

# air cargo update

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Middle East ■ Africa ■ Asia & beyond



## Air Charter Service

Delivering Value Through Global Expertise and Customer Focus

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ECS Group  
Chief Strategy and Digital Officer

Airlines

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

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**Time to reconnect and rebuild ties**

The world's biggest trade fair for logistics, mobility, IT and supply-chain management, transport logistic, and its co-located event, Air Cargo Europe 2023, are finally happening live and in-person this year after suffering setbacks since 2020 due to the pandemic.

The capital and the largest city of the German state of Bavaria, Munich, will once again welcome tens of thousands of people from across the world who will be participating at this month's transport logistic and Air Cargo Europe 2023.

The four-day event (May 9-12, 2023) is expected to be the biggest so far with record-breaking number of exhibitors, participants, visitors and conference program expected, much to the delight of the logistics and air cargo industries.

For transport logistic, around 2,300 exhibitors from 67 countries will present their services, products and innovations on an area covering 127,000 square meters – spread across 10 halls (B1 to B6, A3 to A6) as well as the outdoor space with its track area.

Similarly, about 14,000 square meters of space are dedicated to Air Cargo Europe's exhibition which equates to nearly two halls.

Indeed, this much-awaited event offers everyone in the industry the opportunity to reconnect and rebuild connections as well as grow their business with the global markets continuing their recovery efforts.

A number of pressing issues facing the global transport sector, be it on air, land or sea, are high on the agenda—the supply-chain's resiliency; sustainability; economic and security challenges due to the war in Ukraine; the unprecedented global inflation; the banking sector's fragile situation; conflicts across different regions; shortage of skilled workers, among many other issues.

The challenges are many. But as always, the industry appears strong enough and ingenious in surmounting crisis of any kind. Finding solutions, being flexible and innovative, are some of its biggest strengths to fight off even the toughest odds. Cheers!

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

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Air Cargo charter



Cargo consolidation



- Cargo acceptance, handling & warehousing
- Pickup & Delivery Options
- Customs clearance
- Online Booking



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## More than just a job

“Imagine being able to take off to a different destination every day: the beauty of working in air cargo, is the huge network that we serve and navigate on a daily basis – and knowing that we help to keep the world turning.”  
Samuel Kariuki, Business Development Specialist.

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



The Lounge

## High-intensity sports, family & friends and traveling for this globe-trotting French air cargo executive



**Cedric Millet**  
ECS Group  
Chief Strategy and Digital Officer

**F**rench national Cedric Millet has always thought he'd end up in the aviation industry just like his father who worked in the airline sector.

"I wasn't planning to go into the air cargo industry initially," Millet shared. "My dad works in the airline industry. My sister wanted to be a pilot and I also wanted to become a pilot. But the pilot school in France was closed when I was in my university years because there were too many pilots already in the market. So, I ended up with an engineering course."

Millet went on to study Bachelor of Science, Maths & Physics at Lycée Pierre de Fermat. Then, earned his master's degree in General Engineering and another master's in Aerospace Engineering. When he finished his graduate studies in 2000, he applied for a job at Air France's maintenance department but was instead offered a cargo related work which he agreed to take.

From France, Millet flew to New York where his air cargo career

**"My dad works in the airline industry. My sister wanted to be a pilot and I also wanted to become a pilot. But the pilot school in France was closed when I was in my university years because there were too many pilots already in the market. So, I ended up with an engineering course."**

began. "I started back in 2000 in New York for Air France Cargo. I discovered that it's a very interesting industry. It's a business that's small enough to know and do a whole lot of things. When you work for the cargo division of an airline, you do operations and sales and then revenue and pricing, it's all one business in one unit," said Millet who is currently the Chief Strategy and Digital Officer of ECS Group, the world's leading GSA company with over 171 offices in 52 countries.

"Then, I went from one job to another. And every time I took a new position, I keep on learning so there's no other reason for me to go to another industry, I just fell in love with it," he added.

Millet was still in New York when the tragic 9/11 terror attacked happened. He described the succeeding months as very challenging and a life changing experience.

During his career, Millet also experienced other challenging situations which include the merger of Air France with KLM, Doha International Airport's relocation to Hamad International Airport in Qatar, among other things.

Despite his busy schedule, Millet finds time to spend with his family and friends as well as doing high-intensity sports, including running, which rejuvenate his mind and body.

"I do high-intensity sports. And I love spending time with my family and friends. And actually, what really helps is meditation. It helps to calm me down. Unfortunately, I don't do it every day," said Millet.

Born and raised in New Caledonia, a French territory in the Pacific with marine-life, near Vanuatu and Australia, Millet loves soaking up the sun. He dreams of visiting more often his birthplace where his parents still live. And one day, the Philippines and Hawaii, which are both famous as tropical paradise with world-class beaches. He also plans to go back to Argentina which he described as one of the most beautiful places in the world.

"Life for me is having quality time to spend with family and friends. Everyone dies right? So, when you go, you have great memories to look back with them. That's the most precious thing you can have," Millet sums it up.





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## Eliska Hill: Rising above challenges in the cargo and logistics industry

Eliska Hill's enthusiasm for aviation and logistics began early on, fueling a prosperous and extensive career in the field. Despite encountering difficulties, she persevered and kept her aspirations in focus. Her persistence and grit have empowered her to overcome obstacles and accomplish her ambitions.

After being unsuccessful in the final stage of the British Airways cadet pilot training scheme, Eliska didn't give up. Instead, she pursued a degree in Transport Management at Loughborough University, where she discovered her fascination with international logistics. Her first role with MK Airlines gave her a solid grounding in all aspects of air cargo, covering commercial, operational, technical, and financial aspects.

Despite the challenges she faced while working for a cargo airline operating in Africa, Eliska's love for logistics and aviation only grew stronger. She recalled spending a long night trying to sleep in the back of an empty aircraft in Port Harcourt, Nigeria while waiting for the fuel truck to refuel the aircraft. The crew didn't want to go to a hotel due to bandits in the area. Her experiences at MK Airlines cemented her passion for logistics and aviation.

Eliska then moved to Dubai, UAE, where she spent 18 years in both the air charter brokering world and with Emirates SkyCargo. Throughout her career, Eliska has faced many challenges, but it is her resilience and determination that has allowed her to rise above them.

*"I strongly believe that the key to success is to have a vision, a goal that you believe in with every fiber of your being, and the determination and resilience to overcome any obstacles in your way. It's not always going to be easy, but if you stay focused and work hard, you can achieve anything you set your mind to."*



### Eliska Hill

Chief Commercial Officer, European Cargo

The 2004 Tsunami occurred in her first year in Dubai, and Eliska can recall being on duty as suddenly the phone began to ring constantly. She worked day and night to support the aid agencies and government entities in moving air cargo to the affected region, mainly Indonesia. It was unprecedented, and while there have been many disasters since then, this one will always be the most memorable.

As the Regional Head of Middle East and General Manager UAE for Chapman Freeborn Aviation Services,

Eliska was accountable for a USD\$ 230m revenue Air Charter business. Her leadership and planning skills enabled her to develop a comprehensive

commercial business strategy that involved the recruitment, training, and mentoring of a high-performance sales team. Additionally, she oversaw multiple leased aircraft, ensuring that flight and ground operations were executed flawlessly.

Eliska was also heavily involved in global business development projects, which took her to a range of challenging environments, including Iraq and Afghanistan.

One of her notable achievements was the creation and launch of an Operational Support Services business entity based in Baghdad called FMS Iraq. This unique ground support service provided cargo and passenger charter flights at all major airports throughout Iraq to other brokers and carriers directly.

Eliska then joined Emirates SkyCargo, where she held the position of Global Partnership Head MEA and Global Integrators Head. In this role, she targeted increasing brand awareness, market position, and cargo revenue through strategic partnerships with the GA Regional Global Heads. She was responsible for managing the integrators globally for Emirates SkyCargo, spearheading a creative sales strategy involving high-level projects, development programs, and a priority focus on e-commerce.

Despite her demanding role, Eliska recognizes the importance of maintaining a work-life balance. She prioritizes making time for herself and her family and enjoys holidays as a chance to take a break and refresh her mind and body.

Eliska Hill's narrative showcases a combination of perseverance, tenacity, and a fervent interest in the field of logistics. She has faced many challenges in her career but has always found a way to overcome them. As the Chief Commercial Officer of European Cargo, Eliska is excited to return to the cargo airline environment and scale its business for the future. Her leadership skills, business acumen, and passion for the industry make her a valuable asset to the company.



## Qatar Airways Cargo Launches Direct Freighter Service from Bogota to Dallas Fort Worth



Doha, Qatar: Qatar Airways Cargo has introduced direct freighter service from Bogotá, capital of Colombia, to Dallas Fort Worth in Texas, offering close to 100 tons cargo capacity to mainly transport perishables like flowers, fruits, vegetables, coffee, as well as live animals, machinery & other general cargo destined to the city.

The once weekly Boeing 777 freighter departs from Bogota on Mondays and flies to Dallas Fort Worth International Airport (DFW).

Guillaume Halleux, Chief Officer Cargo at Qatar Airways, commented: "The Americas is highly important for us and we have a strong presence in

the region. Through this enhancement on the route, we are pleased to grow our existing partnership with Dallas Fort Worth International Airport. Our customers in DFW now benefit from a direct freighter service to uplift perishables and other cargo directly from Colombia."

John Ackerman, EVP of Global Strategy & Development at Dallas Fort Worth International Airport, added: "Qatar's service direct from Bogota to DFW reduces transit times for high-quality perishable goods by two to three days, extending shelf life for retailers & providing fresher products for consumers. This route adds a vital link to South American markets, enhances

our global air cargo network and strengthens our ability to flow goods between Latin America & Asia."

**Since the first Boeing 777 freighter took off from Doha to Chicago in August 2010, Qatar Airways Cargo has expanded its network across several countries in the American continent. The carrier serves the Americas with freighters as well as belly-hold cargo flights, flying to 14 freighter destinations and 14 belly-hold cargo destinations. The world's leading cargo carrier offers more than 5,300 metric tonnes of weekly cargo capacity each way, to and from the Americas.**

By applying its Next Generation vision to all areas of its business, Qatar Airways Cargo is bringing enhancements to its services and operations throughout the network.

## Lufthansa Cargo leads transformation course of airfreight industry

**Frankfurt, Germany:** On Logistics Day, Lufthansa Cargo once again appeals to aviation's potential for change saying air freight is indispensable to move goods intended for global trade as well as time-sensitive shipments like humanitarian aid supplies to help people in conflict zones or in times of tragedy like earthquakes, major floods, wildfires, among others. Sustainable developments are driving the future of air freight logistics. & even though there is still a long way to go before climate protection goals are achieved, the industry is already doing a lot.

"Air freight is indispensable. But we need sustainable change if we want to reduce the carbon footprint. To this end, we have set ourselves ambitious goals, and we see in practice that efficient flying, e.g., by using sustainable fuels, works. But to make a difference in terms of reducing emissions overall, the entire air freight logistics industry must follow suit.



To this end, current developments must be used throughout the industry and future technologies must be recognized in good time," explains Brian Kowalke, Environmental Manager at Lufthansa Cargo.

Lufthansa Cargo's efforts clearly show that climate protection can also be successfully implemented in airfreight logistics. By 2030 at the latest, the company aims to halve its carbon footprint compared to 2019 and to be completely CO<sub>2</sub>-neutral by 2050.

In this regard, Lufthansa Cargo plays a pioneering role within the industry, as can be seen, among other things, in the implementation of the EU regulation ReFuelEU: In the new ReFuelEU Aviation Regulation, the EU Commission has defined a binding quota of renewable fuels for aviation.

By 2025, for example, at least two percent and by 2030 at least five percent of SAF must be blended. Compared to fossil fuels, SAF

reduce CO<sub>2</sub> emissions by up to 80 percent. Today, Lufthansa Cargo is already scratching at the set first mark of two percent: In 2022, the SAF share in the fuel consumption of Lufthansa Cargo freighter aircraft was already 1.8 percent. Together with its partner DB Schenker, the company also offers the only regular full-charter freighter connection with 100 percent non-fossil fuel.

As a forward-looking company, Lufthansa Cargo invests not only in renewable fuels but also continuously in the modernization of its fleet and operates the most fuel-efficient cargo aircraft on the market.

To further improve the fleet's fuel efficiency, the company relies on new technologies such as AeroSHARK, a special surface film that reduces the aircraft's frictional resistance. Extrapolated to Lufthansa Cargo's entire 777 fleet, this alone can save approximately 13,000 tons of CO<sub>2</sub> emissions and more than 4,000 tons of kerosene annually.



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## Sharjah Airport records footfall of over 3.8 million passengers in 1Q 2023

**Sharjah, UAE:** Sharjah Airport says it welcomed more than 3.8 million passengers in the first quarter of 2023, a record 28 percent increase over the same period in 2022, with a good chance of even beating that feat this year.

The aircraft movement for the same period also increased by 9.02 percent, with 23,261 flights by the end of March, compared to 21,336 flights during the same period last year.

"The upsurge in passenger numbers is a true reflection of our strategic efforts to promote the travel and tourism sectors, and further solidify Sharjah's position as a global destination. It can also be regarded as a step closer to realising our vision of elevating Sharjah Airport to the top five regional airports and boosting its competitiveness on the global travel landscape," said Ali Salim Al Midfa, Chairman of Sharjah Airport Authority.

"We constantly strive to provide the best services to our customers by implementing cutting-edge smart technologies and solutions that would improve our daily operations and foster connectivity between our tourism destinations. By doing so, we ensure that every passenger passing through the airport has a distinct travel experience. We take this opportunity to reiterate our commitment to advancing passenger and cargo growth, particularly in light of the airport's expansion efforts, which will increase its capacity to 20 million passengers by 2026," he added.

There have been continued efforts by Sharjah Airport Authority to increase



**Ali Salim Al Midfa**  
Sharjah Airport Authority Chairman

passenger numbers and aircraft movements. The Authority has also employed smart and advanced solutions that allow passengers to self-complete their travel procedures through smart travel services, further resulting in a seamless and convenient travel experience.

## dnata's Air Dispatch celebrates 7 millionth loadsheet



**Prague, Czech Republic:** Air Dispatch, part of dnata and the world's leading supplier of centralized load control (CLC) services, has recently celebrated the production of its seven millionth loadsheet.

The milestone document was issued from its Prague facility, ensuring safe and efficient operations of a Titan Airways' Airbus A330-300 P2F cargo flight which the airline operates on behalf of global forwarder GEODIS.

"We are proud to celebrate our 7th million loadsheet with our highly-skilled team and long-standing customer, marking another remarkable milestone in our journey. With the increased adoption of the IATA Ground Operations Manual (IGOM), more and more cargo airlines are looking to CLC services as a way of complying with the newly required "four-eyes" principle for the production of

weight and balance documentation. Using a CLC for the production of the loadsheet allows for early communications with the cargo warehouse, thus maximizing the payload and freeing up the Loadmasters' time during the turnaround," said Nick Yeadon, CEO of Air Dispatch.

Air Dispatch has been offering quality and reliable CLC services to both legacy and new generation carriers since 2007. It calculates the weight and balance conditions for aircraft prior to flight, securing greater productivity and profitability for its airline customers.

Air Dispatch's CLC unit coordinates with stakeholders at all stages of the operations and provides 24-hour support for weight and balance issues. The timeline for a cargo flight varies and is often spread out over many hours.

The load planning takes place before the Loadmaster arrives at the airport, freeing them up for the safety critical role of coordinating and supervising the loading. A CLC unit can also coordinate transit loads well before the aircraft arrives, allowing for efficient turnarounds and improved on-time performance.

Every month, Air Dispatch's 170 highly-trained aviation professionals produce over 60,000 loadsheets for 19 airlines operating from 392 airports across six continents and every time zone with an airport on the planet.

Greg Holland, Operations Director at Titan Airways, hailed Air Dispatch for its latest milestone, saying, "The Air Dispatch team, day in, day out provide our operation teams first-class support. The CLC team in Prague work proactively with our partners, from our freight forwarder client, through the warehouse and ground handling chain to ensure safe and on time departures while maximising the payload we carry."

In addition to its core CLC expertise, the Air Dispatch also provides carriers with other value-added support services, including flight data warehousing and ULD (unit load device) tracking.

Air Dispatch operates three state-of-the-art centralised load control (CLC) centres, two in the Czech Republic, in Prague and Ostrava, and one in Poland, in Warsaw, utilising the customer's preferred departure control system (DCS) solution.



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## Etihad Cargo and SF Airlines connect their mega hubs and expand network as Etihad Airways signs MOU with China Southern Airlines to explore greater cooperation between China and the UAE

**Abu Dhabi, United Arab Emirates:** Etihad Cargo, the cargo and logistics arm of Etihad Airways, has reinforced its commitment to the Chinese market with the signing of a Memorandum of Understanding (MOU) with China's SF Airlines.

Following the MOU, both carriers will start operating flights via their respective fleets to the other carrier's hub in April, which will enable the UAE's national carrier to expand its reach into China via SF Airline's extensive in-country network.

The new partnership between Etihad Cargo and SF Airlines will provide Etihad Cargo's customers with greater connectivity to 25 domestic destinations in China via SF Airlines' road feeder service trucking network, further enhancing Etihad Cargo's capabilities in the region.

In February 2023, the carrier launched an additional direct freighter service to Shanghai, increasing the total number of freighter flights per week to eight. This MOU is the latest step by Etihad Cargo in expanding its operations in China and will see the carrier utilising SF Airlines' Chinese network to transport cargo to other destinations in China via the Chinese carrier's Hubei Province mega hub. Etihad Cargo will operate the flights on a Boeing 777 freighter, with services commencing on 28 April 2023 in line with this partnership.

Martin Drew, Senior Vice President – Global Sales & Cargo at Etihad Airways, said, "Etihad Cargo is committed to establishing partnerships that add value to customers across the supply chain. Strengthening the connection between Abu Dhabi and one of SF Airlines' major Chinese hubs will enable Etihad Cargo's customers to benefit from SF Airlines' exhaustive distribution capabilities in China, and SF Airlines will reap the benefits of Etihad Cargo's global network for its express product. Etihad Cargo is committed to the country's ambitious growth vision, and this partnership supports the further development of Abu Dhabi as a major logistics and express hub for the region."

Li Sheng, Chairman of SF Airlines, noted, "Etihad Cargo is an industry-leading company, with a competitive cargo network from Abu Dhabi to the world. SF Airlines is excited the two companies can work together to connect hubs and strength the network of both airlines. SF Airlines is looking forward to this cooperation, which will offer good value to customers and enable them to develop their international business with more convenient and diversified global transportation options."

SF Airlines, the cargo arm of SF Holding, operates the largest cargo air fleets in China. Via the



capacity-sharing agreement with SF Airlines, Etihad Cargo will provide greater market access to key destinations in mainland China, Hong Kong, Macao and Taiwan.

### MOU with China Southern Airlines

Etihad Airways, the national airline of the United Arab Emirates, and China Southern Airlines, Asia's largest airline, are set to explore deeper and broader cooperation opportunities following the signing of an MoU to provide passengers with enhanced travel experience.

Following Etihad's move to Beijing Daxing International Airport (PKX), China Southern Airlines' hub, the MOU provides scope for expansion of the current codeshare cooperation and allows the partners to explore extending global flight networks beyond the two carriers' hubs, providing passengers with a more valuable, convenient and high-quality travel experience. This is further enhanced by Etihad services to China Southern's home hub in Baiyun, Guangzhou, introduced in October 2022.

The MOU also contains plans for mutual procurement opportunities across ground handling, cargo handling, bonded warehousing, catering, and maintenance, repair and overhaul in either Guangzhou, Beijing or Abu Dhabi, broadening cooperation opportunities in the airline supply chain.

Arik De, Chief Revenue Officer of Etihad Airways, described the MOU as a "platform for a stronger relationship between the two airlines."

"Etihad looks forward to working with China Southern Airlines to explore comprehensive and pragmatic ways in which the two carriers can work more closely together, to drive greater value through our unique strengths at Beijing Daxing International Airport and Guangzhou Baiyun International Airport and further extend the reach of our joint network. Advanced cooperation between the two airlines sends a very strong signal to the industry and brings further hope of recovery for the global aviation and travel markets," he said.

Zhang Dongsheng, Deputy Director General, Commercial Steering Committee of China Southern Airlines, said the MOU "opens a new chapter of win-win cooperation between the two carriers, which will further strengthen our unique advantages in the hub of Beijing Daxing International Airport, expand our global network and bring more convenience to passengers."

"China Southern Airlines and Etihad have maintained a good partnership throughout the pandemic and will continue to deepen cooperation and explore more possibilities in the future. We look forward to working with Etihad to build a new model of cooperation, to work side by side, to connect business and procurement opportunities, to engage in dialogue, and embrace the future in an innovative way," he added.



## FedEx Rolls Out Sustainability-Themed '50 Days of Caring' to Celebrate its 50th Birthday

Ahead of the half-century milestone, the company also exceeded its target of helping 50 million people through years of concerted community efforts across the globe

**Dubai, UAE:** FedEx Express (FedEx), a subsidiary of FedEx Corp. (NYSE: FDX) and the world's largest express transportation company, celebrated "50 days of Caring" undertaking community service programs across the Asia Pacific, Middle East, and Africa (AMEA) region as part of a series of initiatives taking place during the countdown to the company's 50th birthday on April 17 this year.

**Over 1,000 FedEx volunteers and their families across 21 AMEA markets including Australia, Bahrain, Egypt, Hong Kong, India, Indonesia, Japan, Korea, Kuwait, Malaysia, Mainland China, Nigeria, the Philippines, Saudi Arabia, Singapore, South Africa, Taiwan, Thailand, United Arab Emirates, Vietnam and Zambia undertook a variety of community-based activities focusing on sustainability and environmental protection, education, welfare, and support for the underserved.**

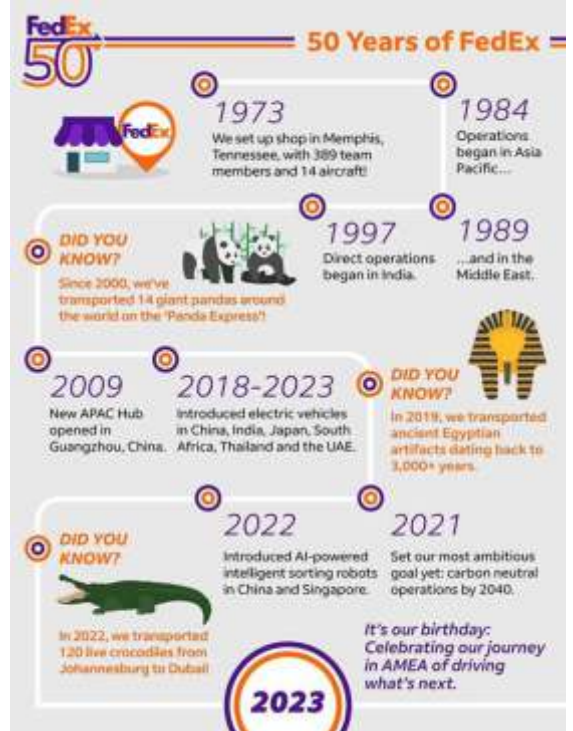
### Some of the programs undertaken include:

- Packing a total of 4,800 boxes of essential food items in Egypt and the UAE this Ramadan for the less fortunate.
- Beach clean-ups in the UAE, Bahrain, India, Mainland China, and Australia to reduce waste and build cleaner coastal communities.
- Trash collection drives in the UAE, Egypt, Kuwait, India, Nigeria, South Africa, Zambia, and Japan to help deliver a cleaner, trash-free environment.
- Planting trees in Saudi Arabia, India, Mainland China, Singapore, Vietnam and addition of plants and shrubs around the office facility in Kuwait.
- Meal distribution in India as part of Akshay Patra midday meal program, providing nutritious food to the underserved.
- Giving old fabrics in Thailand, including FedEx retired uniforms in Indonesia a new life through upcycling programs.

"At FedEx, we believe that a connected world is a better world. Over our first five decades, we've helped people and businesses thrive and that includes contributing our resources and our network wherever we can to make a positive difference," said Kawal Preet, president of Asia Pacific, Middle East, and Africa (AMEA) region at FedEx Express.

"I'm incredibly proud to see the impact our team members have made in contributing to a Better World as part of our anniversary celebrations. What unites our team members is our drive to deliver the best results for our customers, our communities, and to build a more sustainable world. We are committed to creating a future that is as transformative as our first five decades have been."

To mark 50 years since FedEx was founded in 1973, the company is continuing to organize events and share stories that celebrate its team members, shine a spotlight on its customers, and give the world a glimpse into what's next.





Turhan Ozen, Chief Cargo Officer of Turkish Airlines, 2nd right, with Gabriel Oliva, CEO of Avianca Cargo, 2nd left, and other business executives during the signing ceremony for the MoU between the two cargo carriers.  
Image Credit: Turkish Cargo

## Turkish Cargo and Avianca Cargo sign an MoU to further enhance their cooperation with global reach

**Istanbul, Turkey:** Turkish Cargo, Turkey's national air freight carrier, and Latin America's leading cargo airline, Avianca Cargo, have signed a Memorandum of Understanding to mutually explore opportunities and strengthening their air cargo connections.

The carriers believe by combining their resources and expertise, they will be able to better serve their customers across continents.

The MoU calls for Turkish Cargo and Avianca Cargo to consider potential collaboration initiatives such as freighter capacity agreements. These enhancements aim to provide air cargo customers of both airlines access to greater capacity in a wider and more connected global network.

In addition, Turkish Cargo will be able to offer enhanced access to destinations in South America by leveraging Avianca Cargo's network in the region, while Avianca Cargo will increase its access to major destinations worldwide through Turkish Cargo's wide interconnecting network.

Commenting at the signing ceremony held within the scope of IATA World Cargo Symposium in Istanbul, Turhan Ozen, Chief Cargo Officer of Turkish Airlines, said; "This MoU represents a significant enhancement in air cargo

services between Türkiye and Latin America. For this reason, we chose Avianca Cargo as our strategic partner in the region, because it allows us to advance our firm purpose of improving our global cargo operations. Through this cooperation, in line with our customer-oriented approach, we are reinforcing our intercontinental connections and expanding our cargo services to destinations in South America."

Gabriel Oliva, CEO of Avianca Cargo, remarked: "This agreement represents the possibility of strengthening bilateral cooperation between both airlines, new commercial opportunities, and a closer operational, technological, & product collaboration. The extensive trajectory and leadership of Avianca Cargo in Latin American markets, added to the worldwide experience of Turkish Cargo and its positioning, will ultimately allow us to achieve the highest levels of product offer, service, & value for the benefit of our customers."

The two carriers agreed to continue exploring new areas of partnership and further deepen their cooperation in the future.

## LATAM Group completes its first international flight with Sustainable Aviation Fuel

**SPAIN:** LATAM Group has completed its first international flight with Sustainable Aviation Fuel (SAF) with a LATAM Cargo flight between Chile and Zaragoza airport and North America.

LATAM said it used a biofuel made from alternative biomass sources such as waste, fats, and oils, which are co-processed with fossil feedstocks fuel to produce synthetic, low-CO2 fuel. In this case, 30,000 liters of co-processed SAF made from cooking oil were

used, combined with traditional jet fuel.

The SAF used for this flight has been internationally certified according to the procedures established by the International Sustainability Carbon Certification (ISCC EU) to ensure its sustainability. The fuel was provided by Air bp, one of the world's leading suppliers of aviation fuel, representing the first production of ISCC EU SAF made at the Castellón refinery in Spain.

With this milestone, LATAM Group has become the first airline group to procure its SAF from Air bp at the Zaragoza airport, an achievement made possible thanks to the collaborative efforts between LATAM and Air bp and other contributing partners like AENA and Exolum.

A maximum of 5% of sustainable feedstock is currently permitted in the co-processing of this kind of fuel, which reduces CO2 emissions by approximately 80% during its life cycle compared to conventional aviation fuel.

"This flight represents one of the Group's most visible advances in its agenda concerning the use of SAF. At LATAM, we made a commitment to contribute to the protection of our environment, and the introduction of this type of fuel is a key step in that direction," said Andrés Bianchi, CEO of LATAM Cargo.



Carol Tomé, UPS CEO

## UPS 1Q 2023 earnings down by 6% to \$22.9 billion

the quarter; adjusted diluted earnings per share of \$2.20 were 27.9% below the same period in 2022.

For the first quarter of 2023, GAAP results included after-tax transformation and other charges of \$9.0 million, or \$0.01 per diluted share.

"I want to thank all UPSers for delivering industry-leading service to our customers," said Carol Tomé, UPS Chief Executive Officer.

"In the first quarter, deceleration in U.S. retail sales resulted in lower volume than we anticipated, and we faced ongoing demand weakness in Asia. In response, we focused on controlling what we could control and delivered first-quarter consolidated operating profit and operating margin in line with our base case targets. Given current macro conditions, we expect volume to remain under pressure. We will remain focused on driving productivity while investing in efficiency and growth initiatives, enabling us to come out of this demand cycle even stronger," she explained.

**Atlanta, Georgia:** UPS (NYSE: UPS), one of the world's largest shipping couriers, says its first-quarter 2023 consolidated revenues reached \$22.9 billion, down by 6.0% compared to the first quarter of 2022.

The company's consolidated operating profit was \$2.5 billion, down 21.8% compared to the first quarter of 2022, and down 22.8% on an adjusted basis. Diluted earnings per share were \$2.19 for

Over the first quarter of 2023, the global volume environment deteriorated due to challenging macro conditions and changes in consumer behavior. As a result, UPS expects full-year revenue and adjusted operating margin to be at the low end of its previously guided range.

### UPS's 2023 full-year financial targets are:

- Consolidated revenue of around \$97.0 billion
- Consolidated adjusted operating margin of around 12.8%
- Capital expenditures of approximately \$5.3 billion
- Dividend payments, subject to board approval, of about \$5.4 billion
- Share repurchases targeted to be around \$3 billion



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## WFS fast tracks sustainability across cargo and ground handling operations at 7 airports in Spain



**PARIS/MADRID:** Worldwide Flight Services' (WFS) cargo and ground handling operations in Spain are helping to spearhead the group's 'Our Sustainable Flight Path' program with a series of initiatives and investments to significantly reduce emissions at its 7 airport stations across the country.

WFS' GSE fleet in Spain is now 89% electric for all its cargo handling operations as well as 30% of the company's ramp handling equipment. This includes electric towing tractors, passenger stairs and belt loaders, aircraft pushback tugs, and other heavy-duty vehicles.

WFS Spain's 'Going Green Team' are also continuing to test new green GSE and collaborating with start-up companies to evaluate the introduction of new types of electrically powered equipment, equipment engine conversions to hydrogen, and other electric devices, such as small cars and last mile vehicles. Trials of solar-powered aircraft steps and electric ground power units have also been conducted.

## Record results for Cargolux Group in 2022

**LUXEMBOURG:** The Cargolux Group (Cargolux) announced it achieved its best year on record in 2022: Revenues of US\$ 5.1 billion, up by 14.7% over 2021, earning it a profit of US\$ 1.6 billion after tax, an increase of 21.9% over the previous year.

The Group said this financial result allows the further strengthening of its balance sheet to enable the airline to remain resilient in weathering the expected volatility we expect in the industry. Strong yields and high volumes during the first half of the year contributed to the company's strong financial performance. A decline in demand in the second semester led to

"When it comes to sustainability, actions speak louder than words. WFS has set out a very clear sustainability strategy for its global operations and, in Spain, we are already at an advanced stage of delivering many of these targets through our strong green focus, our ability to invest in the best solutions, and the support of our teams across all our Spanish operations, who understand why this is so important and what they can do to contribute. We are continuing to move forward in all our focus areas and learning from the sustainability experiences of other WFS stations around the world. Our goal is to not only achieve our decarbonisation targets at our existing operations in Spain, but to have the opportunity to leverage the value of our sustainability program at more airports across the country," said Humberto Castro, Managing Director of WFS Spain.

Since fossil fuel powered vehicles cannot be eliminated in the short-term, WFS is partnering with Spanish firm O3-Protégelo to use its patented technology to reduce fuel consumption and emissions whilst longer term solutions are evaluated.

The company's airport stations in Barcelona, Madrid, Asturias, Santiago de Compostela, Sevilla, Valencia, and Vitoria are also the latest operations across WFS' global network to be powered by 100% renewable energy, supported by energy solutions designed into new-build facilities as well as the installation of solar panels on the roofs of WFS' existing handling centres.

WFS has also signed a contract with green energy supplier, Plenitude, which has achieved 100% renewable energy status for all cargo stations in Spain, while its ground handling operations have also reached 100%.

Optimising the sustainable performance of equipment and vehicles is another key focus area for WFS Spain. To ensure they are used as efficiently as possible, new @XOPS telematic geolocation systems have been installed to track and monitor usage. WFS is also participating in a specific initiative to pool some handling vehicles at Spanish airports between different ramp operators to eliminate equipment redundancy in 2023.

In a further initiative, WFS vehicle drivers at Madrid and Sevilla airports have completed an eco-driver training course provided by specialists from the Royal Automobile Club of Catalonia (RACC) focused on lowering fuel consumption and carbon emissions in their daily drives around the airport apron areas. Performance measurement since the training has already demonstrated fuel savings of 18%.

WFS is also investing in the implementation of LED lighting at its stations in Spain and this switch has already been completed in its warehouse facilities in Madrid, Barcelona, and Valencia. Other initiatives include the use of recycled plastics to cover ULDs – which now represent over 70% of WFS' total plastics usage in Madrid and Barcelona. New compacting machinery has been installed in Madrid to increase plastic waste segregation and recycling, and new service providers have been appointed to collect and recycle waste.

lower volumes and a virtual absence of peak season in 2022.

The market dynamic was significantly affected by the outbreak of the war in Ukraine. The closure of Russian airspace and Western sanctions on Russia impacted flight paths towards the Far East resulting in longer sectors being flown and increased operational costs. The conflict in Ukraine also severely affected supply chains which were already suffering from a lack of raw materials and products. The resulting uncertainty disrupted global commerce and affected the airline's ability to operate optimally.

The Covid-19 pandemic continued to affect operations worldwide. As sanitary measures eased throughout the year, passenger capacity returned to the market softening demand for cargo space and bringing yields down.

As of end-December 2022, Cargolux has a total fleet of 30 aircraft (16 Boeing 747-400 freighters (10 B747-400Fs and 6 B747-400ERFs) and 14 Boeing 747-8 freighters, enabling the airline to respond to changing market conditions in a flexible and timely manner.

## Challenge Group: Establishing excellence in Chinese e-commerce bound for Europe

**MALTA:** China and e-commerce go hand-in-hand, and Liège, at the heart of the golden triangle in Europe, has quickly become the preferred European air cargo gateway.

“Challenge Group's activity out of China is currently based on e-commerce demand which already makes up 30% of our business at Liège airport and saw 10% year-on-year growth in 2022,” said Yossi Shoukroun, CEO of Challenge Group.

**e-commerce goods require a very different operational set-up compared to general air cargo because shipments are handled at piece level and sorted according to destination and last-mile delivery. “e-commerce from China must reach its European end-destination within maximum three, preferably two days,” Shoukroun explains.**

ULDs from China's leading e-commerce vendors, arriving in Liège, mainly from Zhengzhou Xinzheng International Airport (CGO) and Hong Kong (HKG), are transferred to Challenge Group's handling's dedicated second line warehouse, where they are broken down to house air waybill level and then built-up according to their destination country.

The main European destinations are all within comfortable trucking reach from Liège: Paris (CDG), Frankfurt/Main (FRA), London-Heathrow (LHR), Amsterdam (AMS), Malpensa (MXP), and Riga (RIX). Challenge Logistics



provides the middle mile service directly to the distribution center at destination, where the last mile provider takes over domestic deliveries. This smooth end-to-end e-commerce solution speeds up the delivery process and is a more sustainable solution as it avoids multiple incoming trucks to Liège for shipment collection.

“e-commerce is the fastest growing commodity in air cargo and comes with its own highly specific requirements. End-to-end solutions from a single source remove the complexity for customers who otherwise need to individually engage with multiple supply chain stakeholders. Instead, using Challenge Group enables them to guarantee reliable timeframes to their end customers while we take care of all the logistical necessities,” says Or Zak, Commercial Vice President of Challenge Group.

This includes customs clearance in Liège, for example, which Challenge Group recently launched as a product offering together with the middle mile delivery to the first distribution point in the country of destination, which then becomes a domestic delivery for the last mile operator. “In establishing a solid e-commerce product, Challenge Group is adding a core vertical to its product portfolio in perfect alignment with its own growth plans, that sets it up as a perfect strategic partner for e-commerce,” he concludes.

A strategic partner that is experienced in dealing with one of the major challenges of e-commerce: Lithium Batteries (ELI & ELM). “Electronics containing Lithium Batteries are the main e-commerce commodities coming into Europe from China,” Or Zak explains. “Challenge Airlines is one of very few carriers transporting items containing UN3480 and UN3090. Our experts are alert and rigorously trained to comply with all international regulations regarding Lithium Batteries, to ensure maximum safety on board and in the warehouse.”

“With Liège firmly established as the main European e-commerce gateway for China, the next logical step for Challenge Group is to expand its footprint in China,” said Shoukroun. “Having noticed the change that is taking place in the supply chain business model in terms of stock management and delivery times, we are looking at new markets, China in particular, with a view to offering short and medium-haul air cargo network destinations. Our new, more agile fleet of four B767F, the ideal aircraft for e-commerce, could be deployed to link China and the Indian Subcontinent or Africa, for example.”

Partnership discussions are already underway with a major Chinese airport partner regarding a warehouse location. “A Chinese base will help us to further develop our end-to-end solution and reduce the delivery time to the final customer,” the Challenge Group CEO shared.



# Air Charter Service

## Delivering Value Through Global Expertise and Customer Focus

"Air Charter Service's global network, support infrastructure, and focus on compliance and risk management have enabled the company to successfully navigate complex logistics challenges and fulfill unique and challenging cargo charter requests for its clients."

– Dan Morgan-Evans  
Global Cargo Director of Air Charter  
Service

*By Mohammed Irshad*

**A**ir Charter Service (ACS) has carved a niche of its own in the global aviation industry over the past 33 years since its humble beginnings in the basement of its founder, Chris Leach, in Kingston Upon Thames in south-west London.

Today, ACS, part of ACS Group, is one of the largest global charter providers—private jets, helicopters, commercial airliners and cargo aircraft—with at least 29 offices across continents, including Australia, Brazil, Canada, China, France, Germany, Hong Kong, India, Kazakhstan, Singapore, South Africa, Spain, Switzerland, UAE, UK, and USA.

The aircraft charter company has the largest range of jets and operates an impressive over 25,000 flights per year across the world.

For the air cargo industry, ACS has earned a worldwide reputation for providing urgent 'go now' cargo charters to a range of industry clients. It is also known for providing immediate humanitarian relief for disaster-stricken areas and zones facing armed conflicts, supporting NGOs, governments and aid agencies.

And as the demand for specialized cargo transportation services continues to grow worldwide, the global cargo chartering industry is undergoing a period of rapid expansion. In this dynamic landscape,



**Chris Leach**  
ACS Founder & Chairman

ACS has emerged as a standout player, renowned for its unwavering commitment to operational excellence, exceptional customer service, and continuous innovation.

In an exclusive interview with **Air Cargo Update**, ACS Global Cargo Director Dan Morgan-Evans shares his unique insights on what sets the company apart from its competitors, how it manages intricate logistics challenges, and ways in which it leverages technology to enhance its operations and services to an even greater extent.

### Expert on complex tasks and customer service

ACS's ability to manage complex logistics and operations involved in global cargo chartering is a key factor that sets the company apart from its competitors. With a truly global network and a team equipped to handle any challenge that may arise, it leverages its local knowledge, numerous languages, and support teams to ensure a smooth and efficient process.

According to Morgan-Evans, their team's extensive training, having the largest network of brokers, and focus on customer service are key factors that differentiate the company from its competitors.

While ACS strives to offer competitive prices, its value proposition goes beyond pricing to encompass a single point of contact and 24-hour operations that ensure smooth and efficient processes for clients.

Morgan-Evans emphasizes that value is not the same as price, and ACS's focus on building relationships with clients and understanding their specific needs is a core part of its strategy.

### Global Network and Support Infrastructure for Complex Logistics

Global cargo chartering involves complex logistics and operations that require a deep understanding of local markets, regulations, and cultural nuances.

With offices in over 29 countries and a multilingual team, the company provides a strong foundation for its cargo chartering services.

Further, ACS has a support infrastructure that includes a Time Critical arm for ground logistics, a Legal and Compliance team for risk management, and a 24/7 operations team for flight watching and updates.

Morgan-Evans cites the example of ACS's response to the COVID pandemic, where the company leveraged its Chinese offices to transport PPE and test kits from the region, demonstrating the power of its global network to fulfill unique



and challenging cargo charter requests.

In response to the growing demand for urgent cargo products such as on-board couriers (OBCs) and next-flight-out (NFO) services, ACS recently consolidated these services under its new ACS Time Critical sub-brand. Morgan-Evans explains that this move made sense given the critical mass reached by these services and enables ACS to focus more on these offerings and provide more visibility to clients.

### Navigating Global Challenges

As a company that places a high value on compliance and risk management, ACS takes a thorough approach to scrutinize every charter for compliance with regulations and safety standards.

Morgan-Evans stresses that ACS is a risk-averse company that prioritizes safety and compliance over speed and convenience. By ensuring that all aspects of a charter meet regulatory and safety requirements, ACS minimizes potential issues or setbacks and delivers reliable service to clients.

Morgan-Evans believes that global events can have a significant impact on the cargo charter industry, affecting the demand for charter flights. Natural disasters often lead to an increase in the number of aid missions, which means more charters are needed to deliver supplies and personnel to affected areas.

However, trade disputes can have the opposite effect, resulting in a decrease in demand for charters. Despite the challenges posed by global events, ACS remains dedicated to providing its clients with efficient and reliable services tailored to their unique needs.



## Technology and Innovation for Enhanced Operations and Services

ACS is at the forefront of the cargo charter industry in leveraging technology to improve its operations and services. Its internal CRM system holds data on thousands of airports, airlines, and individual aircraft, enabling the team to locate aircraft worldwide with ease. The company invests in technology and people to continually enhance its services, providing a seamless customer experience.

Morgan-Evans underscores that technology is intended to support the sales team, not to supplant them. ACS's bespoke CRM system allows the company to locate aircraft globally at the touch of a button. The company's investment in technology and people ensures it stays ahead of emerging challenges in the industry, providing customers with a smooth and efficient service.

As ACS expands its services, Morgan-Evans, said the company reinforces its commitment to delivering exceptional value, operational excellence, and unparalleled customer service. By investing in cutting-edge technology and a world-class team, ACS is poised to surpass emerging challenges and set new industry standards in global cargo chartering services.



# ACS Group posts record 28,000 flights in 2022



World-leading aircraft charter broker, Air Charter Service Group, announced results exceeded expectations in 2022 with record profits being credited to the post-COVID charter boom continuing further into the year than predicted, as well as the growth of its core businesses.

Highlights included a 35% growth in private jet revenue, despite the exit from the company's Russian operations in 2022, along with a total of 28,000 charter flights arranged and more than 2,100 new customers booking for the first time.

**Total Group revenue had been significantly inflated in 2021 due to COVID-related demand, especially in the cargo sector. This had been expected to fall significantly in 2022, however it continued throughout Q1, giving the company an exceptional start to the year. This was further boosted by strong growth in underlying business throughout the past 12 months. As a result, whilst total Group revenue declined from £1.29 billion to £1.09 billion, EBITDA increased from £72 million to £82 million.**

Chris Leach, Air Charter Service's Founder and Chairman, commented: "2021's revenue was exaggerated by hundreds of trans-Pacific widebody freighter flights carrying essential Covid-related cargo, along with a backlog of goods caused by the pandemic, and subsequent reduction in scheduled service network. Those large, expensive flights continued into the first few months of 2022, but soon tailed off. The huge turnover generated by adding

such flights to our business is not likely to be replicated for several years. However, we have been blown away by the performance of our underlying business. Passenger charter revenue reached almost £450 million, whilst cargo accounted for close to £650 million.

"This past 12 months we have arranged more than 28,000 charter flights in total – on a par with the year before. Whilst cargo numbers have dropped off slightly, we have seen a 15% increase in private jets flights year-on-year, which represents a 29% increase in pre-pandemic levels. Private jet revenue was up 34% on 2021 and 72% up on pre-pandemic levels. This additional revenue is as a result of price inflation and customers booking longer flights on larger aircraft.

"We haven't increased our cost base to reflect this spike in sales, knowing that this was only going to be temporary, so we are in an exceptionally strong position moving forward. Our underlying business is increasing and, whilst we might not hit £1 billion this year, our aim is to finish with revenue between £800 and £900 million – although the first two months of this year have already put us above target.

"To support our underlying growth, we have hired some experienced heads in key regions and grown our staff numbers overall, as well as opening two new offices in 2022, to drive future growth. There are exciting times ahead, with three new office openings in 2023, the first of which has just been announced as Mexico City." (Source: [www.airchartermideast.ae](http://www.airchartermideast.ae))



# European airlines need SES and more in fragmented airspace



**European regulators will tackle several challenging air transport issues in the coming months, including airport slots, passenger rights, and sustainability.**

**By R. Chandrakanth**

**T**here are 50 countries in Europe per the United Nations with a population of over 747.8 million people in four distinct regions – Eastern Europe (most populous bloc and not so developed); Western Europe (developed); Northern Europe (technology hub) and Southern Europe (historically rich).

Unlike North America, which is one domestic market for airlines, the airspace in Europe is fragmented.

It was this that led to the formation of the Single European Sky (SES) initiative in 1999 to improve the performance of air traffic management (ATM) and air navigation services (ANS) through better integration of European airspace. The SES, upon completion around 2030-2035, could triple airspace capacity, halve the costs of ATM, improve safety tenfold and reduce the environmental impact of aviation, benefitting airlines.

According to Rafael Schwartzman, Regional VP for International Air Transport Association (IATA) Europe, "The European Parliament and EU states should focus on what will help aviation build back better from the COVID-19 crisis. That means doing everything possible to reduce costs, cut emissions, strengthen safety and improve efficiency. It is what travellers expect and what airlines need." Similar views have been echoed by Ryanair CEO Michael O'Leary and Lufthansa CEO Carsten Spohr, seeking quicker move towards SES.

## ***Airlines jostling for market***

Why are we talking about SES? For the simple reason that Europe has 195 airlines offering scheduled passenger services, from regional to intercontinental flights, compared to 98 in North America and with Europe's fragmented airspace, airlines are operating in a highly competitive environment.

In Europe 28 airlines make up 80 percent of available seats, compared to just seven airlines in North America, raising issues of profitability to so many other airlines, according to IATA.

Airlines are all jostling for airspace, network, passenger and cargo growth and survivability. Then there is the impact of carriers from the Middle East which have made big global strides into Europe, Asia and Africa.

Both low-cost carriers (LCCs) and Middle Eastern airlines have not only increased market share but also managed to keep costs down and European carriers (both full service and LCCs) are looking at SES as one of the answers to improve efficiencies and become cost-competitive.

## ***Need more deregulation***

"Europe, just like the rest of the world, relies on air connectivity, which is vital for society, tourism, and trade. Business users of the European air transport network--large and small--have confirmed this in a recent IATA survey: 82% say that access to global supply chains is "existential" for their business. And 84% "cannot imagine doing business" without access to air transport networks. The deregulation that delivered the Single Aviation Market is one of the significant successes of the European project



IATA Director General Willie Walsh



Lufthansa Group CEO Carsten Spohr

The Group CEO Carsten Spohr said recently 'Lufthansa is back' and reeled out how the group had made an operating profit of 1.5 billion euros, achieving an unprecedented financial turnaround in just one year. Lufthansa Group includes Lufthansa, Swiss International Airlines, Austrian Airlines, Brussels Airlines, and Eurowings.

and it would be a travesty if regulations that failed to take proper account of the realities of the airline business were to undermine this achievement. New evidence shows that Europe benefits from many different kinds of airlines and it needs all these different business models – and the services they provide – to thrive," says Willie Walsh, IATA's Director General.

European regulators have chosen to tackle several challenging air transport issues in the coming months, including airport slots, passenger rights, and sustainability. These all have a potential impact on the choice and value that European travellers have come to expect, and it is vital that regulators have the full picture on the contribution different airline business models bring to air connectivity and airlines are broadly classified as full-service network carriers (FSNCs); LCCs; regional carriers; charters and hybrid carriers.

### Multiple headwinds

Here, we are looking at FSNCs and LCCs in Europe and the multiple headwinds faced by them from Covid-19, the prolonged Russia-Ukraine conflict, and operational challenges as demand is returning back across Europe. The big airlines have taken the lead, showing resilience in turbulent times.

It goes to the credit of a European airline to have carried the maximum passengers, post-Covid. The Ryanair Group, the largest airline fleet by passengers, flew 97 million passengers in 2021-22, indicating return to near normalcy.

In 2019-20 the passenger levels had peaked to 148.6 million. Ryanair Group subsidiaries are Buzz (61 aircraft); Lauda Europe (29); Malta Air (158); Ryanair (279) and Ryanair UK (13) with total fleet coming to 540 and 11 are on order. On a typical

day, Ryanair carries more international passengers than any other airline in the world.

So also, easyJet, a British multinational airline group, achieved a record headline EBITDAR of £674 million in Q4 2022 with load factors returning to 92% and seat capacity to 26 million. easyJet is the eighth largest airline in the world, flying to around 1,000 destinations in over 30 countries with a fleet size of 324.

Then we have the Lufthansa Group which has the largest airline fleet in Europe with 709 aircraft plus 29 on order. The Group welcomed on board 102 million passengers in 2022, compared to 47 million in 2021, just over a million more than Aeroflot.

The Group CEO Carsten Spohr said recently 'Lufthansa is back' and reeled out how the group had made an operating



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profit of 1.5 billion euros, achieving an unprecedented financial turnaround in just one year. Lufthansa Group includes Lufthansa, Swiss International Airlines, Austrian Airlines, Brussels Airlines, and Eurowings.

**An airline to watch is Turkish Airlines which carried a little over 72 million passengers in 2022, hoping to touch 88 million passengers in 2023. Turkish Airlines Chairman Ahmet Bolat told Anadolu, Turkey's state-run news agency, that the airline would make \$3.8 billion investment next year and expects about a 17-20% increase in capacity, with fleet size expected to go up from 396 to 427 by the year's end. Turkish Airlines serves 331 destinations from a single airport than any other airline in the world.**

### ***Airlines struggling***

While passenger loads are increasing, there are airlines which are still struggling due to various factors.

Russian flag carrier Aeroflot saw its group passenger numbers drop 8.2% year on year in the first nine months of 2022. "We carried 31.3 million passengers as a group in the first nine months of 2022," Aeroflot CEO Sergei Aleksandrovsky said while



mentioning that it was down from 34.1 million in the same period of 2021. This is a fall-out of the Russia-Ukraine conflict.

British Airways, for instance, which has lost its sheen, has been troubled by staff shortages and other operational issues. However, it reported its first operating profit since Covid-19 with a profit of £54 million for the second quarter of 2022.

At a group level IAG made an operating profit of €293 million. BA's capacity measured by Available Seat Kilometres was around 30% less than the same quarter in 2019 and passenger revenue was also 27% less. There are challenges the airline needs to overcome and is looking at ATM and ANS as one of the routes. British Airways in 2021 announced joint business with Qatar Airways, offering customers access to more destinations on their networks.

Besides the above-mentioned airlines, other big airlines of Europe include Airfrance-KLM; IAG (British Airways and Iberia); Wizz Air; Pegasus; S7 to name a few which are focusing on network expansion.

"Stakeholders from across the aviation sector are united on the need for regulations which promote the coexistence of different business models, encouraging healthy competition and maximum consumer choice. Türkiye is a good example of how to grow national connectivity and allow different kinds of carriers to succeed. And what is crucial is that policies for growth go hand in hand with sustainable solutions," said Mehmet T. Nane, Vice Chairperson and Managing Director of Pegasus Airlines and Chair of the IATA Board of Governors.

### ***Environmental pressures***

Though normalcy has returned, passenger load factors have not reached the same levels. As regards the number of flights, Eurocontrol has pegged 2025 to reach the 2019 target of 11.1 million flights, affected by higher inflation, pressure on oil prices, environmental concerns, etc.

Eurocontrol said that domestic flows were already eroding under environmental pressure. The recent initiatives: Austria and France banning short-haul domestic flights where trains are available, Spain, Germany and Austria proposing cheap train ticket deals. KLM or Swiss entering into rail partnerships on certain air routes, KLM and Transavia increasing ticket prices to pay for the use of SAF.

Eurocontrol warned that Europe would face "huge challenges" to the continued recovery of air travel this year. Matching capacity to demand, and keeping delays in check, will be the two biggest challenges the aviation ecosystem faces as schedules recover to roughly 92 percent of pre-Covid levels.

"2023 is set to be the most challenging year of the last decade," Eurocontrol said. "Keeping summer delays down will be an immense task for all actors, with airspace issues due to the Ukraine war, extra aircraft in the system, possible industrial action, system changes, and the progressive reopening of Asian markets all asking real questions of the system."

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# Cargo Security: A global issue threatening international trade on air, land and sea

**A**s we dive into the complex and ever-evolving world of cargo security, it's important to first acknowledge the daunting reality of the task at hand. Each year, billions of dollars' worth of goods are transported across the world by air, sea, and land, making the safety and security of these shipments a constant concern for businesses and governments alike.

Despite efforts to mitigate risks, recent data from the Transported Asset Protection Association (TAPA) suggests that cargo theft remains a significant threat. In fact, TAPA Middle East & Africa (EMEA) region alone has recorded over 24,000 thefts from supply chains in the last three years, resulting in losses of products worth over €400 million. And these figures are based on only 31% of recorded crimes stating a financial loss figure.

Clearly, the stakes are high when it comes to cargo security. But as we explore the latest trends and strategies for enhancing cargo security in this article, we'll also see that there is reason for optimism. Through technological advancements, regulatory measures, and risk management practices, there is hope that we can build a safer and more secure environment for global trade. So, let's dive in and see what the future of cargo security might hold.

## Current State of Cargo Security Globally

The global air cargo security landscape continues to evolve, and there has been a significant increase in the screening of both cargo and shippers. Nations are now advocating for the harmonization of regulations between countries to streamline the shipment process and avoid delays. The more countries adhere to a single set of rules, the less confusion there is, and there is increased alignment in terms of air cargo security.

The Transported Asset Protection Association for the Middle East & Africa recorded more than 24,000 thefts over the past three years with an estimated product value in excess of EUR 400 million.

*By Mohammed Irshad*



According to Brandon Fried, Executive Director of the Air Forwarders Association (AFA), the United States has adopted and is in the final stages of implementing the 2016 International Civil Aviation Organization (ICAO) guidance that expands air cargo security requirements on cargo-only aircraft. This increased activity creates AFA member questions requiring clarification on the procedural aspects. Accordingly, their role as an association has been to engage the U.S. Transportation Security Administration (TSA) in obtaining interpretations to avoid operational confusion.

In addition, Fried notes that the U.S. air cargo industry continues to see success with TSA's Third-Party Canine Screening Program, which screens shipments efficiently before boarding flights. Many of their members have employed this screening method in their TSA-validated screening facilities.

Nicolas Ouakli, Global Solution Manager at Cargo And Mail Screening Equipment, highlights that the biggest threat to cargo security is the presence of assembled explosives and incendiary devices. To prevent this threat, there is a need for a standardized screening method that can be applied globally to avoid discrepancies in regulations and recognition issues between locations.

## Recent Developments and Trends on Cargo Security

Marcus Campbell, Chief Technology Officer (CTO) of Hermes Logistics Technologies, highlights that the COVID-19 pandemic forced us all to work remotely and accelerated the digital transformation of workplace systems and work practices. However, it also dramatically increased the number of people working from home on unprotected laptops, which has massively increased the risk and threat landscape for cybersecurity.

Campbell argues that the cargo industry needs to be better prepared to protect digital cargo operational infrastructure at the API, hardware device, IoT, data, network, and application layers. He points out that it is easy to think that just because a company has a good security posture for its Cargo Management System, it is protected. Still, cyberattacks may have started inside the cargo warehouse infrastructure or within an earlier part of the supply chain.



With the daily press reporting new cyber-attacks, many organizations blindly go about digital transformation without considering the real impacts on their business. Digital transformation done badly can greatly increase a cargo business' attack surface and expose operations to ransomware, phishing, and distributed denial-of-service (DDoS) attacks.

## Effective Strategies for Enhancing Cargo Security

There have been significant improvements in screening technology, including using more sophisticated X-ray scanners and improved explosive trace detection devices. There is also increasing interest in biometric identification as a means of improving security, including facial recognition and fingerprint scanning. These technologies have the potential to significantly enhance cargo security in the future.

According to Mr. Fried, the U.S. Department of Homeland Security has taken aggressive measures by requiring forwarder personnel to concentrate on cybersecurity and to report attacks to the agency immediately. He also notes that the AFA launched a technology committee focusing on this issue, providing members with helpful resources.

Campbell suggests that businesses should consider a more rounded service, such as Hermes Logistics Technologies' SaaS managed service, which is a Software-as-a-Service solution that aims to focus the customer on the business of running their cargo operation while the company takes care of running their CMS infrastructure.

Nicolas believes that the key to addressing the challenges raised by air cargo security is the harmonization of air cargo screening regulations and standard operating procedures. Regulators should provide more guidelines to security operators and cargo security managers, ensuring that they know which screening procedures to use according to the commodities they must screen.

While passenger screening procedures are 100% regulated, cargo screening procedures require more flexibility due to the vast variety of commodities that need to be screened. Nonetheless, detailed guidelines would be beneficial for security operators to know which method to apply based on the commodities they have to screen. Implementing these changes will ensure the safety of the goods being transported.

As we look to the future, one thing is clear: the security of air cargo will continue to be a top priority for the industry. The challenges may be complex and ever-evolving, but with the right combination of effective strategies and technologies, we can create a more secure and resilient ecosystem for global trade. From increased screening of cargo and shippers to the adoption of biometric identification, there are many tools at our disposal to help us meet these challenges head-on.

However, it is only through collaboration between businesses, governments, and industry experts that we can truly ensure the safety and security of goods in transit. As we continue to navigate the complexities of the global economy, experts urged for all industry stakeholders to work together towards a common goal of creating a safer and more secure world for all.



# India is becoming the pharmacy of the world post-COVID

In 2020, India's pharma export stood at US\$ 16.3 billion, which include bulk drugs, intermediates and various medicines to about 150 countries.

**By R. Chandrakanth**

**Indian Prime Minister Narendra Modi recently called India the 'pharmacy of the world'. He was not off the mark as it is growing fast as a manufacturing hub, though the US is still the biggest pharmaceutical market in terms of drug development and production, revenue generation, global image and acceptance, generating roughly 46% of total global revenue.**

However, the Indian pharmaceutical industry is aspiring to become the world's largest supplier of drugs by 2030 and aims to increase its industry revenue to US\$ 120 billion – to US \$130 billion by 2030 from current revenue of US\$ 41 billion at a compound annual growth rate (CAGR) of 11-12 percent.

Pharmaceutical exports from India have been expanding rapidly, more after the pandemic. In FY2020, its exports stood at US\$ 16.3 bn, including bulk drugs, intermediates, etc., and various medicines to about 150 countries, a huge logistics exercise in itself, under the 'Vaccine Maitri' (friendly) initiative and "Neighbourhood First Policy".

### **Improving supply chain**

The current pandemic is testimonial to the fact that India can not only innovate but also rapidly distribute time-critical drugs to every part of the globe where required, being the world's largest supplier of low-cost generics, vaccines, and affordable medicines. In a post pandemic world, India's pharmaceuticals sector is poised to attain new heights with enhanced R&D and innovation and modern, sophisticated, improved and efficient supply chain.

"The pandemic has taught the pharmaceutical industry how to utilise capabilities in times of need and importantly turned the attention towards the increasing need for R&D efforts and innovation. The pharma industry is already a well-established presence globally and it just needs to increase its efficiency in affordable yet innovative products which cater to the needs of patients worldwide. Some of the key drivers will be innovation funding, continuous regulatory reforms, and infrastructure and industry-academia collaboration," says the Executive Director of Entod Pharmaceuticals, Nikkhil K. Masurkar.

### **Low production cost**

The Indian pharma industry has certainly made enormous strides, from having a 5% share of the market in India, and global pharma at 95% in 1969, Indian pharma is at 85% share in 2020, thanks to several market segments like generics, vaccines, biologics and others. India's cost of production is nearly 33% lower than that of the US with labour costs 50–55% lower than western countries. The country's ability to keep costs down directly correlates to its high export numbers making vaccines accessible to developing countries.

The International Air Transport Association (IATA) has taken note of India's capabilities as the world's largest supplier of vaccines, producing 62% of global demand. Currently, two-thirds of its production is exported, while one-third is used domestically. It contributes 60,000 generic brands within 60 therapeutic categories, exporting approximately two-thirds of all its supplies to countries worldwide.

### **IATA's emphasis on supply chain efficiencies**

IATA has been laying emphasis on efficiencies in the supply chain as inefficiencies can impact lives adversely. India has huge challenges when it comes to logistics. According to a report, about 20% of India's temperature-sensitive healthcare products arrive damaged or degraded because of broken or insufficient cold chains.

This is an area of concern, but Indian pharma firms are already putting in place systems that meet global standards. Cold chain being a critical component in the supply chain, India is now focusing on improving the same. The cold chain market is expected to touch \$36 million by 2027, up from \$16 million in 2021. This growth is primarily driven by the exploding food and pharma sectors.

### **Temperature-controlled shipping**

IATA mentions that since most of India's vaccines are exported to other countries, maintaining a correct vaccine storage temperature during transport is of the highest importance. Vaccines have a short shelf-life, so shipping by air is a preferred means of transport for many vaccine manufacturers.

But there are several challenges in the cold chain market, starting first with the varying temperatures in India, the annual average temperature being 30oC touching up to 45oC during summer. Another crucial factor in the supply chain is the high dependence of road freight.

Thankfully, the National Highways are fast improving, adding to improved fuel efficiencies, quicker movement of people and goods. The cold chain infrastructure is trying to catch up with this pace.

Intelsius India's Director, Chris Carvalho, has said "India is an extremely complex market with several key challenges. Active Pharmaceutical Ingredients (APIs) and finished pharma are the two largest markets requiring cold chain logistics support, specifically packaging solutions.

"Most of these products are transported in active containers, pallet shippers for the export market, and long transit shippers (2-8°C and 15-25°C). However, lack of stringent regulations makes this market a lot more challenging than it should be. Add into that the sheer scale, the heat, terrain and existing logistics infrastructure available to support the cold chain, it's easy to run into problems unless you partner with the right organisations."

### **IATA guidelines on vaccine transport**

IATA has clear guidelines on how vaccines have to be stored and transported. "The vaccine storage temperature must be closely managed and controlled to maintain the vaccine's efficacy. Some vaccines are more susceptible to heat, such as the



measles and DTP vaccines, and others are more cold-sensitive such as Heb B and Hib (in liquid form). Once its viability is lost, it cannot be restored. IATA underlines the importance of ensuring that shipments arrive safely and intact, air freight supply chain stakeholders follow strict vaccine storage and handling requirements as defined by the shipper/manufacturer in the cold chain process.

**“Vaccines' active ingredients may lose potency or even be destroyed if the temperature is not maintained between (2oC-8oC), or -20°C for some products across the supply chain – forwarders, ground handling agents, airlines, warehouse operators and trucking vendors all one page when it comes to ensuring the temperature. Even though the roles may differ, the same quality and risk management principles must be followed no matter where a stakeholder may be in the cold chain supply chain. Stakeholders involved should always follow, good storage practices (GSP), and good and distribution practices (GDP).”**

For instance, the Pfizer vaccine is required to be stored at -94 °F and needs to be thawed prior to injecting, with the acceptable storage period being 4 days and temperature range being 35.6 °F and 46.4 °F.

The cold storage sector, especially with regards to the pharma industry, needs to rise to such challenges and also be fast in adapting to new regulations and maximizing compliance with both national and foreign regulations.

### ***Onus on all stakeholders***

IATA emphasises that the responsibility begins with the manufacturer whose onus it is to properly prepare the vaccines for shipment. This not only includes appropriately packaging and labelling of vaccine shipments for cold or frozen storage, it also means ensuring all documentation is in order so there are no issues with customs or foreign state requirements, allowing the vaccines to arrive in a timely manner.

Next come the freight forwarders who are responsible for selecting and engaging subcontractors that are approved and have required knowledge and quality and risk management systems in place for safe handling and transport of vaccines.

The qualified temperature-controlled trucks are an essential part of the cold chain logistics enabling vaccines to safely move between the supply chain points. Then it is the turn of airlines to ensure specified temperature for vaccine storage and handling requirements before, during, and after the flight between transfers with the freight forwarders.

### ***Training and certification programs***

To comply with these requirements, IATA has established a CEIV Pharma training and certification program to upskill stakeholders on consistently meeting the proper standards of handling pharmaceuticals.

The IATA CEIV Pharma program also provides transport companies an independent audit/certification to ensure their processes and procedures for transporting temperature-controlled shipments are in line with regulations and best practices.

Commendably, India maintained a successful pharmaceutical supply chain, even with pandemic in full swing during 2020. But there are many challenges and India needs to update itself with the regulations that are constantly upgraded. In general, it has to put in place, throughout the supply chain, good manufacturing practices and good distribution practices.



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# Record-breaking exhibitors, participants and conference program expected at transport logistic 2023 and Air Cargo Europe



innovation and career. From May 9 to 12, 2023, transport logistic in Munich will offer the largest supporting program to date, proving its status as a leading world trade fair. Digitalized and decarbonized supply chains are key issues for shippers, service providers and technology providers.

Trade fair Managing Director Stefan Rummel will give the opening speech together with the Germany Federal Minister of Transport Dr. Volker Wissing.

The trade fair's supporting program connects business, politics and research in expert presentations, panel discussions and interactive formats. A first-class conference program pools knowledge from over 250 speakers in more than 50 sessions. Industry and retail will be represented by Svenja Engler from Zschwimmer & Schwarz, Dr. Nadine Kiratli-Schneider from supplier Schaeffler, Gerritt Höppner-Tietz from hagebau Logistik, Dörte Maltzahn from Knauf Trans, and Georg Staller from paper manufacturer UPM, among others.

The most prominent speakers among the service providers include Uwe Brinks (DHL), Rolf Habben Jansen (Hapag Lloyd), Sven Flore (SBB), Clemens Först (Rail Cargo), Dr. Udo Lange (FedEx), Dr. Sigrid Evelyn Nikutta (DB), Simone Lode (HHLA Next) and Dr. Tilo Bobel (Maersk).

## Full house on the panels

Forums highlighting the main topics of sustainability, infrastructure, digitalization and supply chain solutions will present knowledge from key players and newcomers. A career day on Friday will complete the program. And there's more happening on the exhibitor side than ever before. There is already a list of more than 40 events, with more still to come. From live demonstrations to stand parties and mini-conferences, it's all on the agenda.

Campus Plaza in Hall B2 is a new addition to the supporting program, offering presentations every 30 minutes and networking galore. Visitors can attend the conferences at any time and admission is included in the trade fair ticket.

## Cutting costs and saving the climate on a global level

Staying resilient amid exploding costs and climate change is a challenge for all types of transport supply chains. The trade fair in Munich will host shippers from the building materials, chemical and pharmaceutical, mechanical engineering, consumer goods and automotive sectors.

They will discuss solutions in the context of social, political and economic developments. Among the highlights of the conference program is Tuesday's session on "The Influence of Geopolitics on your Supply Chain," with an international line-up from the global shipping company Maersk, U.S. logistics service provider Fedex, and machine tool manufacturer Trumpf. On Wednesday, German logistics providers and representatives from the German Federal Ministry for Digital and Transport will discuss "Keeping the Global Economy on Track, Meeting Climate Targets: How Does Logistics Deliver?"

## Sustainable and digital with a small footprint

On the operational level, the conference program will present levers for sustainability,



**Munich, Germany:** transport logistic, the international trade fair for logistics, mobility, IT and supply chain management, will open its doors on the Munich exhibition grounds from May 9 to 12, 2023, with record-breaking number of exhibitors, participants and conference program, with the event taking place in-person for the first time since the pandemic.

The world's leading air cargo trade fair, Air Cargo Europe, is forecasted to be an equally success story judging from the number of exhibitors and attendees to this global event. Its exhibition integrated into transport logistic will occupy around 14,000 square meters, namely the entirety of Hall B1 and – due to the high demand – part of Hall B2.

For transport logistic, around 2,300 exhibitors from 67 countries (2019: 2,374 exhibitors from 63 countries) will present their services, products and innovations on an area covering 127,000 square meters – spread across ten halls (B1 to B6, A3 to A6) as well as the outdoor space with its track area. Around 1,375 companies, which means 60 percent, are coming from outside of Germany. As such, in terms of exhibitors, the event is more international than ever this year.

## More than 100 topics to be discussed

The event will host more than 50 sessions in the conference program, new exhibitor events daily and, for the first time, a Campus Plaza for

primarily with digitalization & decarbonization of the supply chain. In addition to the DVZ conference marilog, the world's largest meeting of the air cargo industry, air cargo Europe, is also focusing on this topic.

The sessions will highlight the topic of hydrogen, from production to transport and use in vehicles, ships and aircraft. Among other events, the German Transport Forum (DVF) will host a panel of economic policy experts discussing "Hydrogen and Co: Logistics for the Energy Transition".

In rail transport, high-profile speakers from SBB Cargo, DUSS, Hellmann Worldwide Logistics, just to name a few, will discuss reducing the carbon footprint. The Bavarian Minister of Economic Affairs Christian Bernreiter will stay local to discuss the topic of transit on the Brenner highway.

### Campus Plaza: Networking every 30 minutes

Four days, four topics, one stage, and networking galore. In the middle of Hall B2, the transport logistic Campus Plaza will offer up to twelve short presentations every day and room to network. Brands such as VTG, M&M Miltzer & Münch and the Port of Rotterdam, and

innovative newcomers such as Neocargo, for digital networking, pepper, the first digital OEM, and dronamics, the world's first drone airline, will turn stand B2.215/314 into a hot spot for sustainability, alternative drives, startups and jobs and careers. Among other things, they will highlight innovations that focus on hydrogen and electric mobility, connected supply chains, and recruiting expert staff.

### Plenty of commitment among the exhibitors

Timocom is offering a series of short presentations on road freight transport at stand A5 | 302. On the topic of infrastructure, the German Maritime Center (DMZ) will feature presentations at stand B3 | 405. It will also host a half-day multi-modal conference with prominent speakers from Kühne & Nagel, Airbus and the German Freight Transport and Logistics Association on "The energy transition in the logistics chain".

Among others, the projects presented will include ALICE-ZEFES (Zero Emissions flexible vehicle platforms with modular powertrains serving the long-haul freight ecosystem) with business cases on zero emissions in heavy haul transport, and the UIRR (International Union for Combined Transport) with EDICT (Enhanced Data Interoperability for Combined Transport stakeholders). Buyers from the United Nations (UN) will also talk about their procurement process.

### Logistics in all its facets

"Our conference and supporting program connect trade fair visitors with hands-on information for everyday operations," says Dr. Robert Schönberger, Head of transport logistic exhibitions, adding: "At the same time, innovations are focus their attention on the future. The incredible scope and thematic depth of the program that we are organizing together with our publishing, association and university partners underscores the significance of transport logistic as a leading world trade fair. In Munich, this systemically relevant industry will show what it is capable of and how it will secure our future."

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# Icy tests: MAN eTruck copes with polar winter

From December to March, MAN integrated the upcoming large-series e-truck into its annual winter testing in northern Sweden. There, the MAN eTruck, which is suitable for daily ranges of between 600 and 800 kilometres, proved that it also works without problems in ice, snow and temperatures as low as minus 40 degrees. Driving functions and range, air conditioning and charging behaviour were the focus of thousands of successful electric test kilometres under Arctic conditions.

**A**round 30 test engineers braved the polar winter with freezing cold, snowstorms and only a few hours of daylight for around four months to bring the new MAN eTruck further towards series production readiness.

In the process, they tested the overall energy management, the cooling and thermal management of the battery packs, the interaction and control of the powertrain components as well as the charging behaviour under the extreme winter conditions, among other things, on four prototypes with different battery, e-motor, transmission, axle and cab configurations of the later series production range.

"The winter tests were a complete success. Our engineers literally put the new eTruck through its paces, day and night under the toughest conditions. The maturity level is already extremely high and the development team is working with great passion on the further trials to provide our customers with an optimal product for the switch to CO<sub>2</sub>-free Road freight transport," said Dr Frederik Zohm, Executive Board Member for Research and Development at MAN Trucks & Bus.

Rainer Miksch, Vice President Vehicle Testing, MAN Truck & Bus, explains, "Interdisciplinary teams are the key to making the eTruck ready for all customer requirements and operating conditions. Our goal is to be able to cover a large part of today's application portfolio electrically with the new eTruck. The CO<sub>2</sub>-free long-distance transport of refrigerated goods in the classic semitrailer combination will be just as possible as the collection of milk from the organic farmer with the electric food tanker or the low-noise and emission-free waste disposal in the city."

The winter test was just the beginning of a series of numerous vehicle and component tests that will put the new MAN eTruck through its paces until its market launch.





Batteries have to prove their resistance to open fire, immersion in water and a free fall to the ground, individual components as well as the entire vehicle have to pass demanding crash tests, but also noise measurements and tests on electromagnetic compatibility are just some of the numerous upcoming validations that will make the truck ready for series production.

In addition, the new eTruck will cover many hundreds of thousands of kilometres in continuous operation on European roads. Apart from winter testing, it also includes so-called hot-land testing in the south of Spain with outside temperatures well above plus 40 degrees and strong sunlight, which heats components to an extreme and places very specific demands on the temperature

control of the batteries, the charging management system and also the powertrain components, as Rainer Miksch emphasises: "Meeting the sometimes extremely different operating conditions with regard to the diverse applications of our customers is the fine art of commercial vehicle development. But now that the eTruck has more than fulfilled our expectations in winter testing, the entire test and development team is already looking forward to the upcoming validations and summer testing in order to get one step closer to large-scale production of the electric truck again."

**Story & Images Source:** [www.press.mantruckandbus.com](http://www.press.mantruckandbus.com)



## Campus Future Driveline: MAN researches together with universities on the drives of the future



At the opening of Campus Future Driveline on 6.4.2023 in Nuremberg (from left): Ulrich Zimmer, Site Manager Nuremberg MAN Truck & Bus SE; Prof. Dr. Andreas P. Fröba, Dean of the Faculty of Engineering Friedrich-Alexander University, Erlangen- Nuremberg; Prof. Dr. Siegfried Russwurm, President of the Federation of German Industries (BDI); Prof. Dr. Niels Oberbeck, President of the Nuremberg Institute of Technology - Georg Simon Ohm; Alexander Vlaskamp, CEO MAN Truck & Bus SE; Dr. Frederik Zohm, CTO MAN Truck & Bus SE. Image Credit: Man Truck & Bus

A cooperation between the Friedrich Alexander University of Erlangen-Nuremberg (FAU), the Nuremberg University of Applied Sciences Georg Simon Ohm (Ohm) and MAN Truck & Bus is conducting joint research into the mobility of the future.

The Campus Future Driveline works both decentrally together and spatially united on the factory premises of the MAN site in Nuremberg. The joint laboratories on the MAN site were officially opened in the presence of Prof. Dr. Siegfried Russwurm, President of the Federation of German Industries (BDI) and Marcus König, Lord Mayor of the City of Nuremberg.

To jointly commit to the further development of fossil-free, future-proof drives and to create synergies between science and industry—that is the goal of the Future Driveline Campus, which officially opened in April.

The Friedrich-Alexander University of

Erlangen-Nuremberg (FAU), the Technical University of Nuremberg Georg Simon Ohm (Ohm) and the commercial vehicle manufacturer MAN Truck & Bus are involved. As a triple alliance, they will share their existing infrastructure at previous locations and create new laboratories at the Campus Future Driveline on the MAN factory premises in Nuremberg. The first Ohm students will move into their workplaces here in summer 2022. The conversion of the laboratories was started at the beginning of 2022.

Five test benches have already been set up and put into operation. A total of eight test benches for batteries and fuel cells as well as a materials laboratory are to be built here.

By leasing the space on the Nuremberg factory premises of MAN Truck & Bus to Ohm, the parties involved have succeeded in making particularly sustainable use of existing resources, because Ohm had already been looking for new space for its students for some time. The symbiotic use of the space vacated by MAN in buildings A3, A5 and A8 represents a win-win situation. Before the Campus Future Driveline moved in, the MAN premises were used for the development of natural gas and diesel engines.

"For MAN Truck & Bus, the campus here in Nuremberg is another milestone in the transformation of this tradition-rich site. This is where the most efficient diesel engines were and are already being created, and this is where the most economical battery packs, fuel cells and electric



engines will be developed and produced for our customers in the future with scientific support," said Alexander Vlaskamp, Chairman of the Executive Board of MAN Truck & Bus, during the opening ceremony.

**Prof. Dr. Siegfried Russwurm, President of the Federation of German Industries (BDI) and Honorary Professor of Mechatronics at FAU, was on site in Nuremberg as a guest of honour. He said: "Technology openness paves the way to climate neutrality. This leads to innovations that convince customers worldwide and are demanded by them. Politicians need to promote innovation without ideological blinkers and focus much more on the transfer between science and business."**

Furthermore, representatives of the two participating universities as well as Marcus König, Lord Mayor of the City of Nuremberg, attended the opening ceremony as guests of honour. A video message shown by the Bavarian State Minister for Science and the Arts, Markus Blume, also acknowledged the joint efforts and goals of the partners involved in the Campus.

Prof. Dr. Niels Oberbeck, President of the Georg Simon Ohm University of Applied Sciences, sees many advantages of the cooperation: "Through our application-oriented research, we can not only successfully shape this transformation, which is so important for our region, but also further develop our teaching: Our students gain insights into content and new technologies that would not be possible without the interaction of companies, university and university."

And Prof. Dr. Joachim Hornegger, President of FAU, explains: "Without new and above all sustainable forms of mobility, the transport revolution will not succeed. Close cooperation between science and industry is essential for this. At FAU, scientists have played a decisive role in shaping research in the field of innovative transport technologies in recent years,

just as students are dealing with the topic in various degree programmes. The Campus Future Driveline now brings three important partners in the region, MAN, FAU and THN, even closer together."

The first joint projects of the Campus Future Driveline have been started or put into practice. Prof. Dr. Michael Wensing from FAU wrote the technical lecture "Hydrogen" for the MAN Academy, an internal further education institution. A basic training course on the subject of "hydrogen and fuel cells" developed at the Ohm Professional School (Ohm's institute for further education) has also already gone live. In the field of fuel cells, the research project "Fuel-Cell System Heavy Duty" (FAU), the establishment of an energy laboratory in the NFLUID project (Ohm) and SMART.H2 (Ohm) have been started. The latter deals with the monitoring and regeneration of fuel cells. The BNG 2.0 project (THN), i.e., Battery Next Generation, is concerned with the further development of battery technology.

Nuremberg is and will remain MAN's production and development site—as many recent decisions show. Another project for the future is also about batteries: from 2025, battery packs for MAN trucks and buses will be manufactured in large-scale series production at the MAN site in Nuremberg. The investment (around 100 million euros) is being supported by the Bavarian Ministry of Economic Affairs with 30 million euros as part of the energy research and technology promotion programme.

The pre-development project of the H45 hydrogen combustion engine, which is based on the D38 diesel engine, also originated in Nuremberg. For testing and demonstration purposes, the H45 was integrated into a MAN TGX tractor unit. The topping-out ceremony for a new production hall was also celebrated here at the end of March 2023.



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## Emirates celebrates its aviators' journeys on World Pilots' Day

Airline boasts of nearly 4,000 pilots from 111 nationalities, 400 of whom are proud Emirati nationals. Its US\$135 million new and highly advanced pilot training facility, spanning 63,318sq. ft, is set to open in March 2024.

**DUBAI, UAE:** Airline pilots connect people with places and help create treasured memories – whether it's an unforgettable holiday, a rock concert, a friend's wedding or a mother's warm hug.

So, on World Pilots' Day, 26 April 2023, Emirates salutes its highly skilled aviators for their contributions to global travel and the airline's business, while continuing to recruit First Officers and seasoned Captains.



### Fun Fact:

**When Emirates launched its services in 1985, the airline's pilots then were part of the two wet-leased aircraft from Pakistan International Airlines. Fast forward to today and the airline boasts almost 4,000 pilots from 111 nationalities, of which 400 are proud Emirati nationals. The first Emirati cadet pilot joined in 1986 and retired as Captain after a fruitful career of 20 years.**

Many pilots have grown with the airline. Inspiringly, Emirates has 1,380 pilots who have been working at the airline for 10-19 years, 173 who've served for between 20-29 years, and 5 who have completed 30 years. Emirates' two longest serving pilots, with

over 34 years of service, joined the airline on the same day in 1989.

As travel demand surges, the airline strengthens its network and prepares to take delivery of its Airbus A350s from mid-2024, Emirates continues to grow its pilot community with upcoming recruitment drives. Since the start of 2022, the airline has welcomed over 900 new pilots on its three recruitment programmes – Direct Entry Captains, Accelerated Command, and First Officers.

### Pilot journeys

With Emirates' continuous investments, its pilots fly one of the world's youngest and most modern fleet of 266 all wide-body aircraft of Airbus A380s and Boeing 777s. The airline's pilots fly to six continents and 140 diverse destinations – from San Francisco to Auckland – and across all terrains – over glaciers, deserts, forests, canyons, marshes and mountains, even the North Pole.

Emirates has always been at the cutting-edge of pilot training with a facility that currently houses 10 full-flight simulators for A380s and 777s. Emirates invests in robust, evidence-based training programmes in-house with highly experienced instructors in specially designed environments. This ensures pilots find flying the airline's fleet professionally challenging, fulfilling, interesting, and exciting. Running 24/7, the training team runs every kind of course – from type conversion to command development.

The airline is investing US\$135 million in building a new, highly advanced pilot training facility spanning 63,318sq. ft that's set to open in March 2024. The facility will house 6 more full-flight simulators for its future fleet, including the A350 and Boeing 777-9 aircraft.

Pilots also have access to a range of non-technical training programmes at the Emirates Aviation College and Emirates Aviation University. They enjoy well-defined career paths at Emirates, and can advance to roles in management, training and recruitment.

Emirates' mainly expatriate pilot community relishes living and working in a safe, secure, multicultural environment with colleagues from over 170 nationalities that is reflective of its hub, Dubai. Pilots receive a competitive tax-free salary, spacious accommodation, education allowance, and excellent dental, medical and life cover. They also enjoy chauffeur-driven transport to and from work, laundry services, 42 days annual leave, annual leave tickets, concessional cargo, discounted travel benefits for friends and family, and much more.

### Ramping up pilot recruitment

After a successful pilot recruitment roadshow in Hong Kong and Singapore through March and April, next on its pilot recruitment agenda is an online information session on Wednesday, 10 May 2023 at 1pm, Dubai time. Interested pilots, who would like to learn more about the various flight deck roles, should register at <https://www.emiratesgroupcareers.com/pilots/>.

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## Marhaba! Air Canada to launch new Dubai-Vancouver Service

**DUBAI, UAE:** Air Canada announced the strategic expansion of its international network with the addition of new, non-stop flights from Dubai to its hub at Vancouver International Airport (YVR).

**The new route will operate four times weekly beginning Oct. 30, 2023 onboard Air Canada's flagship Dreamliner fleet. The carrier's new Dubai-Vancouver flights will complement Air Canada's daily service between Dubai and Toronto, broadening its presence in fast-growing international markets.**

"We are extremely pleased to add the only non-stop service linking Vancouver and Dubai, two iconic and vibrant global destinations. Dubai is one of the top destinations worldwide renowned for its

extraordinary landmarks, rich culture and entertainment," said Mark Galardo, Senior Vice President, Network Planning and Revenue Management, at Air Canada.

"Vancouver is a top cosmopolitan destination and this new route offers additional ease to



global visitors looking to experience BC's spectacular natural beauty, range of outdoor activities and exciting adventures. In cooperation with our codeshare and frequent flyer partner Emirates, our Vancouver-Dubai flights will connect to a multitude of destinations across the Middle East, Indian subcontinent and East Africa in Dubai, providing customers with choice and convenience while travelling for business or visiting friends and family," he added.

Rob Fleming, British Columbia Minister of Transportation and Infrastructure, remarked, "Adding this new transportation link from Dubai will allow visitors to more easily and efficiently experience all B.C. has to offer."

Air Canada's international onboard services showcase some of Canada's best culinary talent through the airline's panel of celebrated chefs, comprising award-winning, Vancouver-based chefs David Hawksworth and Vikram Vij, and renowned Montreal chefs Antonio Park and Jérôme Ferrer. Complementing the culinary journey is a selection of top wines chosen by leading Canadian sommelier, Véronique Rivest.

Customers have opportunities to collect and redeem points through Aeroplan, Canada's leading loyalty program, when travelling with Air Canada, and eligible customers have access to priority check-in, Maple Leaf Lounges, priority boarding and other benefits including Air Canada's exclusive Signature Suite at YVR.

Flights between Dubai and Vancouver will be operated with Boeing 787 Dreamliner aircraft featuring three cabins of service for customers to choose from, including Signature Class with lie-flat seats, Premium Economy and Economy Class. Seats are available for sale now at [aircanada.com](http://aircanada.com), via the Air Canada App, Air Canada's Contact Centres, and travel agents. Flights have also been timed to conveniently connect to and from destinations in Alberta, BC and the western USA via Air Canada's hub at YVR.



## Ethiopian Airlines starts Arabic and French services at its Global Customer Interaction Center

**Addis Ababa, Ethiopia:** Ethiopian Airlines, the largest airline in Africa, has begun providing two more international languages, Arabic and French at its Global Customer Interaction Center.

The center underwent a major reform in 2014, expanding its interaction scope with customers from call handling to an omni-channel interaction leveraging multiple channels, including social media. It operates 24/7 with state-of-the-art technology catering to all its customers worldwide from its brand-new multi-floor building located within the headquarters of Ethiopian Airlines Group.

"We are excited to further expand the services of our globally acclaimed customer interaction center using Arabic and French as additional international languages for handling the queries of our customers. The addition of these languages is a game changer as it will enable us to cater to our customers with

their preferred languages. It will also increase our customer reach to locations where these languages are spoken predominantly. Offering the services of our Global Customer Interaction Center in multiple international languages also proves our commitment and relentless efforts to elevate customers' experience," said Ethiopian Airlines Group CEO Mesfin Tasew.

The center has received the 'World Class Contact Center' accolade from Snapshotz, an internationally recognized certifying body for



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### CONTACT US

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## Abu Dhabi Airports confirms appointment of Maureen Bannerman as new CCO

**Abu Dhabi, UAE:** Abu Dhabi Airports announced the appointment of Maureen Bannerman as the company's new Chief Commercial Officer (CCO).

In her new role, which took effect on January 2, 2023, Maureen has assumed roles and responsibilities, including developing and implementing commercial plans, that align with Abu Dhabi Airports' business strategy and financial objectives, as well as identifying and pursuing viable new commercial opportunities.

As CCO, she will also play a pivotal role in the company's long-term strategic growth plans in line with Abu Dhabi Economic Vision 2030. Her efforts will be centered around innovating to deliver product and service excellence, within safe, secure and sustainable airport operations as per industry best practices and promoting tourism and trade via world-class connectivity.

A highly accomplished leader and seasoned

professional with over 20 years of experience primarily within the aviation industry, Maureen has joined Abu Dhabi Airports following a successful tenure as Chief Executive Officer and Managing Director of APM Terminal at the Khalifa Bin Salman Port in Bahrain.

In addition to her invaluable aviation experience, Maureen who holds a Master's Degree in Business Administration and Higher National Diploma in Business and Finance, also brings extensive expertise in the logistics and transport fields, having held positions at renowned organisations such as Serco and Network Rail in the UK.

On her appointment, H.E. Eng. Jamal Salem Al Dhaheri, Managing Director & CEO of Abu Dhabi Airports, commented: "We are delighted to welcome Maureen to Abu Dhabi Airports as part



of our Executive Team. We are confident her exemplary track record will help realise our growth strategies and commercial plans as an enabler and a catalyst for tourism, trade, logistics and business in the emirate and the UAE."

## Lisa Atherton named President & CEO of Bell



**Middle East:** Textron Inc. (NYSE: TXT) has named Lisa Atherton as the new president & CEO of

the Bell segment, effective April 28, 2023.

Atherton, most recently the chief operating officer of Bell, succeeds Mitch Snyder, who will be retiring after more than seven years as president & CEO of Bell and nearly 20 years with the company.

Atherton served as president & CEO of Textron Systems from 2017 until January 2023 when she was named COO at Bell. She joined Textron Defense Systems in 2007 and, in 2013, she transitioned to Bell and held a number of leadership positions within Military Programs, including executive vice president, Military Business. A graduate of the U.S. Air Force Academy, she served eight years at the U.S. Air Force Air Combat Command's Directorate of Requirements.

Commenting on the transition, Scott C. Donnelly, Textron chairman & CEO, said, "Lisa has done an outstanding job of building strong teams at Bell and Textron Systems in her 16 years with the company and has earned the confidence of our customers. Under her leadership, Bell will continue its strong execution across military and commercial

programs and I am confident that she will provide the strategic vision to generate future growth for Bell.

"I also want to thank Mitch for his leadership. During his tenure, Mitch oversaw the development of new technologies and product innovations, significant wins in Bell's military business and the expansion of our commercial programs."

## Tobias Sühlmann is Bentley's new Director of Design



**Cheshire, England:** Bentley Motors announced the appointment of Tobias Sühlmann as the new Director of Design, commencing 1 February 2023. He succeeds Andreas Mindt who moves to the Head of Design role at

Volkswagen Passenger Cars.

Sühlmann has been promoted from his position as Head of Exterior Design at Bentley, having joined the luxury marque in October 2021. With a 20-year career in automotive design, Sühlmann has held senior design positions at McLaren, Aston Martin, Bugatti and Volkswagen's Potsdam Design Centre which he joined in 2005 before moving to Volkswagen Design in Wolfsburg in 2007. Here he worked on the Passat, Arteon and Touareg as well as different Showcars.

He was instrumental in the design of the Bentley Batur, working under the direction of Andreas Mindt. Batur embodies the start of a design revolution at Bentley, showcasing a new

design DNA that will ultimately guide the design of Bentley's future range of battery electric vehicles.

Sühlmann will report directly to Dr. Matthias Rabe, Bentley's Board Member for Research and Development, who commented: "Tobias has made a very significant, positive impression since joining us in 2021 in what was, and still is, a critical, yet exciting time for the business as we accelerate our journey to full electrification by 2030. His previous experiences from luxury automotive, combined with a strong understanding of the Bentley brand and the Volkswagen Group means he is perfectly positioned to enable us to achieve our future ambitions as the leader in sustainable luxury mobility."

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# Upcoming Events



## 35th IATA Ground Handling Conference (IGHC)

The IATA Ground Handling Conference (IGHC) is the most important annual event of the industry. It brings together industry's leaders from airlines, airports, ground service providers to manufacturers.

Last year, 800 delegates gathered in Paris, France to discuss and implement industry standards, policies and procedures on ground handling.

**16-18 May 2023**

**Abu Dhabi National Exhibition Center, Abu Dhabi, UAE**

## CNS Partnership Conference 2023

The CNS Partnership Conference is a key component of CNS' work. It has brought together the leaders and decision-makers of the industry to explore and influence the future development of air cargo. Lasting business relationships, strategic partnerships and life-long friendships were initiated at our annual conference.

The CNS Partnership Conference maintains a 3-day action-packed program! Mixing fun social events and content sessions, enabling you to: Create connections with potential partners and prospective new business; learn about the latest trends and developments affecting the air cargo supply chain through a conference type set-up in addition to a variety of panels and break-out sessions, and; stay up-to-date with the latest government regulations and its impact in our industry.

**4-6 June 2023, Miami, Florida, USA**

## 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**

## The 13th International Conference on Logistics & Transport 2023

This is the 13th international conference organized by the Centre for Logistics Research at Thammasat Business School, Thammasat University, the Graduate School of Chiang Mai University and the Supply Chain and Engineering Management Research Unit of Chiang Mai University. Hosted by Hanken School of Economics, this is a major event for researcher in transport, logistics, supply chain and value chain management especially in the Asia Pacific region.

The theme for this year's event is "Circular Supply Chain for Resilience". With the current movement towards an eco-friendly future, the role of repurposing what is once viewed as "waste" are recycled back in the manufacturing operation. Along with the adaption of data analytics in supply chain, physical internet, blockchain in supply chain, digital supply chain, computer applications in supply chain and disruptive technologies, resilience in circular supply chain have received a considerable attention in the current domain of supply chain management.

**27-29 September 2023, Helsinki, Finland**

## Air Cargo/Transport Logistic Southeast Asia

transport logistic Southeast Asia is the latest edition of the world's largest trade show for transportation and logistics industry. It is poised to become the most influential meeting place for logistics, mobility, IT and supply chain management in Southeast Asia region.

Based on the established concept of the Munich exhibition, and benefiting from the extensive global network of Messe München, transport logistic Southeast Asia will bring together the world's leading service providers, to meet, network and trade with top buyers from the region. The event will also comprise of a high-level summit where expert speakers will share key trends and insights on some of the most forward-looking topics.

**1 - 3 November, 2023  
Marina Bay Sands Convention Centre,  
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