

air cargo update

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United Cargo

The belly-carrier trailblazer



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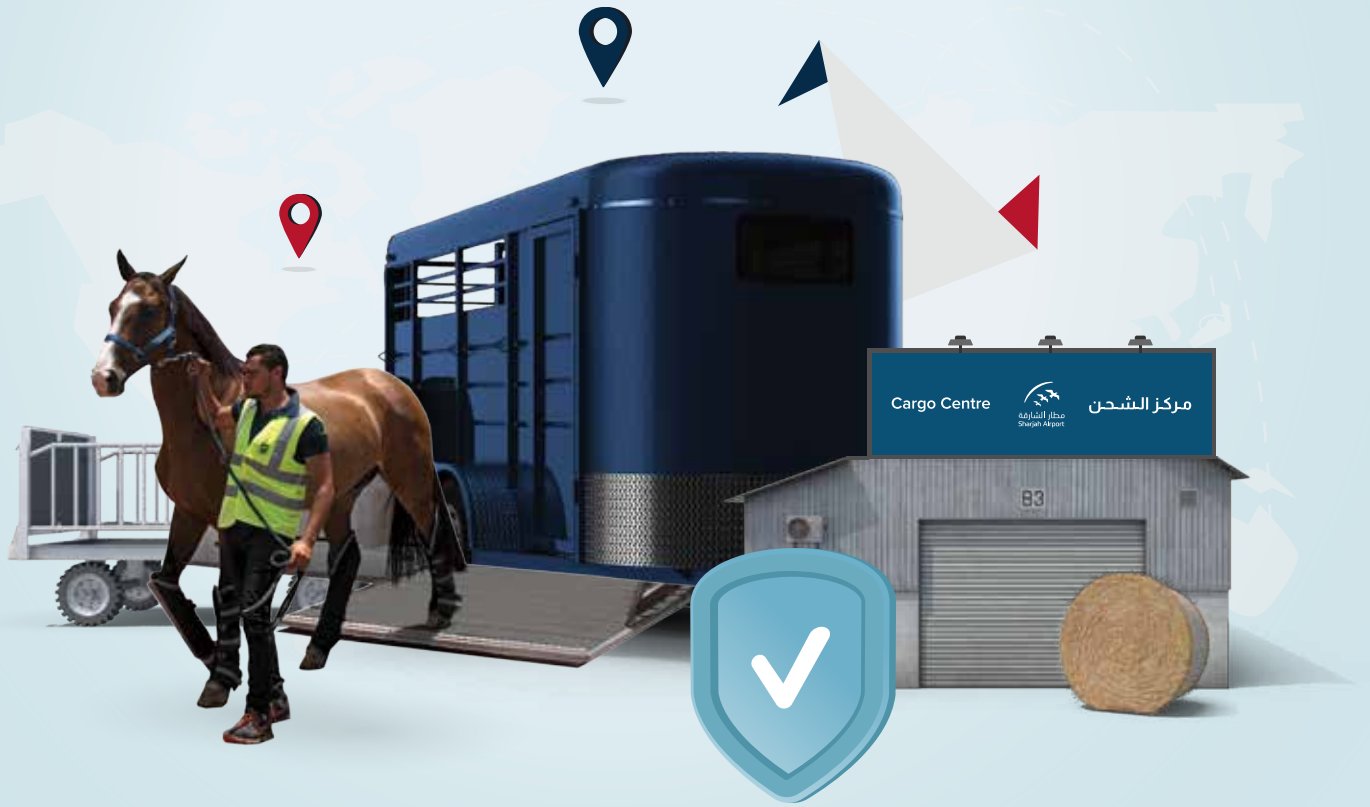
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**Air Cargo: The driving force
in the sky of global trade**

Often overshadowed by the passenger aviation sector, the air cargo industry actually plays a crucial role in a healthy global economy.

Its significance is underscored by its ability to transport time-sensitive goods, high-value commodities, and perishable items across vast distances with unparalleled speed and efficiency. As the world becomes increasingly interconnected, the demand for swift and reliable air cargo services continues to surge.

In 2023, the global air cargo market was valued at USD 185.3 billion. It is projected to grow at a CAGR of 4.3% between 2024 and 2032, reaching USD 288.8 billion by 2032, according to experts. Its growth is largely driven by the surge in e-commerce, globalization of supply chains, and the increasing demand for faster and more reliable delivery of goods.

The industry has demonstrated remarkable resilience, particularly during times of global crises. The COVID-19 pandemic, for instance, exposed the critical role of air freight in the supply chain. As sea and land transportation faced disruptions, air cargo emerged as a lifeline, ensuring the timely delivery of essential medical supplies, pharmaceuticals, and other vital goods.

In this edition, we'll bring insights from some of the industry stalwarts on the future of air cargo in the digital era.

Several key trends are shaping the future of the air cargo industry—the eCommerce boom; the rise of pharmaceutical logistics; the greater need in transporting perishable goods such as fresh produce, seafood and other food items; air cargo is the preferred mode of transport for high-value goods such as electronics, precious metals, and gemstones, due to its speed and security.

Add to that is the Supply Chain Optimization: The increasing complexity of global supply chains necessitates efficient logistics solutions. Air cargo offers flexibility and agility, enabling businesses to optimize their supply chains and reduce lead times.

As with other industries, air cargo faces several challenges which include rising fuel costs, capacity constraints, regulatory hurdles, among others. However, these challenges also present opportunities for innovation and growth, especially in technological advancements.

As the world becomes increasingly interconnected, the demand for fast, reliable, and sustainable air cargo services will only grow stronger. And we're optimistic the industry is up for the challenges ahead.

Happy New Year!

Gemma Q. Casas
Editor-in-Chief

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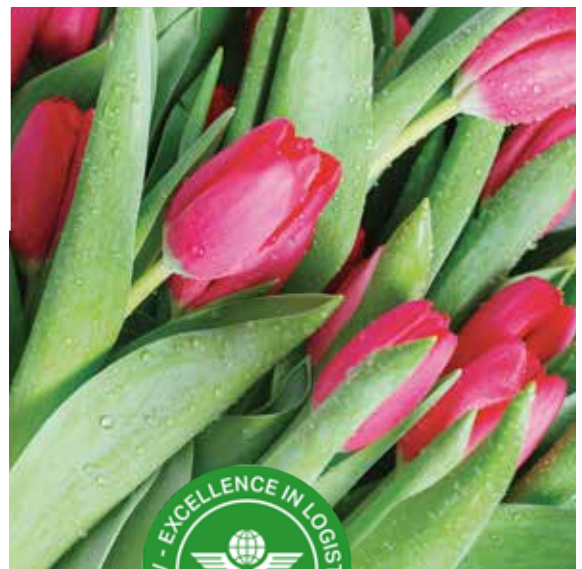
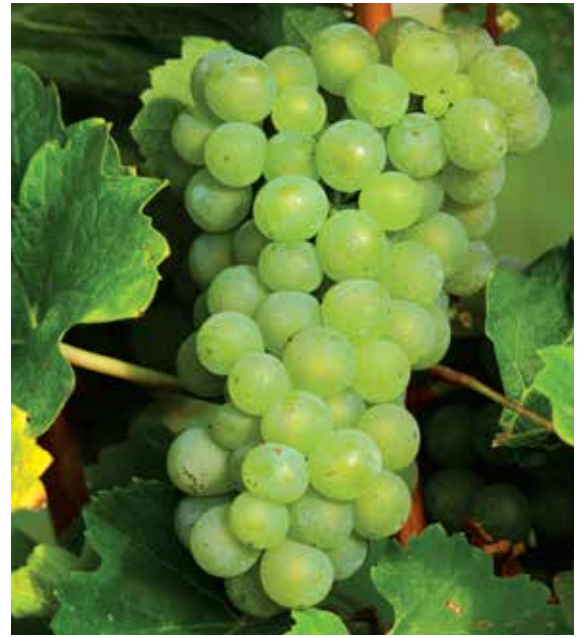
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Charity work and sports: Keys to Jettainer CEO's work-life balance

Aviation has always been more than just an industry for Dr. Jan-Wilhelm Breithaupt—it's been part of his DNA. Raised in a household where both his parents worked for Pan American, and with his father overseeing cargo operations at Hanover Airport, his connection to the skies was formed early on. Now, as the Managing Director and CEO of Jettainer GmbH, Dr. Breithaupt leads with a unique blend of passion, experience, and vision.

"Aircraft and the aviation world fascinated me from an early age," Dr. Breithaupt shared. However, his father, keenly aware of the industry's volatility, advised him to pursue a more stable path, leading him to study mechanical engineering and production logistics. Despite this pragmatic choice, his passion for aviation eventually drew him back, landing a fulfilling role at Lufthansa Technical Logistics.

Over the years, he climbed the ranks, holding roles such as global fulfillment management at Lufthansa Cargo before stepping into his current position at Jettainer.

Reflecting on his first months as Jettainer's CEO, Dr. Breithaupt found the company's smaller, agile structure refreshing. "The flat hierarchies and culture of quick decision-making here are invigorating," he noted.

Transitioning from passenger operations to the cargo sector came with its share of hurdles. "The industry was very airline-centric when I started, and logistics wasn't a priority," Dr. Breithaupt explained. While his background in production logistics was an asset, convincing seasoned colleagues to adopt new strategies like lean processes posed a challenge. Yet, Dr. Breithaupt's persistence paid off, and he gradually gained acceptance within the close-knit cargo community by engaging at industry conferences and building strong relationships.

"This industry is very much people-driven," he emphasized. Establishing a network of stakeholders was critical, but the openness of the cargo community made the process rewarding. Now, with over a decade of experience, he proudly calls the air cargo sector "a fantastic space to work in."

In an industry that never sleeps, maintaining a work-life balance might seem impossible, but Dr. Breithaupt has found his stride. "It comes down to how you lead your team," he said, emphasizing the importance of trust. By delegating responsibilities and empowering his team, he avoids being consumed by operational details. "If something needs improvement, we address it together.



Dr. Jan-Wilhelm Breithaupt
MD & CEO, Jettainer GmbH

This approach keeps operations stable and ensures I'm not constantly dealing with crises at odd hours."

Outside of work, Dr. Breithaupt finds fulfillment in charitable efforts, having been an active Lions Club member for over a decade. Sports with friends from diverse industries provide another outlet. "When we're together, we talk about anything but aviation," he laughed, highlighting the importance of stepping away to recharge.

For a man in aviation, choosing a favorite destination is no easy task. Yet, Hong Kong holds a special place in Breithaupt's heart. "It's dynamic, authentic, and has such a unique vibe," he enthuses. From the bustling city to serene escapes like Lantau and Lamma Islands, Hong Kong's blend of energy and tranquility captivates him.

While he appreciates Singapore's spotless perfection, it's Hong Kong's raw authenticity that he finds most compelling. "It feels more real, more tangible," he says, adding that both cities offer distinct yet enriching experiences.

When asked about role models, Dr. Breithaupt highlighted the importance of visionary leadership. "A true leader has a clear plan for the next 3-5 years and listens to their team while maintaining focus," he explained. He values leaders who minimize hierarchies and maintain direct, approachable communication. "At Jettainer, I talk directly to the concerned person," he says. "It's efficient and fosters stronger connections."

Dr. Breithaupt encourages young adults to consider a career in the sector, saying, "The air cargo industry is global, dynamic, and incredibly rewarding. To the younger generation: Come join us. We need your energy & ideas. The air cargo industry is a fascinating place to build a meaningful, exciting career." 🍷

WFS wins historic SAS Cargo Handling contract at Stockholm Arlanda Airport



The agreement was signed in Stockholm by Markus Ek, CEO of SAS Cargo Group, and Lone Riise, the airline's Head of Cargo Handling, and, on behalf of WFS by Marc Claesen, SVP Northern Europe and Africa, and Kim Elfström, Managing Director Sweden.

Singapore: Worldwide Flight Services (WFS), a member of the SATS Group, has won a long-term contract to become SAS Cargo's handling partner at Stockholm Arlanda Airport, one of the airline's main Scandinavian hubs.

The contract, which starts on 24 February 2025, follows a thorough selection process by SAS Cargo, and marks the first time the airline has partnered with an external handling provider at one of its Scandinavian hubs. It also extends SAS Cargo's business partnership with WFS, which already holds cargo handling contracts with the airline in Belgium, Ireland, Netherlands, and Spain.

"Arlanda, Stockholm, is a very important hub for us at SAS Cargo and the decision to partner with Worldwide Flight Services (WFS) reflects our ongoing commitment to providing consistent, reliable service for our customers. With WFS's extended experience, together with the recent acquisition of Terminal & Transporttjänst i Sigtuna AB (TT) and APH Logistics AB (APH), we are confident in their experience and high operational standards," said Markus Ek, SAS Cargo CEO.

Marc Claesen, SVP Northern Europe and Africa at WFS, commented: "This is a very significant contract for WFS in Sweden and reflects the reputation for service quality we have built with SAS Cargo at other major airports in Europe. It is also testimony to our ability to offer the airline a long-term partnership with global growth potential. SAS Cargo is a leading provider of air cargo services in Northern Europe, linking Scandinavia to global markets and we share its commitment to prioritize operational excellence and continuous improvement."

WFS has been providing cargo handling services at Stockholm Arlanda since 2012 and, in June 2024, increased its local infrastructure, market opportunities, and expertise in Sweden with the acquisition of Terminal & Transporttjänst i Sigtuna AB (TT) and APH Logistics AB (APH). 🇸🇪

AIR CARGO TECH TRENDS FOR 2025

Volatility in e-commerce capacity, supply chain issues and geopolitical tensions globally rocked the air cargo industry throughout 2024. However, all these uncertainties are expected to fade away in the coming few days as conditions are changing gradually. Airports are now continuously looking at building network resilience with a sense of sustainability.

This focus is attributable to CrowdStrike IT outage, which happened in July 2024. When the systems completely depend on technology, it is essential to thwart such outages in a quick span of time. Hence, building resilience will be the focal point for the entire year.

Apart from this, augmented reality and wearables could be the center of discussion around training and real-time data access as immersive learning is the spotlight. Also, there will be continued efforts to leverage big data and predictive AI for forecasting as well as performance monitoring. Deployment of drones and autonomous vehicles to scale-up safety and security in airports too could build up. Possibly there could be a regulation too for drones in the airport ecosystem and its use cases could also be expanded.



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Silk Way Group unveils new cargo airport in the Alat Free Economic Zone at COP29



Baku, Azerbaijan: Silk Way Group announced at the recently held COP29 in Azerbaijan's capital that it will construct a new cargo airport at the Alat Free Economic Zone due for completion by 2026. The project will serve as a transit hub with the zone's facilities having access to Baku International Sea Trade Port, extensive railway and motorway networks as well as to the newly built airport, collectively enhancing Azerbaijan's transportation and distribution capabilities.

The new airport will operate under the Silk Way Alat Free Economic Zone Company, a registered entity established to advance Silk Way Group's logistics and infrastructural initiatives in the region in line with Azerbaijan's national economic development strategy.

The project includes the construction of individual forwarder warehouses, state-of-the-art perishables airside facilities, and modern office buildings. Designed as an advanced logistics hub, the airport will include 18 aircraft stands, a 4,000-meter runway

and taxiway as well as an air traffic control center, fuel and fire services, and other related amenities.

Sander Doves, Director of TKH Airport Solutions, a key technology partner in the project, emphasized the implementation of sustainable technologies and energy-saving solutions, specifically focusing on CEDD AGL, TKH's advanced airfield ground lighting technology to be used in the construction of the runway.

Zaur Akhundov, President of Silk Way Group, expressed enthusiasm for the project, saying, "The establishment of the new cargo airport in the Alat Free Economic Zone represents a significant milestone in the country's history, signifying a shift towards new opportunities that will effectively address the increasing local and global demand for freight transport. This initiative not only bolsters our standing within the Middle Corridor but also opens up new avenues for growth, offering promising prospects for our business, as well as for our valued partners and investors."

Jawad Dbila, CEO of Silk Way Alat Free Economic Zone Company, also emphasized the importance of the project, stating: "The new cargo airport will serve as a pillar of the Alat Free Economic Zone, transforming our vision for Azerbaijan's logistics and transportation capabilities into reality. As an official Silk Way entity, our focus is on integrating sustainable practices and advanced infrastructure to enhance connectivity, attract international partnerships, and reinforce Azerbaijan's role as a transit logistics hub. We look forward to witnessing this project's impact on our region's economic landscape and the opportunities it will generate."

Erik Velderman, CEO of TKH Airport Solutions, noted: "We are pleased that Silk Way has selected TKH Airport Solutions and CEDD Airfield Ground Lighting technology for the new CAT III Cargo Airport. Our state-of-the-art low voltage CEDD technology enables significant energy savings for the airport and supports the sustainable transformation of airport operations. We look forward to contributing to reducing the environmental impact of air cargo." 🌍

TIACA launches 5th annual Air Cargo Sustainability Survey



Miami, Florida: The International Air Cargo Association (TIACA) is calling on the air cargo industry to participate in its recently launched 5th Annual Air Cargo Sustainability Survey designed to monitor their progress towards a sustainable future.

The results and recommendations of the air cargo sustainability survey are published annually in the Insights Report. The first report was published in 2020 and serves as a benchmark to measure year-on-year progress of the air cargo industry's sustainability activities.

"We look forward to hearing the progress the industry makes toward a sustainable future each year. While we have a lot to do, it is important that we monitor and track progress, so we know as an industry where we are improving and where we need to pay more attention," said Steven Polmans, the Chairman of TIACA.

TIACA said its sustainability program is set to support its members and the air cargo industry in making necessary transformations to do good for the planet, the people and the business. The initiative supports the organization's 3+2 vision: People, planet, prosperity + innovation & partnerships.

"The sustainability survey and Insights Report are one piece of our sustainability portfolio that we have developed to help the industry move forward toward a sustainable future. We invite everyone to be involved not just with the survey, but with the important programs we have developed to assist the industry like BlueSky, Climate Action, the annual Sustainability Awards and the Training Repository," said Glyn Hughes, Director General of TIACA. 🌍



Emirates joins the Move to -15C Coalition



Dubai, UAE: Emirates, the world's largest international airline, has joined the Move to -15oC global coalition, securing its place as the first airline to bring its expertise to the initiative, lending its wealth of knowledge and experience in handling and shipping to the practical application of this potentially industry-changing initiative.

First launched at COP28 hosted in the UAE, the Move to -15oC coalition aims to redefine frozen food temperature standards and reduce energy consumption in the frozen food supply chain. The working hypothesis suggests that a three-degree change in temperature could make a significant environmental impact with no compromise on food quality and safety.

By bringing together cross-industry partners, the coalition will explore the real-world implementation of this research through data sharing, suggested operational revisions, collaborating with members and stakeholders, as well as engaging with policymakers and regulators to educate and advocate.

Perishables represent Emirates SkyCargo's largest business unit by tonnage, with 900 to 1,000 tons of fresh food travelling around the world on Emirates' flights every day. While frozen foods may represent a small percentage, the airline has built outstanding cool chain infrastructure, employed proprietary innovations and established strong working relationships across the supply chain that would provide key insight when reimagining the frozen food supply chain.

"We have long been leaders in the movement of perishable food, connecting the global agricultural community with their customers across the globe and delivering freshness you can taste. The Move to -15oC coalition is a future-looking concept, bringing together likeminded partners to evolve the industry in line with current advancements in technology, equipment, facilities, packaging and more. We are excited to offer our insight and expertise to help shape the next phase of food logistics while driving meaningful environmental impact," Dennis Lister, Senior Vice President of Product and Innovation, Emirates SkyCargo, noted.

Thomas Eskesen, Chairman of the Move to -15°C Coalition, says, "We are excited to welcome Emirates to our Coalition. The airline industry plays a vital role in the global cold chain, and having a leading airline like Emirates on board represents a key step forward to us.

"Ambitious climate action across the complex frozen food supply chain – which includes food production, ports, shipping, road, rail and air freight, cold storage and retail – can only happen through cross-sector collaboration. By joining the Coalition, Emirates

is demonstrating that change is possible through industries joining forces."

The Move to -15°C coalition was established in 2023, following the launch of the Three Degrees of Change report, an academic paper supported by global logistics firm, DP World, and delivered by experts from the Paris-based International Institute of Refrigeration, the University of Birmingham, and London South Bank University, among others.

Emirates is focused on sustainable and environmental initiatives that drive impact, both in its own operations and across the industry. Recognizing that no one entity can achieve far-reaching results alone, a key part of the airline's strategy is to find solutions to the biggest challenges in partnership with wider industry.

In addition to the Move to -15oC coalition, Emirates is also an industrial partner of Aviation Impact Accelerator (AIA), marking the first disbursement from the airline's USD\$ 200 million Sustainability Fund, dedicated to research and development projects focused on reducing the impact of fossil fuels in commercial aviation. Emirates also joined The Solent Cluster in the UK, a cross-sector collaboration aimed at reducing CO2 emissions and producing low-carbon fuels.

5 more Boeing 777 freighters up for delivery between 2025-2026

Meanwhile, Emirates announced it has placed a firm order for 5 more Boeing 777 freighters to be delivered between 2025/2026. Pending its previous orders, the airline now has 14 B-777Fs up for delivery from Boeing from now until end 2026.

In addition, Emirates has signed a multi-year lease extension with Dubai Aerospace Enterprise for 4 Boeing 777Fs in its existing fleet. Based on these investments, by December 2026, Emirates SkyCargo expects to operate a fleet of 21 production-built Boeing 777 freighters, significantly expanding its current fleet of 11 units.

Emirates also remains invested in converting 10 passenger Boeing 777-3000ERs into freighters for further capacity and fleet growth.

"We're investing in new freighter aircraft to meet surging demand and provide our customers around the world with even more flexibility, connectivity, and options to leverage market opportunity. Demand for Emirates' air cargo services has been booming. This reflects Dubai's growing prominence as a preferred and trusted global logistics hub, and also the success of Emirates SkyCargo's bespoke solutions that address the needs of shippers in different industry sectors," said HH Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline and Group. 🇦🇪



Thai Airways appoints Globe Air Cargo India for Bangalore and Cochin operations

Paris, France: ECS Group's subsidiary, Globe Air Cargo India, has been appointed as the GSSA for Thai Airways in Bangalore and Cochin.

Under the new contract, Globe Air Cargo India oversees daily A350-900 flights from Bangalore, each providing a cargo capacity of 15 tons. Initially operating 3 weekly flights, Cochin has now expanded to daily operations, contributing an additional 2.5 tons per flight approximately.

This strategic move significantly bolsters Thai Airways' cargo network within India, with Globe Air Cargo India now managing four of the airline's eight major stations nationwide, and handling over 40% of its total exports from the country. The primary commodities expected

to benefit from this agreement include pharmaceuticals, perishables, garments, spices, and automotive parts, supported by improved logistics and streamlined connections.

Jean Ceccaldi, CEO of ECS Group, expressed his enthusiasm for the collaboration: "Our partnership with Thai Airways underscores the trust in our expertise and operational excellence. Expanding our footprint in India through this contract enables us to support Thai Airways in optimizing its reach and enhancing trade flows between India and international markets."

Girish Kunder, Managing Director of Globe Air Cargo India, echoed these sentiments: "This partnership marks an exciting chapter for Globe Air Cargo India as we join forces with Thai Airways to boost cargo capacity and connectivity across key routes. Leveraging our resources and experience, we are dedicated to delivering a seamless experience for our customers and positively impacting the air cargo industry in India."



Veera-Anong Pookgaman, Team lead of Cargo and Mail Sales at Thai Airways also emphasized the importance of the collaboration: "Partnering with Globe Air Cargo India aligns perfectly with our strategy to strengthen our presence in the Indian market. Their extensive experience and commitment to service excellence assure us that this collaboration will enhance the reliability and efficiency of our cargo services, meeting the diverse needs of our clients."

This contract marks a significant milestone for ECS Group as Globe Air Cargo India assumes a pivotal role in supporting Thai Airways' expansion and operational success in India's dynamic cargo sector. 🌏

Liege Airport posts strong growth in October with cargo movements and tonnage both up



Liege, Belgium: Liege Airport (LGG) reported a strong performance in October 2024 with notable increases in both cargo aircraft movements and tonnage handled, underscoring its resilience and adaptability in the global logistics market.

Compared to October 2023, which saw 2,120 cargo aircraft movements, LGG recorded a 20% increase in October 2024, reaching 2,553 movements. During the period, the airport saw a 16% increase in tonnage, handling 103,429 tons compared to 89,453 in October last year.

"This growth reflects our airport's strategic position and ongoing investments," said Torsten Wefers, Vice President of Sales & Marketing at Liege Airport. "As Europe's leading hub for cargo traffic, we continue to expand our role as a major center for e-commerce, floral shipments, and pharmaceuticals."

Wefers added, "If this growth trajectory holds, 2024 will mark our second-strongest year to date, following only the exceptional COVID-peak in 2021. Our flexible business model has allowed us to weather significant changes, including the restructuring of a major client and the exit of AirBridge Cargo, which reduced annual volumes by 300,000 tons. Through ongoing diversification of our airline partnerships and growth in our freight forwarding community, we have become less reliant on any single customer."

Liege Airport says it remains committed to adapting to market dynamics and expanding its footprint as a critical logistics hub in Europe, driven by a versatile approach that continues to attract new partners and bolster operational resilience. 🌏

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Qatar Airways Cargo and Japan Airlines sign MoU to strengthen their airline cargo partnership



Doha, Qatar: Qatar Airways Cargo, the world's leading air cargo carrier, has signed a Memorandum of Understanding (MoU) with Japan Airlines, a pioneer in Japanese aviation, to strengthen their partnership and enhance their product offerings to cargo customers.

This follows the announcement earlier this year that Japan Airlines started daily passenger flights from Tokyo Haneda Airport to Hamad International Airport in Doha. Qatar Airways Cargo and the Japan Airlines Cargo division (JALCARGO) have now expanded their long-standing relationship as oneworld partners by signing this MoU. The agreement aims to deliver an enhanced product offering to cargo customers and achieve operational synergies.

In the presence of Qatar Airways' Group Chief Executive Officer, Engr. Badr Mohammed Al-Meer, the MoU agreement was signed by Qatar

Airways Cargo's Chief Officer Cargo, Mark Drusch, and Japan Airlines Executive Officer, Senior Vice President, Head of Cargo and Mail, Yuichiro Kito.

"This MoU symbolizes a commitment to a deeper partnership, aiming to integrate both networks via the hubs in Doha and Tokyo. This will enhance network connectivity and product offerings for customers, linking Japan to Qatar Airways' extensive network in Europe, the Middle East, the Levant, and Africa, and vice versa. Customers will benefit from improved connectivity and access to a wider range of destinations," said Drusch.

Kitof said the agreement is a significant milestone between JAL and Qatar Airways Cargo, saying, "For the first time in 13 years, we have commenced the operation of our own freighters. Through this agreement, JALCARGO will leverage JAL's passenger flights, freighter network, and the newly expanded Qatar Airways network to deliver customers' cargo to an even broader range of destinations than ever before."

Both parties agreed to enhance their collaboration by optimizing their mutual networks and plan to extend their cooperation into various fields. The partnership will be further enhanced next year, when Qatar Airways Cargo will begin freighter services between its hub at Hamad International Airport and Japan Airlines hub at Tokyo Narita airport.

The partnership is expected to generate significant economic value by enhancing trade flows between the regions served by Japan Airlines and those served by Qatar Airways Cargo. Over the past 12 months, both carriers have transacted 4,462 tons of import and export cargo in Japan, highlighting the substantial impact of their collaboration. The MoU and commitment to the partnership will see this figure grow in the coming years. 🇶🇦

Challenge Group launches first flights to Nairobi, Kenya



Malta: Challenge Group has successfully launched its inaugural flights to Nairobi, Kenya, on 02 December, marking the company's first destination in Africa.

Using a B767 freighter aircraft with 52 tons capacity and volume of 400 cubic meters, the flights to Nairobi will operate twice weekly - Mondays and Thursdays.

Challenge Group says this historic milestone reflects its strategic commitment to fleet growth and expanding into new markets. Following the successful

launch of its Indian operations, the addition of Nairobi underscores the company's dedication to meeting the evolving needs of its global customer base.

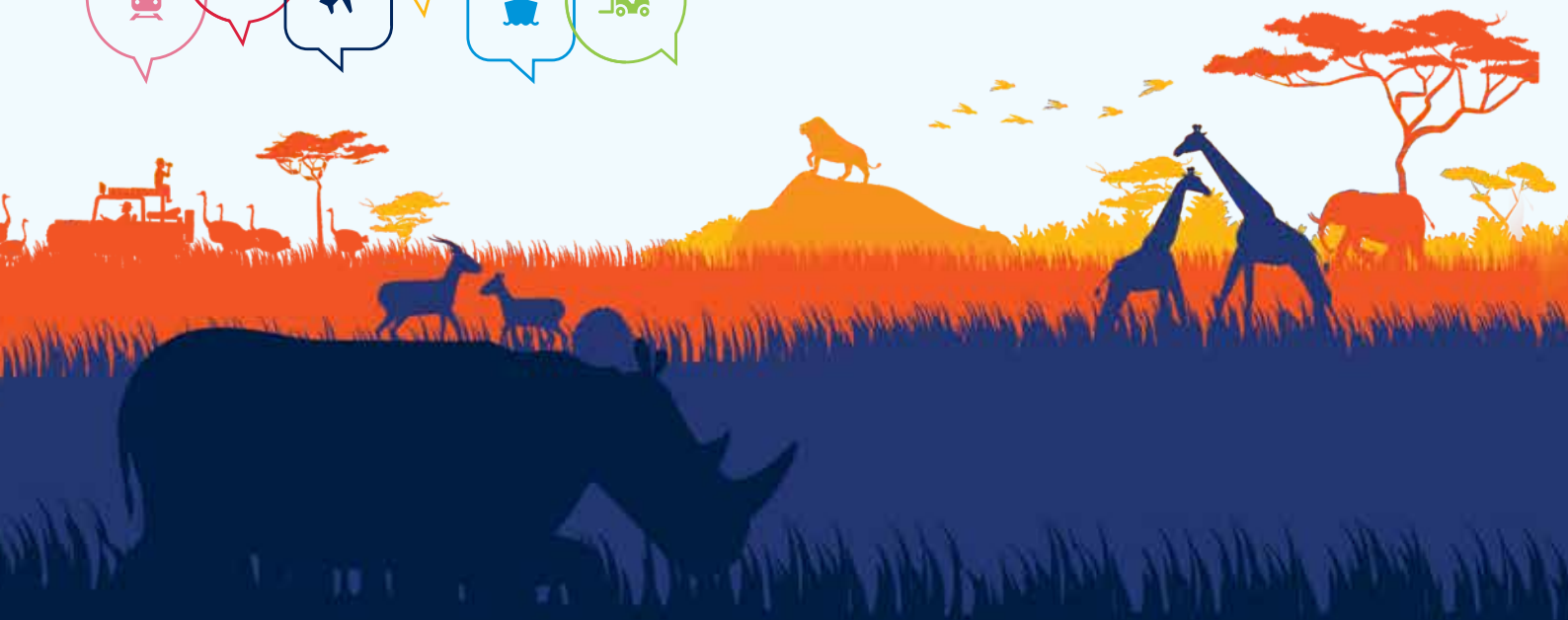
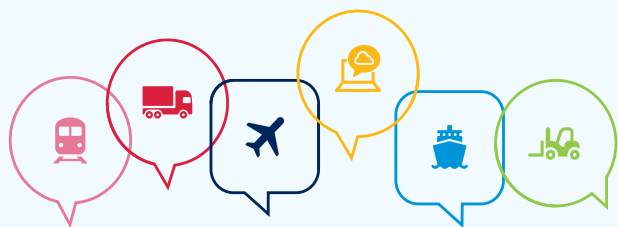
"Our decision to launch flights to Nairobi is driven by our customer-centric approach," said Or Zak, Chief Commercial Officer at Challenge Group. "With the increasing demand for airfreight solutions out of Africa, we are delighted to offer our clients dependable access to this emerging market. Additionally, by linking Nairobi to our hub in Liege, we are strengthening Liege's role as a competitive and well-equipped hub for handling and distributing perishable cargo."

The new service aims to facilitate global trade by linking Nairobi, a key market for perishable goods, with Challenge Group's operational expertise at Liege Airport. This alignment with the airport's overall strategy to enhance its capabilities for perishable cargo solidifies Challenge Group's position as a key enabler of global trade.

Challenge Group's entry into Africa is an exciting step forward, not only for the company but also for its business partners and clients worldwide. With its growing network and innovative services, Challenge Group continues to deliver on its promise of connecting markets and driving trade worldwide. 🇰🇪

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Global air cargo demand up nearly 10% in October 2024, the 15th month of consecutive growth

Geneva, Switzerland: The International Air Transport Association (IATA) says the total global air cargo demand, measured in cargo ton-kilometers (CTKs), rose by 9.8% compared to October 2023 levels (10.3% for international operations) for a 15th consecutive month of growth.

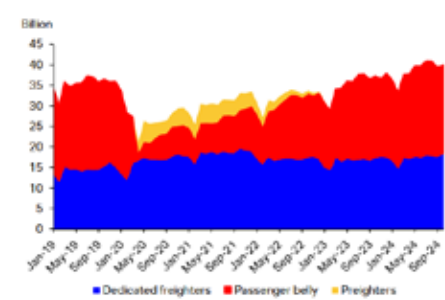
The rising demand was complemented by a drop in fuel costs, generating more profits for the air cargo industry. "Air cargo profits grow as fuel costs continue to drop. In October, average global jet fuel prices rose by 4.4% from the previous month, marking the first increase in three months. On the other hand, in YoY terms, they dropped by 25.7% YoY, the fifth consecutive decrease, settling at USD 89.8 per barrel on October 31," IATA noted.

IATA, which represents 330 airlines, comprising over 80% of global air traffic, said capacity, measured in available cargo ton-kilometers (ACTKs), increased by 5.9% compared to October 2023 (7.2% for international operations), largely driven by an 8.5% increase in international belly capacity. Dedicated freighter capacity increased by 5.6%, the seventh consecutive month of growth with volumes nearing 2021 peak levels.

"Air cargo markets continued their strong performance in October, with demand rising 9.8% year-on-year and capacity up 5.9%. Global air cargo yields (including surcharges) continue to rise, up 10.6% on 2023 and 49% on 2019 levels. While 2024 is shaping up to be a banner year for air cargo, we must look to 2025 with some caution. The incoming Trump Administration's announced intention to impose significant tariffs on its top trading partners-Canada, China and Mexico has the potential to upend global supply chains and undermine consumer confidence. The air cargo industry's proven adaptability to rapidly evolving geopolitical and economic situations is likely to be tested as the Trump agenda unfolds," said Willie Walsh, IATA's Director General.

IATA noted there were several factors that contributed to the upward trend in

Chart 5 – International ACTK by cargo business type, billion



Source: IATA Sustainability and Economics using data from IATA Information and Data

the sector. These include, the following:

- Year-on-year, industrial production rose 1.6% in September while global goods trade increased 2.4% for a sixth consecutive month of growth.
- Global manufacturing activity rebounded in October. The Purchasing Managers Index (PMI) for global manufacturing output was above the 50-mark, indicating growth. However, the PMI for new export orders, remained below the 50-mark, suggesting ongoing uncertainty and weakness in global trade.
- US headline inflation, based on the annual Consumer Price Index (CPI), rose by 0.17 percentage points to 2.58% in October, ending a six-month decline. In the same month, the inflation rate in the EU increased by 0.24 percentage points to 2.33%. China's consumer inflation fell to 0.29% in October, sparking concerns of an economic slowdown. 🇨🇳

Air Arabia appoints ECS Group's subsidiary Globe Air Cargo as its GSSA in Poland



Paris, France: Globe Air Cargo, a subsidiary of ECS Group, has been appointed the GSSA for Air Arabia in Poland since October 15, 2024 and their contract will last for three years.

The partnership marks an important step in strengthening Air Arabia's cargo operations in the region. Under which, Globe Air Cargo Poland represents Air Arabia, initially operating 4 flights per week to Krakow, to be adjusted to 5 flights per week during the winter schedule.

Additionally, from December, Air Arabia will expand its services to Warsaw with five rotations. The aircraft utilized for these operations will include the A320 and A321 series, providing a weekly cargo

capacity that is well-suited for a range of commodities.

The main commodities transported include general cargo and passive temperature-sensitive shipments such as pharmaceuticals, cosmetics, and foodstuffs.

Robert Van de Weg, Chief Commercial Officer of ECS Group, expressed his enthusiasm for the partnership, stating, "We are proud to represent Air Arabia in Poland. This collaboration not only enhances our service offerings but also reinforces our commitment to providing efficient and reliable logistics solutions. We look forward to working closely with Air Arabia to maximize their potential in the Polish market."

This appointment is set to create significant opportunities for both ECS Group and Air Arabia, enhancing their presence in the growing Polish logistics market. 🇵🇱

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dnata Logistics to expand UAE footprint with new, 57,000 m² facility in Dubai South

Dubai, UAE: dnata Logistics, dnata's leading global freight forwarder and logistics services provider, is constructing a new, 57,000m² warehouse in Dubai South, the largest single-urban master development focusing on aviation, logistics and real estate in the UAE. The project is scheduled for completion in November 2025.

Strategically located near Dubai World Central - Al Maktoum International Airport (DWC), dnata Logistics' expansion will significantly contribute to the growth and success of the emirate as a key international logistics hub.

The groundbreaking ceremony was attended by Khalifa Al Zaffin, Executive Chairman of Dubai Aviation City Corporation and Dubai South, and Steve Allen, CEO of dnata, in the presence of senior executives from both entities.

The facility, which represents an investment of AED 100 million (US\$ 27 million), will provide a major boost to the company's operational capabilities amid rising demand for cargo and logistics services in the region. Capable of processing 400,000 tons of cargo annually, it will increase dnata Logistics' storage capacity by 50% and create over 50 new, direct jobs with the company.

The facility will be equipped with the latest technologies, including automated systems for cargo storage and retrieval (ASRS), and truck loading and



offloading. An AI-driven warehouse management system (WMS) will also be implemented, delivering superior efficiency and value for partners.

In line with dnata's global sustainability strategy, the warehouse was designed with a laser focus on environmental efficiency. It will feature solar panels, rainwater and energy harvesting systems, as well as smart heating, ventilation and air conditioning (HVAC) systems. The facility is expected to achieve the global LEED (Leadership in Energy and Environmental Design) certification one year after operations begins.

"Our commitment to sustainability is central to this project. From energy efficiency to waste reduction, every aspect of the warehouse has been designed with environmental efficiency in mind. The facility's innovative features will help us grow responsibly, making a positive impact on the communities we serve," said Sean Bradley, Managing Director of dnata Logistics.

Mohsen Ahmad, CEO of the Logistics District at Dubai South, commented: "We are committed to supporting dnata's growth with this new facility as part of an integrated ecosystem, and we remain dedicated to strengthening Dubai's position as a global logistics hub."

dnata Logistics offers a comprehensive range of freight forwarding, warehousing and supply chain services to its global customer base, serving partners across various industries. The groundbreaking of its newest facility follows significant investments in infrastructure and offering to meet evolving market needs.

dnata Logistics is part of dnata, one of the world's largest air and travel services provider. In Dubai, dnata employs over 28,000 staff, delivering world-class ground handling, cargo and airport hospitality services to more than 170 airlines and over 90 million passengers annually. 🇦🇪

Dubai Logistics Academy launched amid anticipated further growth in logistics sector

Dubai, UAE: Dubai Customs has launched its latest innovative project, Dubai Logistics Academy, designed to train professionals in the ports, logistics and commercial services industries, strengthening global trade while solidifying Dubai's essential role in connecting economies around the world.

The Ports, Customs and Free Zone Corporation (PCFC), along with the Free Zone, hosted an event to celebrate this milestone. The event included an award ceremony to acknowledge key strategic partners, including logistics companies and Dubai University.

H.E. Sultan bin Sulayem, DP World Group Chairman & CEO and Chairman of Ports, Customs and Free Zone Corporation, emphasized that the logistics sector is a crucial driver of economic growth, requiring a wealth of professional expertise to foster its expansion. He underscored Dubai Logistics Academy's key role in training professionals in the ports, logistics, and commercial services industries.

Nasser Al Neyadi, CEO of PCFC, explained that the launch of the academy is in line with the transformation of government work, especially as we move into the digital era and increasingly adopt artificial intelligence in government services. This shift requires improving employee skills to meet the demands of evolving global trade, investment, and logistics services.

Dr. Abdulla Busenad, Director General of Dubai Customs, noted the Dubai



Logistics Academy will contribute to nurturing and developing talent through an innovative academic and professional approach for both citizens and residents. The academy offers specialized curricula and accredited scholarships, supporting the objectives of Dubai's Economic Agenda.

Abdullah bin Zayed Al Falasi, Director General of the Dubai Government Human Resources Department.

congratulated Dubai Customs on its initiatives, noting that the academy will play a vital role in supporting Emiratisation by training, qualifying, and investing in local talent in an era where human development is a cornerstone of progress. 🇦🇪



United Cargo

The belly-carrier trailblazer

By Laique Khan

Jan Krems
President, United Cargo



With United States Postal Service (USPS) as one of its largest customers, United Cargo operates 4,000 flights daily in the US for domestic mails alone and an additional 1,500 flights for international routes. While the majority of its air cargo services are provided to commercial businesses, freight forwarders, logistics firms and national postal services, the company is eyeing a global-connectivity expansion, mainly through Southeast Asia.



United Cargo, the airfreight division of United Airlines, the largest airline in the world, continues to be the leading US-based air cargo belly-carrier, transporting billions of cargo-ton miles annually to hundreds of global destinations across six continents.

Focusing on quality, innovation and customer satisfaction, the cargo carrier is an industry trailblazer, transforming air cargo for the better, especially for best value.

Jan Krems, President of United Cargo, shares his insights about the company's missions, innovations, sustainable and flexible solutions as well as smart technologies that help businesses, communities and economies meet the challenges of today's more globalized digital world.

Krems is responsible for all aspects of United Cargo's operations, customer service, sales and marketing activity, revenue management, product quality, and technology solutions. Prior to this position, he was with Air France-KLM-Martinair Cargo for 27 years, climbing up the corporate ladder to reach the role of Vice President Americas, where he was responsible for the company's operations, customer service and sales in North America, South America, Latin America, Canada and the Caribbean.

Krems is an economics graduate from Utrecht University in the Netherlands with a post-graduate degree in marketing. Under his leadership, United Cargo is eyeing expansion on emerging markets while leading United Airlines' air cargo division in spearheading a more modernized industry.

Read on the rest of Air Cargo Update's interview with Krems, the air cargo and logistics expert, who enjoys growing grapes and turning them into wine.

Could you please provide an overview of your role at United Cargo and your key objectives for the company?

I am Jan Krems, President of United Cargo. Over the past three decades, I have had the privilege of working in the dynamic world of air cargo and logistics. My passion has always been about connecting people, businesses, and communities through innovative and reliable supply chain solutions. In my current role, I am responsible for all aspects of United Cargo's operations, customer service, sales and marketing activity, revenue management, product quality, and technology solutions.

At United Cargo, our primary goal is to be profitable and customer-focused. We are committed to doing the right thing and providing a high-quality product. A major part of our strategy is ensuring that 50% to 55% of our shipments are specialty products. By focusing on specialty products, we create stronger relationships with our customers—because when you offer something unique, customers are less likely to switch for a small price difference.

Quality is a top priority for us. We strive for excellence in everything we do, and the feedback we receive from our customers reflects that commitment. Moreover, safety is equally important in all aspects of our operations. Our ultimate goal is to be the best value cargo carrier in the world. We are already the biggest, and we are focused on maintaining that position while continuing to grow.

The US market has undergone significant changes over the years. What opportunities do you foresee in the coming years?

That's a big question, and it depends heavily on global developments. For instance, we need to watch what happens politically and economically. I don't know what direction policies will take once there is change of government in the White House. The state of key shipping routes, such as the Red Sea or the Panama Canal, could also significantly impact ocean freight. Strikes and disruptions in freight logistics are another factor to consider.

As for e-commerce, while I recognize its importance, it's not our primary focus. With the resources and capacity we currently have—especially on routes like Asia—I prioritize serving existing customers. Their satisfaction globally takes precedence, and only if there's extra

capacity do we accommodate e-commerce in future.

Pharmaceuticals, on the other hand, are a core focus for us. We maintain strong relationships with shippers to better understand their needs and ensure they are aware of what we can offer. However, we don't deal directly with shippers when it comes to rates and agreements. Instead, we operate through forwarders or triangular agreements. Building strong communication with shippers is still critical because mutual understanding helps us evolve and serve them better.

Growth in the US market is definitely achievable, but it varies regionally. Some months, the East Coast performs better than the West Coast, or the Midwest outpaces the South. There's untapped potential across all these regions.

Domestically, we also focus on opportunities like e-commerce and partnerships with entities like the United States Postal Service (USPS), which is one of our largest customers. For domestic mail alone, we operate 4,000 flights daily, with an additional 1,500 flights for international routes.

Being the largest airline in the world, our responsibility is to connect all key points globally and fill the gaps effectively to maintain and grow our market position.

What are the key emerging markets for United Cargo?

Asia is definitely a growing market for us. Before the pandemic, we were running about 14 flights a day out of China, but now it's down to around 14 a week, mostly due to the political tensions between the Chinese and U.S. governments. Hopefully, things will improve soon.

However, we have seen progress in some Asian markets. For example, we are back to flying to Hong Kong four times a week and Taiwan twice a day, and our operations in Korea are also up and running. That said, we are always looking for more capacity.

Other strong markets include Vietnam and Thailand. We are making interline deals with other reputable carriers that share our approach and values, but instead of SPA agreements, these are more about capacity agreements. These agreements allow us to send cargo from those markets to the U.S. and bring shipments to our hubs, like in Japan. We have got 14 flights a day to Japan, and from there, we can route cargo to the US.

As for freighters, we don't actually own any, but we do lease capacity. For instance, we have a freighter flying between Newark and Tel Aviv for a customer, and another flying from Colombia to Miami and Bogota. We also have a dedicated APA freighter that makes daily trips to Micronesia carrying mail. These flights are scheduled, but again, we lease the freighters, we don't own them.

Can you elaborate on the recent innovations, products, and solutions United Cargo has introduced to meet the evolving demands of the market and sustain growth in the cargo sector?

United Cargo has been focused on aligning its innovations and solutions with the evolving needs of the market. For example, in pharmaceuticals, we have prioritized having the right infrastructure, such as temperature-controlled facilities at all our airports, specialized containers, and well-trained teams to handle sensitive shipments.

In terms of connectivity, we have been enhancing our direct customer interactions and improving host-to-host capabilities. Our booking platform has significantly advanced, and we are collaborating with platforms like CargoOne and WebCargo to strengthen our digital



presence. Interestingly, we also realized that because we were slower to adopt full digitalization, many of our customers still appreciate the direct, personal interactions we provide.

We handle about 2 million bookings annually. For smaller shipments under 100 kilograms, automation is key to simplifying the process. Pre-allocated bookings make up 25%, while another 25% involves more complex shipments that require personalized attention. This balanced approach ensures efficiency and customer satisfaction.

While we initially lagged in digitalization, I have come to realize it gave us the opportunity to refine our strategy, adapt thoughtfully and align our approach with what our customers really value.

Among all verticals, which would you consider the most effective or strategic to focus on?

For us, the pharmaceutical vertical stands out. It's where we excel and lead by a significant margin. When we engage with our customers—like Pfizer, for example, which is a major partner of ours—we focus on building and maintaining strong, collaborative relationships. In this case, we work closely with our forwarders to ensure seamless operations and mutual satisfaction.

This partnership with Pfizer is more than just a business transaction; it's a long-term alliance built on trust and mutual dependency. Neither of us can simply walk away—it's a synergy that's designed to thrive over time.

Could you share your achievements in digitalization so far? Additionally, how do you envision progressing toward your goals in this area?

We have made some solid progress in 2024 and plan to build on that momentum in 2025. That said, we are mindful of our limited resources, so our pace has to be measured, and we can't take on everything at once.

Our team has been doing a fantastic job ensuring we stay on track with our digitalization efforts. While we are not leading the field just yet, we are focused on making thoughtful, strategic decisions that align with what's feasible for us. It's about finding

the right balance and seeing what works best given our current capacity.

With such a wide range of verticals and significant cargo volumes, how do you collaborate with airports and logistics partners to address infrastructure challenges?

Collaboration is a key focus for us. We have strong partnerships with our joint venture allies, like ANA—though their merger with NCA has temporarily put some initiatives on hold. Similarly, with Lufthansa, we seek opportunities to align operations. Recently, we have been working very closely with Emirates, particularly in the pharmaceutical segment, identifying ways to combine our strengths effectively.

Beyond airlines, we actively partner with all stakeholders at airports. This includes trucking firms, handling providers, sales teams, and other key players. Our approach ensures that all parts of the supply chain are interconnected and operate as one integrated system to avoid any gaps or disconnects.

Could you share the sustainability initiatives undertaken by United Cargo?

Sustainability is at the heart of United Cargo's operations. Our focus on initiatives like Sustainable Aviation Fuel (SAF) reflects our commitment to reducing carbon emissions in a meaningful way.

For our CEO, sustainability isn't just a buzzword or a marketing tactic—it's a fundamental part of how we operate. He truly believes in leading the charge to make United Cargo a carbon-neutral organization. While many companies set ambitious goals for the future, we focus on practical, collaborative actions that involve every part of the logistics chain. It's not just about airlines or forwarders; everyone has a role to play in creating a cleaner, more sustainable world.

At United Cargo, sustainability is more than a program; it's a value we embody. With genuine dedication, we work tirelessly to advance these initiatives, not as a promotional tool, but as a heartfelt commitment to creating a cleaner, better future.

How do you collaborate with stakeholders to ensure adherence to regulatory and safety standards across all



operations worldwide?

We have dedicated teams focused solely on safety, compliance, and our safety management system (SMS). Regular interactions with regulatory bodies like the FAA and DOT are a key part of this process. In fact, sometimes we have more team members dedicated to safety and compliance than we do to sales. It's a daily commitment for us. Within United Cargo, entire teams are tasked with ensuring we stay on track with all safety and regulatory requirements. We maintain ongoing discussions with these authorities to make sure we are always doing the right thing.

What do you see as the most significant opportunities and challenges facing the air cargo industry in the coming years, and how is United Cargo preparing to address them?

The air cargo industry faces numerous challenges and opportunities, and staying ahead requires a firm focus on maintaining quality and adapting to global dynamics. For instance, geopolitical issues, such as restrictions on flight paths—like the inability to fly over Russia en route to India—add significant costs to operations.

Environmental concerns, such as the impact of global warming, are another pressing issue. Additionally, trade policies, including tariffs introduced during past administrations, continue to influence global logistics.

A long-standing challenge within the industry is addressing inefficiencies in booking systems. It's perplexing that customers can book shipments and fail to show up without financial consequences. This has been an unresolved issue for years. Attempts to address this in previous roles faced pushback because not everyone in the industry was willing to adopt such policies, leaving us isolated in our approach.

Despite these challenges, United Cargo is in a strong position. The company is highly supportive of its cargo division, granting us the flexibility to innovate and pursue new strategies. This collaborative environment makes me optimistic about the future and confident in our ability to navigate the evolving landscape of the air cargo industry.

Could you share some insights into United Cargo's upcoming plans or initiatives that particularly excite you?

We are expecting a new plane every three days over the next six years, which is incredibly exciting for us. Although there were some setbacks with the strikes and issues at Boeing, those are behind us now, so things should improve going forward.

We will be adding a lot of 737 Maxes, Airbus A321 Neos, and Boeing 787s to our fleet. From a cargo perspective, this is fantastic news. United Cargo is determined to be not only the biggest but the best, and especially the best. We are deeply customer-focused, with a strong emphasis on safety and service. It's truly a pleasure to be part of a company that's so dedicated to its customers, both in passenger and cargo services.

How do you view the Middle East market? While you currently don't have regular flights to the region, you do operate some services—could you elaborate on your experience?

Yes, we do operate flights to Dubai, though it's more of a one-off situation—we have flown there three times so far in the past. Then, of course, COVID hit, and everything changed. Despite that, I'm happy to report that we are currently performing about 40% better than before the pandemic – which is something not many airlines can claim.

As for the Middle East market, we have been keeping an eye on it. Unfortunately, there's been some unrest in the region, so we had to make adjustments. For example, we were flying to Amman, but then had to cancel those flights. We also used to fly three times a day to Tel Aviv, but we had to stop those due to the unrest.

We are definitely keen to return to Dubai, ideally with three daily flights, but we will need to assess the situation before making any decisions. Ultimately, we are excited about the potential to elevate Dubai's connection with the Middle East, and we are really eager to work closely with Emirates to explore how we can develop a stronger, more impactful partnership.

While there's a significant focus on the growing Southeast Asian market, how do you view the potential of the African market?

Yes, we are also focusing on the African market. We already fly to various destinations there, and we are looking to expand further with more routes. However, it's often more passenger-driven than cargo, so we are constantly looking for ways to balance that.

That being said, I believe Africa will see more growth in the future. As we continue to increase our capacity and get the planes we need, we will be able to scale up. It may take some time, but Africa is definitely a key part of our growth strategy moving forward. 🌍



Air Cargo 4.0

Embracing Digital Transformation



By Laique Khan



Four stalwarts in the air cargo industry—Adrien Thominet, Executive Chairman of ECS Group; Cedric Millet, President of CargoTech and the company's Head of Strategy, Michael Teoh, and; Simon Watson, Founder & CEO of Aerios—talk to Air Cargo Update, painting a vivid picture of the sector's future—one driven by collaboration, data-centric strategies, and a commitment to addressing global logistics challenges with innovation.

The air cargo industry, a cornerstone of global trade, is undergoing a dynamic transformation, with digitalization taking center stage.

At the forefront of this evolution are Adrien Thominet, Executive Chairman of ECS Group; Cedric Millet, President, and Michael Teoh, Head of Strategy at CargoTech; and Simon Watson, Founder & CEO of Aerios—each with their own unique contributions to this digital wave. Together, they are redefining traditional practices, leveraging technology to streamline operations, and meeting the evolving demands of a digital-first world.

Thominet highlights ECS Group's strides in integrating advanced digital solutions into the general sales agent (GSA) model, aiming to enhance end-to-end supply chain efficiency. Millet and Teoh shed light on CargoTech's collaborative innovations, from AI-driven revenue optimization to tools that unify diverse air cargo needs.

Meanwhile, Watson of Aerios introduces cutting-edge software tailored for charter operations, digitizing processes and unlocking untapped market potential.

As these leaders share insights, they collectively paint a vivid picture of the air cargo industry's future—one driven by collaboration, data-centric strategies, and a commitment to addressing global logistics challenges with innovation.

ECS Group: Driving Innovation in Air Cargo

ECS Group is revolutionizing the traditional General Sales Agent (GSA) model through digital transformation and operational innovation.

Thominet highlighted the recent leadership restructuring within ECS Group, including the appointment of Jean Ceccaldi as CEO. This

strategic change is designed to infuse fresh perspectives into the company's well-established operations.

One of the standout innovations is the integration of digital GSA solutions, reducing dependence on human resources while enhancing efficiency. By leveraging AI and data analytics, ECS Group has developed tools to streamline processes like forecasting, overbooking, and dynamic pricing adjustments. These advancements enable clients to optimize revenue in markets facing yield pressures, particularly in the Americas.

He also underscored ECS Group's efforts to bridge the gap between market capacity and demand, especially in regions like Asia and Africa, which are showing robust growth potential.

CargoTech's Modular Solutions

CargoTech's strategic investments in modular solutions are a game-changer for the air cargo industry. Millet explained how the group is fostering innovation across its portfolio, including tools for revenue optimization, data management, and end-to-end value chain solutions.

Teoh elaborated on the use of AI in overbooking management and capacity forecasting. For example, their Sales Cockpit tool simplifies complex decision-making by delivering actionable insights based on real-time data. "We aim to address not just operational challenges but also create a seamless digital ecosystem for the industry," he emphasized.

CargoTech's collaborative approach sets it apart,



Adrien Thominet
Executive Chairman of ECS Group

integrating technologies with industry-specific expertise to develop solutions tailored to stakeholders like airlines, freight forwarders, and ground handlers.

Aerios: Revolutionizing the charter market

Aerios brings a unique focus on the charter market within air cargo, a segment often overshadowed by scheduled freight.

Watson introduced their carrier application, a tool that digitizes traditionally manual processes like charter requests and quotations. This innovation not only improves efficiency but also unlocks valuable data previously untapped.

He further highlighted the US market as a hub for digital adoption, where Aerios has seen significant traction. "Digitizing data is our first step toward applying AI to optimize operations," he remarked, emphasizing their readiness to lead the charter segment into the digital age.

Regional Market Dynamics

The US market, according to Thominet, remains stable but not without challenges. Yield pressures persist due to an imbalance between capacity and demand. In contrast, Asia, particularly India, is a growth leader, while Africa's emerging markets present exciting opportunities.

He noted the Americas' gradual stabilization, especially in South America, where capacity adjustments have balanced the market. He also acknowledged Canada's consistent performance, despite revenue pressures driven by overcapacity.

CargoTech's market strategy leverages regional talent pools and digital readiness. Millet emphasized the role of Southeast Asia in providing cost-effective, high-quality software development, with Kuala Lumpur emerging as a critical hub for data management and development.

Teoh identified the US and Latin America as regions ripe for digital transformation. He pointed out how the pandemic accelerated digital adoption in Latin America, where carriers like LATAM are now embracing advanced tools to optimize yields and streamline operations.

Watson highlighted Aerios' strategic focus on the North American charter market. He noted how disruptions like US port strikes have increased demand for charters, particularly for

perishables in Latin America. The company is actively positioning itself to capitalize on these trends while expanding its footprint into the South American market.

Challenges and Opportunities in Digital Transformation

ECS Group is tackling the challenges of aligning rapid market expansion with digital transformation. Thominet explained how AI-driven tools have improved productivity by 20%, even in stagnant markets. However, aligning increased capacity with demand remains a key challenge, particularly with partners like Air India.

Digital transformation in air cargo is as much about change management as it is about technology. Millet and Teoh highlighted the industry's need for clarity in defining digital goals. "Adoption is more intuitive for airlines but challenging for their customers, like freight forwarders," Millet noted.

Their modular solutions, such as the Flitter Network for strategic fleet decisions, showcase how CargoTech bridges the gap between traditional operations and modern digital requirements.

For Aerios, digitization begins with data. Watson described their efforts to digitize charter-specific data trapped in emails and calls, setting the stage for AI applications. Their upcoming requestor application will further integrate airlines and brokers, enhancing collaboration in the charter ecosystem.

Innovations in Technology and AI

ECS Group's focus on AI and digitalization is transforming its approach to cargo handling and operational efficiency. Thominet discussed how tools like dynamic pricing and overbooking management are helping clients adapt to market demands while optimizing revenue.

These AI-driven solutions have already shown measurable results, with productivity improving by 20% despite steady cargo volumes. ECS is also leveraging data analytics to support rapid market expansion and improve decision-making, particularly in high-growth regions like Asia.

CargoTech is at the forefront of leveraging AI for operational and strategic advantages. Millet elaborated on how tools like Wiremind's revenue optimization suite and Rotate's trade database are reshaping the industry. "We're focusing on addressing universal challenges with modular solutions that cater to diverse stakeholders," he explained.

Teoh emphasized the role of AI in transforming raw data into actionable insights. For instance, their Sales Cockpit tool simplifies complex analysis for sales teams, while overbooking management systems use machine learning to predict trends and optimize capacity.

Watson highlighted how Aerios is paving the way for AI adoption in the charter market. By digitizing critical charter data, Aerios is creating a foundation for applying AI and machine learning to streamline operations. Watson mentioned that AI-driven tools, such as automated shift handover summaries, are already in testing, promising significant time savings and efficiency gains.

Enhancing Customer Experience

Thominet stressed that enhancing customer satisfaction in the air cargo industry requires a blend of innovation and collaboration. ECS Group has introduced digital GSA solutions that reduce dependency on human resources while improving service reliability.

Additionally, their focus on seamless integration of digital tools ensures that clients can easily adapt to evolving supply chain complexities. By collaborating with airport infrastructure and logistics partners, ECS Group guarantees efficient operations, especially in key hubs like Miami, a gateway to Central and South America.

For CargoTech, customer satisfaction begins with understanding



Michael Teoh
Head of Strategy at CargoTech

market pain points. Millet explained how their solutions address challenges like e-commerce-driven demand and supply chain complexities. "We're not offering standalone solutions; we're co-developing tools that directly address customer needs," he noted.

Teoh highlighted CargoTech's API-native approach, which allows seamless integration with existing systems. This ensures that their tools, like capacity forecasting and revenue management, align with the operational workflows of airlines, freight forwarders, and ground handlers.

Watson emphasized Aerios' commitment to improving customer experiences, particularly in the charter segment. Their carrier application reduces quotation processing times by 40%, enabling airlines to handle more requests without increasing team sizes.

Additionally, their upcoming requestor application aims to connect brokers and carriers through a unified platform, streamlining communication and data sharing to meet rising e-commerce demands effectively.

Market Trends and Future Outlook

Thominet identified several emerging trends shaping the air cargo industry, including increased connectivity between North and South America and the growing prominence of Asia and Africa. He highlighted how ECS Group is building synergies across regions to optimize operations and capitalize on market opportunities.

The Middle East is also a key focus area, with operations in Dubai experiencing double-digit growth. Thominet views the region as a critical transit hub between Asia and America, underscoring its strategic importance.

Cedric and Michael pointed to the rising importance of partnerships in the air cargo industry, particularly in regions like Latin America and the Middle East. Michael further added, "As airlines face challenges like delivery delays from aircraft manufacturers, collaboration becomes essential for optimizing capacity."

They also discussed the industry's gradual shift toward real-time operations and dynamic pricing. However, they cautioned

that achieving this requires foundational digitalization and change management to align organizational workflows with modern technologies.

Watson noted the growing demand for data-driven insights in the charter market. He explained how Aerios is positioning itself to provide carriers with the information needed to make strategic decisions, such as reallocating aircraft for charter services.

The Middle East and Africa represent untapped potential for Aerios. However, Watson observed that these markets are still evolving in their digital maturity, with carriers hesitant to adopt new technologies until others in the region take the lead.

Strategic Partnerships and Ecosystem Collaboration

Thominet highlighted the importance of long-standing partnerships with airport infrastructure and logistics providers, which are integral to ECS Group's operational efficiency. Key collaborations in hubs like Miami and Dubai enable the company to navigate the complexities of supply chain management across regions.

ECS Group also works closely with airlines to align their expanded capacities with market demand. By leveraging digital tools and marketplaces, they create tailored solutions that address specific operational challenges.

CargoTech's success lies in its ability to foster strategic partnerships across the air cargo ecosystem. Millet emphasized that CargoTech's modular approach allows airlines to choose specific solutions tailored to their unique needs. "We're not building isolated technologies; our tools are designed to integrate seamlessly with existing systems and workflows," he noted.

Teoh elaborated on the role of collaboration in driving innovation, citing partnerships with carriers and ground handlers to co-develop solutions like Rotate's trade database and Wiremind's revenue optimization tools. CargoTech's focus on shared benefits ensures that partnerships create exponential value rather than just additive improvements.

Aerios is actively building partnerships to enhance the charter segment's efficiency. Simon shared insights into their ongoing discussions with ground handlers and airports, exploring ways



Cedric Millet
President, CargoTech



Simon Watson
Founder & CEO of Aerios

to integrate their capabilities into Aerios' platform.

Their collaborative approach extends to CargoTech's ecosystem, where they share data and insights with portfolio companies like Cargo AI and Rotate. "Partnerships are key to unlocking the full potential of the charter and air freight markets," Watson emphasized.

Evolving Roles of Data and AI in Decision-Making

Thominet explained how ECS Group uses data and AI insights to address challenges like yield pressures and capacity-demand mismatches. Their tools enable airlines to analyze historical data, predict market trends, and optimize operations, even in saturated markets like the Americas.

He shared an example of how data-driven strategies have helped ECS Group achieve better revenue outcomes with



consistent cargo volumes. "AI is not just about automation; it's about enabling smarter, faster decisions," Thominet said.

For CargoTech, data and AI are central to their value proposition. Millet discussed the role of AI in enhancing decision-making processes, such as capacity forecasting and overbooking management. "We're transforming raw data into actionable insights, empowering users to make better decisions," he explained.

Teoh highlighted how AI-driven tools like Sales Cockpit streamline workflows, allowing sales teams to focus on execution rather than data analysis. Their emphasis on real-

time data and predictive analytics ensures that CargoTech's solutions remain relevant in a fast-paced industry.

Watson emphasized that digitizing charter-specific data is the first step toward applying AI in the charter market. Aerios' carrier application is already capturing unique data sets, paving the way for AI-driven innovations like automated shift handover summaries.

"AI will play a significant role in optimizing charter operations, but it starts with having the right data," he noted. He further expressed confidence that Aerios is well-positioned to lead this transformation in the charter segment.

Overcoming Industry Challenges

Thominet identified key challenges, including managing the rapid expansion of airline partners like Air India and addressing yield pressures in mature markets. He explained how ECS Group uses digital solutions to bridge the gap between capacity growth and market demand, ensuring sustainable operations.

The company's investment in emerging markets like Africa and Asia also reflects its proactive approach to overcoming regional disparities in growth and revenue generation.

CargoTech faces the dual challenge of driving digital adoption and managing change across diverse stakeholders. Cedric acknowledged that while airlines are more open to digital transformation, freight forwarders and ground handlers often struggle with the transition.

Teoh added that the pandemic accelerated the industry's focus on digitalization, but sustaining this momentum requires clear goals and effective change management. Their solutions, designed to address specific pain points, help mitigate resistance to digital adoption.

For Aerios, the primary challenge lies in overcoming market hesitations toward digitalization in regions like the Middle East and Africa. Watson noted that carriers often wait for others to adopt new tools before committing themselves, which slows industry progress.

By demonstrating the tangible benefits of their solutions, such as improved efficiency and reduced processing times, Aerios aims to build confidence among hesitant stakeholders.

Brink of Revolutionary Transformation

The air cargo industry stands at the brink of a revolutionary transformation, led by visionary leaders. Whether it's ECS Group's digital GSA solutions, CargoTech's ecosystem of AI-powered tools, or Aerios' focus on the charter market, the common thread is the industry's embrace of digital transformation.

As they continue to adapt, innovate, and collaborate, these leaders are not just navigating the future—they're shaping it.

Each insight shared highlights the industry's shift toward enhanced efficiency, collaboration, and customer-centric approaches, all powered by cutting-edge technology.

As we navigate the complexities of global trade, the integration of AI and data analytics emerges as the key to unlocking unprecedented growth and operational harmony. Challenges remain, particularly around digital adoption and aligning capacity with demand. Yet, the shared determination to overcome these hurdles through strategic partnerships and targeted innovation gives the sector an optimistic outlook.

Ultimately, this digital wave isn't just about improving processes—it's about setting new standards for connectivity, resilience, and adaptability. The journey of "Air Cargo 4.0" is only beginning, and as these leaders have shown, the industry is well-prepared to rise to the occasion. The future of logistics is here, and it's more connected, efficient, and innovative than ever before. 🌐



Dimitri Arnaudin
Director of Digital and Innovation



Adrien Thominet
Executive Chairman
ECS Group

Discovery Platform: Tailored Training for Air Cargo Recruits

Michelle House, Managing Director of GAC GB, Dimitri Arnaudin, Director of Digital and Innovation, and Adrien Thominet, Executive Chairman of ECS Group, speak with Air Cargo Update about the Discovery Platform. This innovative tool is revolutionizing air cargo training with personalized, role-specific learning, ensuring long-term career growth and operational efficiency.

By Ayesha Rashid

Thinking about a career in air cargo?

You've probably heard it's a complex, highly regulated field, and for a good reason: transporting goods by air safely and efficiently requires skilled hands and sharp minds. Training is essential to make that happen.

Traditionally, air cargo training has been implemented using a one-size-fits-all approach, which has resulted in critical gaps in knowledge and caused inefficiencies within the industry.

But that's where ECS Group is stepping up to redefine industry standards with the Discovery Platform.

Developed under the guidance of Dimitri Arnaudin, Director of Digital and Innovation, and Adrien Thominet, Executive Chairman of ECS Group, Discovery is a fresh, forward-thinking training tool that's changing the game for air cargo recruits.

By tailoring training to each role, Discovery ensures you're equipped with the precise skills needed to thrive.

In this article, we'll dive into why personalized training is so important and how ECS Group's Discovery Platform is shaping the future of growth and learning in the air cargo industry.

With the global air cargo market valued at USD 185.3 billion in 2023 and expected to grow at a rate of 4.3% annually between 2024 and 2032, this innovative approach comes at a crucial moment.

As e-commerce continues to boom and global shipping volumes soar, the need for skilled professionals in air cargo has never been greater (Global Market Insights).

ECS's Discovery E-Learning Platform

ECS's Discovery platform is an innovative e-learning solution designed to provide air cargo recruits with a comprehensive understanding of the industry.

The platform features a variety of interactive modules, videos and quizzes tailored to different learning styles, ensuring that complex concepts are easy to grasp.

What distinguishes Discovery is its ability to simulate real-world scenarios, offering learners a risk-free environment to practice and apply their knowledge.

This approach helps participants build confidence and develop the skills necessary to excel in their roles.

ECS's Discovery platform recognizes the unique requirements of each role in the air cargo industry, offering tailored learning paths to meet specific job needs.

These customized plans provide targeted training, ensuring employees gain the skills and knowledge essential for their positions.

This personalized approach helps learners stay focused, develop a deep understanding of their responsibilities, and contribute effectively to their organizations.

Dimitri Arnaudin, Director of Digital and Innovation at ECS Group, highlighted the tailored approach of the Discovery e-learning platform, "Our platform offers training specifically designed to align with employees' job roles, creating a focused and relevant learning experience. For new recruits, we provide learning paths that cover IT, compliance, sustainability, job-specific courses, and industry-related topics such as e-booking.

"We start with the Air Cargo Onboarding course for those entering the industry and also offer Microsoft Office training to enhance their skill set. For instance, a new hire in the Flight Planning and Reservations team would undertake the CargoSpot Operations training in addition to mandatory courses. Similarly, a new Sales team member would be enrolled in Quantum, CargoSpot: Pricing module, and Apollo courses, tailored to their role-specific needs."

Keeping Up with Regulations and Best Practices

The air cargo industry is highly regulated, making compliance crucial to avoid costly mistakes and reputational risks.

The Discovery platform offers tailored training programs to ensure employees stay updated on the latest regulations and guidelines.

As industry best practices evolve, these platforms also provide training on recognized standards, enabling companies to optimize operations, reduce errors, and boost efficiency.

In addition, discovery platforms emphasize process improvement and digital solutions, offering training on automation, data analytics, and digitalization.

Arnaudin notes, "Our ongoing efforts have focused on educating and training for process improvement, implementing IT digital solutions, and promoting best practices. Recently, we've expanded our offerings to include specialized courses on Pharma Transportation and are preparing to launch a new course on Supply Chain Management. We also encourage employees to take regular refresher courses to ensure their industry knowledge remains current."

Skills and Qualifications for Air Cargo Staff

The air cargo industry requires a unique blend of technical skills, knowledge and personal qualities to ensure safe and efficient operations.

When recruiting and training staff, companies prioritize candidates with a strong foundation in cargo handling, safety regulations and logistics management.

In addition to technical expertise, communication, problem-solving, teamwork and adaptability are highly valued.

Soft skills such as attention to detail, time management and organization are essential for efficient operations and meeting deadlines.

Air cargo companies also seek proactive, flexible individuals who can think critically and respond effectively to unexpected challenges.

Adrien Thominet, Executive Chairman of ECS Group, stated, "Our goal is to go beyond basic criteria and focus on a broader vision of future skills in the air cargo sector. It's not just about finding candidates with the right technical abilities; we are dedicated to developing individuals who understand market dynamics, can anticipate technological advancements, and adapt to the increasing demands for sustainability and flexibility.

"Our approach sets us apart from other GSAs by offering a strategic vision to our clients, ensuring that every recruitment effort enhances their ability to innovate, grow, and remain competitive in an evolving industry. This commitment to building future-ready teams is what truly differentiates us."

Beyond technical skills, adaptability, anticipation of customer needs, and alignment with sustainability goals are increasingly important.

Candidates who are committed to continuous learning and improving eco-friendly practices are highly sought after, as these qualities contribute to both operational success and



a positive environmental impact.

Assessing Competency and Development

Studies show that 40% of employees leave within the first year due to inadequate training and support.

To combat this, thorough evaluations during recruitment and post-onboarding are vital.

These evaluations identify skill gaps, ensuring new hires are better prepared, which boosts job satisfaction and reduces turnover, saving time and resources.

Michelle House, Managing Director of GAC GB explains, "At GAC GB, we take a comprehensive approach to assessing competency. From the outset, we evaluate industry knowledge and use psychometric tests to measure key competencies like planning, organization, and attention to detail. Once onboard, employees dive into tailored training programs designed to match their specific roles.

"We believe in fostering continuous learning throughout their careers, and to support their growth, employees have regular one-on-one sessions and monthly performance reviews with mentors and managers. This ongoing feedback ensures their development remains on track and aligned with both their goals and the company's needs."

Thominet said, "Airlines today demand more than just operational efficiency—they want partners who deliver excellence at every level. Competency assessments go beyond meeting immediate job requirements; they're about aligning with the long-term goals of the air cargo industry. We collaborate closely with airlines to understand their unique needs, shaping our approach to recruitment and development.

"From psychometric testing to tailored training programs post-onboarding, our aim is to continually enhance our team's capabilities. This ensures our staff not only meets but exceeds the high standards set by our airline partners, giving them the confidence that their cargo operations are in expert hands."

Tech-Driven E-Learning for Innovative Mindset

E-learning platforms have transformed training in the air cargo industry, using advanced technology to create engaging, interactive, and personalized learning experiences.

These tech-driven solutions equip teams with the skills needed to thrive in the fast-evolving cargo sector, helping businesses stay ahead and maintain a competitive edge.

Thominet said, "Technology is at the core of our success, and its integration into both training and operations reflects our forward-thinking vision for the air cargo industry. Tools like CargoSpot, Quantum and SkyPallet, which incorporates 3D space optimization, showcase how we're leveraging advanced technology to enhance precision and efficiency. For example, 3D palletization modelling allows our teams to visualize and optimize cargo space in real time, boosting operational efficiency and reducing costs for our partners.

"Our e-learning platform ensures that all team members master these technologies, but our approach goes beyond just training on tools. It's about fostering a culture of innovation. By embracing 3D space optimization and other advanced systems, we're not only improving current operations but also paving the way for the future of cargo management. This proactive strategy sets us apart from other GSAs, establishing us as leaders in technology adoption and operational excellence."

Managing the Demands of Air Cargo Jobs

Thominet emphasizes the physical and mental challenges that air cargo roles can present, "We recognize that air cargo

jobs can be physically and mentally demanding. In our training programs, we ensure that employees are made aware of these challenges and are equipped with the knowledge and tools to manage them effectively. This includes guidance on health and safety practices, as well as an emphasis on maintaining well-being in a fast-paced environment.

"We also encourage ongoing learning and support to help employees adapt to the demands of their roles."

Thominet explains that new recruits in the GSA sector often face unique challenges, "New recruits in the GSA sector of the air cargo industry often face challenges such as understanding the complexities of airline sales, navigating multiple airline systems, and managing client relationships effectively.

"During training, we focus on familiarizing them with key airline systems, sales processes, and customer service expectations. We also provide guidance on industry-specific regulations and best practices, ensuring that new recruits are equipped to handle the unique demands of a GSA role. Practical training and mentorship help ease their transition into these responsibilities."

Through this comprehensive approach, new recruits are not only prepared for the technical aspects of their roles but also supported in managing the mental and physical demands that come with the fast-paced air cargo environment.

Specialized Training for Sensitive Cargo

Thominet highlights the importance of thorough training for handling sensitive cargo, "Airlines have strict protocols in place to ensure that their cargo staff are thoroughly trained in handling high-value or sensitive goods, such as pharmaceuticals or live animals.

"This typically involves specialized training programs that focus on industry standards, regulatory requirements, and specific handling procedures for these types of cargo. Employees are trained on how to maintain proper conditions, such as temperature control for pharmaceuticals, or ensuring safety and welfare standards for live animals."

To stay compliant with evolving regulations, regular updates and refresher courses are conducted, "Additionally, regular updates and refresher courses are conducted to ensure staff remain compliant with evolving regulations and best practices in these areas."

Thominet continues by sharing the company's initiative to expand its training offerings, "Starting this year, we are launching training programs for specific commodities and products. We have already published a training on Pharmaceuticals Transportation, receiving positive feedback, and employees find it extremely useful.

"Looking ahead, we are planning to introduce training for Dangerous Goods Transportation and are also in the process of launching a Supply Chain Management in Air Cargo course."

Arnaudin adds to the conversation by outlining ECS Group's focus on safety and compliance, "Our training programs emphasize promoting best practices and regulations. We offer training

programs on the ECS Code of Ethics and Business Conduct, GDPR regulations, IT Security Awareness, and Sustainability. We require all employees to successfully pass these courses as these trainings are mandatory.”

Together, these efforts ensure that air cargo staff are equipped with the necessary skills, knowledge, and compliance standards to handle sensitive goods, operate safely, and contribute to the overall success of the organization.

Career Growth and Development Opportunities

The diverse career paths offered by GHA offices, TCE subsidiaries, and CargoTech companies are key to fostering long-term professional growth.

Arnaudin explains, “For example, an employee in Operations looking to shift to IT or digital roles can find opportunities with companies like Cargo Digital Factory, Wiremind Cargo, CargoAi, Rotate, and Aerios.”

Thominet highlights the company’s commitment to mentorship as a crucial element for career advancement and retention, “We are actively exploring mentorship programs as a central component of our approach to career advancement and retention within the air cargo industry. These programs are designed to pair experienced professionals with newer staff to provide guidance, share knowledge, and help navigate the complexities of the industry.”

Mentorship, according to Thominet, plays a key role in fostering a sense of belonging and personal growth, which is essential for long-term employee retention, “Mentorship plays a crucial role in fostering a sense of belonging and personal growth, which is essential for long-term retention.”

These combined efforts ensure employees are not only

equipped with the skills they need to succeed but are also supported in their personal and professional growth, creating a pathway to long-term success and job satisfaction within the air cargo industry.

Gender Equality in Training and Recruitment

At ECS Group, the belief in gender equality goes beyond fairness—it’s recognized as a vital driver of innovation and business performance.

As Thominet explains, “At ECS Group, with our global presence, we believe that gender equality is not only a matter of fairness but also a key driver of innovation and performance. We are committed to providing equal opportunities and resources to all candidates, regardless of gender, by fostering a truly diverse and inclusive environment.”

By ensuring unbiased recruitment processes and making training programs accessible to everyone, ECS Group creates an environment where contributions are valued based on merit and potential, not gender.

Thominet further adds, “By ensuring that our recruitment processes are unbiased, and our training programs are accessible to everyone, we create a workplace where contributions are valued based on merit and potential, rather than gender.”

This inclusive approach not only enhances ECS Group’s talent pool but strengthens its capacity to serve a diverse and global market.

“Promoting gender equality is integral to our mission of building a workforce that reflects the world we operate in,” concludes Thominet, reaffirming the organization’s commitment to gender equality as a cornerstone of its continued success. 🌐

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Alexander Vlaskamp, CEO MAN Truck & Bus, Bernd Reining, Senior Director Procurement, Duvenbeck, Friedrich Baumann, Board Member Sales & Customer Solutions at MAN Truck & Bus and Simon Motter, Head of Volkswagen Group Logistics (from left to right) at the handover of the first MAN eTruck to the Duvenbeck Group.

First MAN eTruck starts with Duvenbeck in emission-free VW plant logistics



The eTruck is perfect for use in automotive logistics where maximum load volume up to three meters in interior height is more important than high load weights.



Bernd Reining, Senior Director Procurement, Duvenbeck in the new MAN eTruck.

Bocholt/Munich, Germany: With handover of the first MAN eTruck on 05 December to the Duvenbeck Group in Munich, MAN Truck & Bus is setting another milestone in the electrification of freight transport.

The Ultra Low Liner eTGX semitrailer tractor, specially developed for the loading volume requirements of automotive logistics, is set to make Volkswagen plant logistics particularly climate-friendly in the future.

In accordance with the LOI signed by both parties, Duvenbeck intends to put up to 120 units of the MAN eTGX into service by 2026. Duvenbeck will deploy the MAN eTruck in various areas of the Rhine-Ruhr and Benelux freight forwarding region as part of VW's plant logistics.

"With the Ultra Low Liner eTruck, MAN has developed a solution that is perfectly tailored to the requirements of the automotive industry. No other series-produced electric semitrailer tractor can pull trailers with an interior height of three meters. This makes it the ideal choice for transports with high volume requirements," explains Friedrich Baumann, Chief Sales & Customer Solutions Officer at MAN Truck & Bus. "We are delighted to have two strong partners at our side, Duvenbeck and Volkswagen, to bring this innovation to the road."

Duvenbeck: Partner for Green Logistics

Sustainability has been a central element of Duvenbeck's corporate strategy for years. With the "Green Logistics" initiative, the company focuses on low-emission and resource-saving transport solutions. "The MAN eTruck is an important step towards emission-free logistics. It helps us to meet our customers' requirements and protect the environment at the same time. Sustainability is part of our everyday practice," emphasizes Bernd Reining, Senior Director Procurement, Duvenbeck.

Duvenbeck continuously implements measures to optimize energy efficiency and conserve resources. These include the use of alternative drive systems, the reduction of empty runs and innovative charging concepts. The use of the MAN eTruck marks a further contribution to minimizing CO₂ emissions in the supply chain.

Climate-friendly logistics for Volkswagen Logistics

Duvenbeck will be using the MAN eTruck to supply Volkswagen production in future. Simon Motter, Head of Volkswagen Group Logistics, underlines the importance of the project: "Our partner Duvenbeck is taking a bold step forward: MAN eTrucks are being used for the first time at the Volkswagen plant in Wolfsburg. This means that the technology's suitability for everyday use and cost-effectiveness can now be proven.

"The use of MAN eTrucks is part of the goTOzero impact logistics program, with which Volkswagen has embarked on the path to consistently climate-friendly logistics. In the long term, the use of electric trucks is the most important lever for reducing CO₂ emissions in road transportation.

"Where the strategically prioritized use of rail with green electricity is not possible, for example due to a lack of rail connections, BEV trucks with green electricity are favored. In the cross-modal concept, they are used according to their strengths: Rail on long-distance routes, emission-friendly trucks on pre-carriage and onward carriage as well as on short and medium-distance routes."

Technological innovation as the key

The Ultra Low Liner eTruck MAN eTGX is a pioneer in its class: with a semitrailer height of just 950 mm, a very short wheelbase of 3.75 meters and yet maximum battery capacity, it offers a range of around 500 kilometres.

This makes it perfect for use in automotive logistics, where maximum load volume up to three meters in interior height is more important than high load weights. Thanks to its modular battery concept with a choice of four, five or six battery packs and power levels of 449 and 544

hp, it can be op-timely adapted to any transport task.

In addition to the standard CCS charging technology (up to 375 kW), it can also be ordered with the new MCS standard with up to one megawatt charging power, which enables even faster intermediate charging during the driver's break from driving.

Transport companies also benefit from MAN's 360-degree eMobility Consulting when switching to electromobility: the advice on switching to electromobility includes customer-specific analyses of vehicle deployment and charging infrastructure requirements.


MAN's range of services also includes the provision of charging infrastructure itself through partnerships with charging infrastructure suppliers. In addition, as with conventionally powered trucks, service contracts and financing solutions specially tailored to electric mobility as well as numerous digital services are available for the use of the new electric lions.

These include the MAN eReadyCheck, which customers can use to check how their delivery routes can be driven purely electrically, as well as the MAN Charge & Go charging service including charging card, which enables simple, consolidated charging planning and billing for international routes.

TIP Group: Flexibility through rental

The MAN eTGX is being deployed at Duvenbeck by the TIP Group, one of the leading manufacturer-independent commercial vehicle rental companies and service providers for the transport and logistics industry. By providing the MAN eTruck, TIP enables companies like Duvenbeck to react flexibly and quickly to the growing demands of sustainable logistics.

"Our aim is to equip our customers with modern, environmentally friendly vehicles and to support them on their way to greater sustainability," explains Oliver Bange, Vice President Central Europe Region of the TIP Group.

The TIP Group is actively committed to a more sustainable future in the logistics industry. With its focus on zero-emission vehicle rental, TIP is making an important contribution to the introduction of zero-emission solutions. This innovative approach not only supports the decarbonization of the industry, but also consistently drives the transformation towards more climate-friendly logistics. Source: Man Truck & Bus 



The Ultra Low Liner eTruck MAN eTGX is perfectly suited for use in automotive logistics and offers a range of around 500 kilometres.



Turkish Airlines debuts in Sydney with the arrival of its longest-ever flight



Istanbul, Türkiye: Turkish Airlines, the airline that flies to more countries than any other, launched on 29 November its longest flight with the addition of Sydney, marking a monumental milestone as it expands to its second destination in Australia.

Türkiye's national airline now reaches 351 destinations across six continents within its global network.

Flights between Istanbul and Sydney will be operated with the airline's new, modern fleet of Airbus A350-900 aircraft which is designed for long haul comfort with 32 flatbed seats in business class, and 297 recliners for economy travellers.

Set to be operated four times a week via Kuala Lumpur, the flights will take 19 hours with its 9,300-mile flight path. The new route will not only bolster the ties between Türkiye and Australia, driving growth in tourism, trade, and cultural exchange, but also provide Australian guests the flag carrier's robust flight network, ensuring they can explore the world with the comfort and hospitality of Turkish Airlines.

Following the launch of Turkish Airlines' first flight from Melbourne

in March this year, Sydney becomes the second Australian city added to flag carrier's ever-expanding network. The inaugural flight sets the stage for Turkish Airlines' future plans to introduce direct, non-stop services from Sydney to Istanbul, revolutionising travel between the two iconic travel destinations.

On the arrival of the first aircraft in Sydney, Turkish Airlines CEO Bilal Ekşi stated: "This momentous occasion marks Turkish Airlines' longest flight path in history, as we happily add our second Australian city to our flight network. The arrival of our first flight from Istanbul to Sydney represents our ongoing commitment to connect travellers across the globe, providing a seamless gateway between Europe and Australia with the comfort and hospitality of Turkish Airlines. Once we receive our aircraft capable of conducting the journey in a single leap, we look forward to further expanding our offering in the near future with Australia's first non-stop flights to Istanbul."

Minister for Jobs and Tourism, The Hon. John Graham commented, "Turkish Airlines' arrival in Sydney is a landmark moment that offers a new high-quality option for local travellers to Europe and a boost in visitor numbers to Sydney. This exciting new route from Istanbul was made possible by a financial incentive from the Minns Government. We are backing our airports to increase capacity and bring more visitors to NSW, creating jobs and economic growth in our tourism destinations right across the state. Bringing more passengers into our airports is part of the Minns Government's plan to boost jobs and growth in our statewide visitor economy."

Sydney Airport CEO Scott Charlton noted, "Turkish Airlines will bring added competition to the market, and with over 15,000 Turkish-born Australians residing in New South Wales and Türkiye consistently being a top choice for Australian travellers, we are confident this new route will see strong demand." 🇹🇷

Wizz Air Abu Dhabi to launch flights to Varna, Bulgaria



Abu Dhabi, UAE: Wizz Air Abu Dhabi, the ultra-low-fare national airline of the UAE, is launching an exciting new route to Varna, Bulgaria, unlocking an eclectic mix of travel opportunities for both residents and visitors of the UAE.

Flights to Varna will commence on 31 March 2025 and will operate three times a week on Monday, Wednesday, and Friday. Tickets are already on sale on wizzair.com and the airline's mobile app, available in the Arabic language, with fares starting as low as AED 279.

Known as the "Pearl of the Black Sea," Varna is a hidden gem that offers a perfect blend of relaxation, culture, and adventure. Varna boasts golden sandy beaches, warm seawater, and Bulgaria's largest Roman baths complex, making it an ideal destination for sun-seekers.

The city is rich in history, with ancient remnants and fascinating museums that tell the story of its prehistoric past. Visitors can also enjoy a variety of outdoor activities, from strolling through the beautiful seaside park to exploring nearby summer resorts.

Johan Eidhagen, Managing Director of Wizz Air Abu Dhabi, said: "Wizz Air Abu Dhabi continue to play a pivotal role in contributing to the growth of the Emirate's travel and tourism sector as we expand our network into unserved hidden gems across Europe, Africa, Asia and the Middle East. Varna is a must-visit destination in Bulgaria that promises and unforgettable experience with its unique combination of natural beauty, and cultural heritage. We are committed to increasing global connectivity and unlocking marvelous new destinations from Abu Dhabi. We look forward to seeing you on board our aircraft and sharing our love of adventure soon." 🇹🇪



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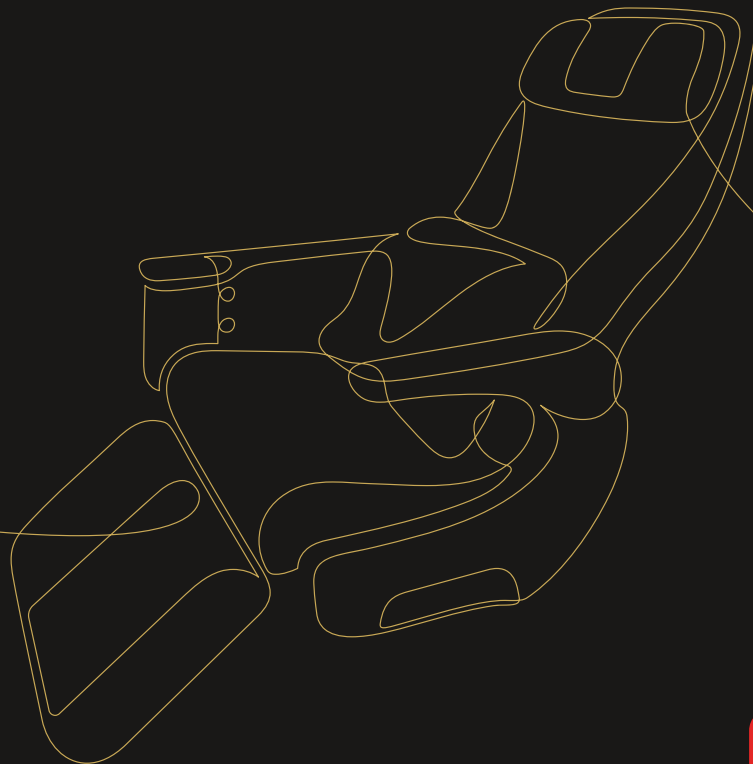
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AIRCRAFT INTERIORS MIDDLE EAST

Munich Airport and Lufthansa Group launch joint innovative projects, including remote-controlled passenger bridge



Munich, Germany: Munich Airport is driving technological innovations to optimize operational processes in collaboration with the Lufthansa Group and the jointly operated Terminal 2 company.

Since mid-October, the use of a remote-controlled passenger bridge has been tested. During the six-month pilot phase, various real-life conditions, such as weather influences or obstacles in the stairway's driving area, will be tested using a modified passenger bridge.

The long-term plan is to equip all passenger bridges with innovative control systems. In addition to the "remote" approach, a fully automated, AI-supported control system is also being considered for Terminal 2.

During the test phase, the passenger bridge will be operated from a container set up as a temporary control center. The initial test runs will be conducted using a plane mock-up. The successful launch of a test run with the Spanish specialist DIMAIM demonstrates the progress in this area.

Another joint project is the introduction of an unloading aid in the baggage handling system at Terminal 2. This optimized system enables more efficient handling of luggage and freight by easing the transport between baggage carts and the baggage claim belt.

"We are very pleased to advance innovative projects like this together with the Lufthansa Group and the Terminal 2 company. The close and collaborative partnership allows us to develop forward-thinking solutions and sustainably strengthen Munich Airport," says Jost Lammers, CEO of Munich Airport.

Jens Ritter, CEO of Lufthansa Airlines, adds, "It is a significant step to take a leading role at our Munich hub. Our goal is to offer our guests a premium travel experience – automation and the focus on future technologies are key pieces of the puzzle on our way there." 🌐

Deutsche Aircraft starts construction of the world's most modern final assembly line for regional aircraft at Leipzig/Halle Airport



Leipzig, Germany: The EUR 100 million construction of the final assembly line of Deutsche Aircraft, a world-leading German manufacturer of regional aircraft, at Leipzig/Halle Airport has finally begun.

The site, which is around the size of eight football fields (60,500 square meters), will house a comprehensive infrastructure for the production of the D328eco, which will be the world's most efficient and environmentally friendly regional aircraft in its class.

In addition to the final assembly line, a flight readiness hangar, a logistics center and an administration building will be built on site. Construction work is scheduled to be completed by the end of 2025.

Nico Neumann, COO of Deutsche Aircraft, explained: "We are looking forward to Leipzig with great anticipation and pride, where our final assembly line for the D328eco program will be ready to go in just one year. Together with our partners - the Weerts Group and Mitteldeutsche Flughafen AG - we are creating a modern and CO₂-neutral final assembly line for a pioneering regional aircraft at Leipzig/Halle Airport. This is the future made in Saxony!"

Yves Weerts, CEO and President of the Weerts Group, added: "Our credo at Weerts is that we build the infrastructure for the values of tomorrow. We are therefore delighted to be making our contribution by implementing the construction plans to ensure that Deutsche Aircraft's innovations take off into a successful future. At the same time, the project is a significant step for the further development of our business in Germany."

Götz Ahmelnann, CEO of Mitteldeutsche Flughafen AG, noted: "We are proud to be able to continue the history of aircraft construction in the region. Especially since we are opening a new, innovative chapter in sustainable air transport together with our project partners. This is groundbreaking for Leipzig/Halle Airport as a production and business location as a job engine and for the future of environmentally friendly flying."

The D328eco is a modernized version of the Dornier 328 regional aircraft, which is already well-known and proven worldwide. As a 40-seat turboprop of the next generation, the D328eco is considered the most modern, efficient and sustainable aircraft in its class. In addition to significantly lower operating and maintenance costs, it consumes almost 15 percent less fuel than previous aircraft and reduces CO₂ emissions by almost 25 percent.

Characterized by a high degree of automation and the standard use of 3D models, as well as augmented reality technologies, the Leipzig site will become the world's most modern final assembly line for regional aircraft. 🌐



Etihad Engineering signs MoU with e& UAE for private 5G network across its 550,000 sqm aviation MRO facility

Abu Dhabi, UAE: Etihad Engineering, one of the world's leading aircraft maintenance, repair and overhaul (MRO) service providers, signed a Memorandum of Understanding (MoU) with e& UAE, the telecommunications arm of global technology group e&, to explore a collaboration for implementing a cutting-edge private 5G network within its 550,000 sqm MRO facility adjacent to Zayed International Airport.

"Deploying a private 5G network will provide Etihad Engineering with high-speed, low-latency connectivity, enabling seamless real-time data sharing and communication across our operations," said Daniel Hoffmann, CEO of Etihad Engineering.



The Etihad Engineering team led by Daniel Hoffmann, CEO; Abdulmohsen Ahmed Al Sayegh, VP Finance; Bookie Ghauri, Head of Value Stream; Santhosh Nair, Business Engagement Manager, and; Abdelrahman Aliess, Marketing and Communications Manager with the e& UAE team - Haitham Abdulrazzak, Chief Business Officer; Mohannad Samara, VP Business Development & Solutions; Fadi Shannah, VP Enterprise Sales; Waleed Mortaja, Sr. Director Strategic Industries and Ashok William, Client Director.



"With e& UAE's expertise, we are looking at leveraging next-generation connectivity to support applications such as augmented reality (AR) for maintenance procedures, IoT-enabled asset tracking, and enhanced surveillance systems, all designed to streamline workflows and reduce downtime," he added.

Masood M. Sharif Mahmood, CEO at e& UAE, noted, "This partnership will set a new standard for aircraft maintenance by leveraging 5G to deliver unprecedented levels of operational performance and reliability. This represents a significant step forward in the digital transformation of the aviation sector, and we look forward to seeing the positive impact of enhanced connectivity on Etihad Engineering's facility."

Bookie Ghauri, Head of Value Stream - Etihad Engineering, added, "The integration of a private 5G network can play a key role in achieving our vision of a fully digitalized and connected operational ecosystem. This technology offers real-time data capabilities, improved decision-making, and enhanced automation, vital elements in maintaining our leadership in aircraft engineering and innovation."

The feasibility study of a private 5G implementation at Etihad Engineering is expected to be completed soon by e& UAE, followed by the development of a comprehensive implementation plan.

This collaboration is a part of Etihad Engineering's ongoing efforts to embrace the future of aviation technology and set new benchmarks for efficiency, safety, and digital transformation in aircraft maintenance. 🚀

UAE Air Force and Air Defense boosts fleet with new Airbus A330 MRTT, world's most advanced tanker aircraft



Abu Dhabi, UAE: The United Arab Emirates Air Force and Air Defense received in November the first of two additional Airbus A330 Multi Role Tanker Transport (MRTT) aircraft at Al Ain Air Base, Abu Dhabi, from Airbus facilities in Getafe, Spain.

In 2021, the UAE ordered two additional A330 MRTTs, as well as an upgrade of the country's A330 MRTT fleet to the latest enhanced version.

With more than 300,000 flight hours and a 90% market share (outside the United States), the Airbus A330 MRTT is the world's most advanced tanker aircraft, with orders from 15 countries. 🚀



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DHL Express appoints Abdulaziz Busbate as CEO for MENA Region



Abdulaziz Busbate

Bonn/Bahrain: DHL Express has appointed Abdulaziz Busbate as the new Chief Executive Officer of DHL Express MENA (Middle East and North Africa), effective January 1, 2025, succeeding Nour Suliman who recently stepped into a non-executive advisory role within DHL Group as President MENA.

Busbate will be based in Bahrain and will report directly to John Pearson, CEO of DHL Express, who said:

"We are excited to welcome Abdulaziz Busbate to this pivotal role. His extensive experience, proven track record, and deep understanding of the region will be invaluable as we continue to drive growth and innovation in the Middle East and North Africa market, which continues to be a strategically important market for our customers and a source of talented, motivated employees for our global organization."

Bringing 24 years of management experience at DHL Express to the role, Busbate began his journey in Saudi Arabia, leading various commercial teams and contributing significantly to the organization's profitable growth.

In 2014, Busbate transferred to Bahrain as Country Manager, where he focused on service improvement and commercial development. In 2021, he returned to Saudi Arabia as Managing Director, successfully driving forward the company's strategy, including significant enhancements to service quality, investments in infrastructure and capacity, and development of the local workforce.

Busbate said he's honored to lead DHL Express and its dynamic team, saying, "My focus will remain on expanding DHL's leadership position in the Middle East and North Africa, enabling growth and delivering exceptional service to our customers. We will continue to invest in making DHL a Great Place to Work for our people and a pioneer of sustainable logistics, delivering a positive contribution to the communities we serve." 🌱



Christian Seidl

Duvenbeck appoints new COO for the North & West region

Bocholt, Germany: The Duvenbeck Group welcomes Christian Seidl as its new Chief Operating Officer (COO) for the north/west region, responsible for operating business in the company's Road and Contract Logistics Divisions.

Seidl can look back on a great deal of experience during his 35-year career in the sector. Among other things, Seidl has held management positions at CEVA, Dachser, Imperial (now DP World) and Schnellecke during his career.

With business management degree, Seidl has a great deal of expertise in the fields of contract, road and automotive logistics. He will report directly to Hakan Bicil, the CEO of the Duvenbeck Group.

The Duvenbeck Group offers a complete range of services in logistics globally with an annual turnover of EUR 1.1 billion in 2023. It is one of the leading logistics companies in Europe with more than 6,500 employees working at 40 business sites in 11 different countries.

The firm, founded in 1932, is a full-service logistics company specializing in the lead logistics, freight forwarding, third-party logistics segments. It also offers cross-docking, sequencing and trailer yard services. Duvenbeck has its own fleet of 1600 vehicles and they are mainly used to serve well-known customers in the industrial logistics sector, including the automobile, consumer goods, plastics and agricultural vehicle industries. 🌱

Chapman Freeborn appoints new President for IMEA region



Linas Dovydenas

London, UK: Chapman Freeborn has appointed Linas Dovydenas, President, India, Middle East & Africa (IMEA) as it continues to expand its presence in the region.

Dovydenas previously spent 16 years at Chapman Freeborn's parent company, Avia Solutions Group, in both Chief Executive Officer and Chief Commercial Officer roles before joining the charter broker in 2022.

"From 2007 until 2023 Linas played an integral part in almost all of Avia Solutions Group's group companies' development and geographical expansion, so he is exceptionally placed to step into the role of President, IMEA, at Chapman Freeborn and turn his

attention to accelerating our growth in the region," said Eric Erbacher, Group CEO, Chapman Freeborn.

Prior to the appointment, Dovydenas was Executive VP, ACMI Leasing, Chapman Freeborn.

"I look forward to working with the IMEA team and driving growth throughout the region," said Dovydenas. "Chapman Freeborn is an exceptional company, and it will be a privilege to oversee further expansion at such an exciting time in the industry."

Earlier this month Chapman Freeborn appointed Bernardo Nunes, Chief Operating Officer, Chapman Freeborn Group. 🌱

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World Cargo Summit 2025

27-29 January 2025

Hosted by Ostend-Bruges International Airport, World Cargo Summit 2025 will focus on air cargo economics, strategy and market trends. This event will provide unrivalled information and business opportunities. Meet and network with airlines, airports, forwarders, project developers and aviation service providers.

Kursaal Casino, Ostend-Bruges, Belgium

Air Cargo Africa 2025

19-25 February 2025

Organized by Messe München, Air Cargo Africa 2025 is the sector's leading industry exhibition and conference. Delivering new business opportunities, global perspectives and strong networking platforms, this event offers trade show, conference and awards that engage the global air cargo community to explore and strengthen networking corridors with the African Continent.

The Sarit Expo Centre, Nairobi, Kenya

Air Cargo Conference

2-4 March 2025

This event attracts all actors in the air cargo supply chain in one location, presenting an excellent opportunity to better understand the dynamics of the industry, exchange ideas, make connections, and position your organization to take advantage of future change.

The Air Cargo Conference is backed by three of the most reputable and influential associations in air cargo, freight forwarding, airlines and airports: AEMCA, ACI-NA, and Airforwarders Association. With powerful thought leaders, the event brings the most progressive insights to attendees.

Dallas, Texas

IATA World Cargo Symposium 2025

15-17 April 2025

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

Participate in exclusive business, networking, and branding opportunities tailored for over 1,400 industry leaders and decision-makers. Access industry intelligence, staying updated on the latest trends.

Dubai, UAE

Air Cargo Europe 2025

2-5 June 2025

air cargo Europe is the most important exhibition and conference for the global air cargo industry and is part of the world's leading trade fair transport logistic since 2003, held every two years in Munich.

Considered as the leading platform for international networking in the air freight industry, this four-day trade show offers innovative products, systems and technologies as well as a wealth of expert knowledge. The exhibition is part of transport logistic, the world's leading trade fair for logistics, mobility, IT, and supply chain management.

Munich, Germany

Transport Logistic 2025

2-5 June 2025

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Munich, Germany

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