-executive advisory board member effective this year.

Credited with pioneering the sea/air multimodal transport via UAE into Africa and other regions, Baluch was also the founder and CEO of Swift Freight International between 1989 to 2008. He has also been heavily involved in GSSAs and cargo airlines in the region.

"It is a pleasure and honor to be working with Prof. Issa Baluch. We are confident that his advice and extensive experience in air cargo logistics in Africa and Middle East will guide us to the right path for the future growth of our organization and open doors to new opportunities," said Christos Spyrou, Aero Africa's Group CEO.

Prof. Baluch, for his part said, "I am delighted to join the energetic leadership of Aero Africa and to play a role in their strategic growth plans in the Middle East & Africa."



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Upcoming Events



World Cargo Symposium 2023

The World Cargo Symposium (WCS) is the largest and most prestigious annual event in the industry. This year's event will continue offering plenary sessions, specialized streams, workshops and executive summits, tackling aspects related to technology & innovation, security & customs, cargo operations and sustainability.

The WCS 2023 will take place at the Hilton Bomonti Hotel, a 34-floor hotel and conference center across from Bomontiada — a social hub of music, food, and art. It is located in one of the most central areas of Istanbul: Nişantaşı shopping and metro links to Taksim Square are less than two kilometers away, and Dolmabahçe Palace and the European shore are four kilometers away.

25-27 April 2023
Hilton Bomonti Hotel
Istanbul, Turkey

Arabian Travel Market 2023

Arabian Travel Market is the market leading, international travel and tourism event unlocking business potential within the Middle East for inbound and outbound tourism professionals.

Tourism destinations from around the world will once unite in Dubai to showcase their brand alongside with the biggest names in accommodation and hospitality, renowned tourism destinations and attractions, innovative travel technology providers and airlines at this year's 30th edition of ATM.

01-04 May 2023
Dubai World Trade Center
Dubai, UAE

Air Cargo Europe 2023

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

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

In 2019, 2.374 exhibitors from 63 countries and regions were there to welcome around 64,000 visitors from 125 different countries. International market leaders and innovative newcomers present the exciting world of logistics at the Messe München site.

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

Paris Air Show 2023

The International Paris Air Show is organized by the SIAE, a subsidiary of GIFAS, French Aerospace Industries Association.

The 54th edition of the Show will take place at the Le Bourget Parc des Expositions in June 2023, and once again will bring together all the players in this global industry around the latest technological innovations. The first four days of the Show will be reserved for trade visitors, followed by three days open to the general public.

19-25 June 2023 |
Parc des Expositions Paris-le Bourget Aéroport Paris
Paris, France



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