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Vice President of Cargo Development, Avianca Cargo

Avianca Cargo

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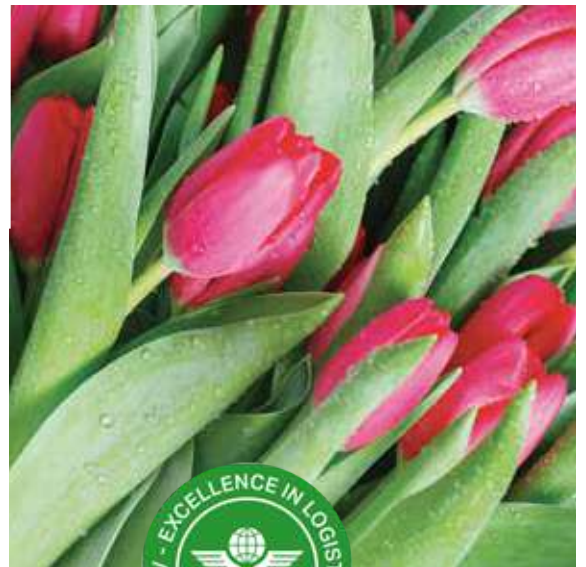
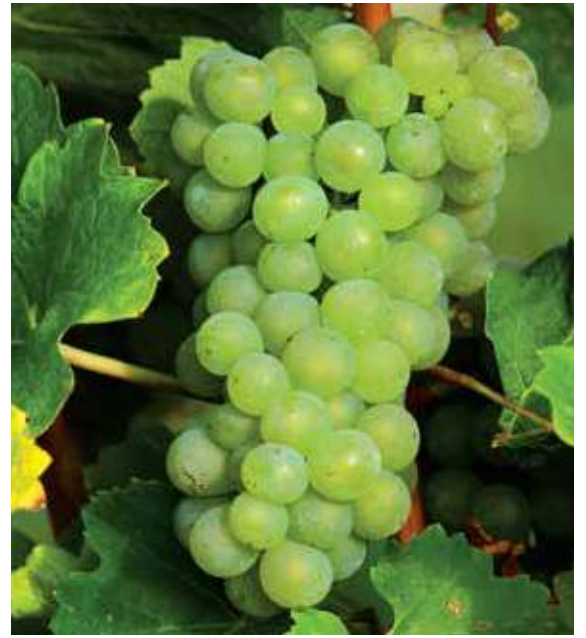
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Rajesh Menon
Cathay Pacific, Regional Head of Cargo South Asia, Middle East & Africa



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A delicate balance between pharmaceuticals and the air cargo industry

Many may not realize it but air cargo industry plays a critical role in keeping the world healthy. From vaccines and life-saving medications to medical supplies and research materials, the skies are filled with cargo planes carrying these precious commodities.

It is an indispensable part of the timely and safe delivery of essential pharmaceuticals worldwide, an industry valued globally at USD 1.48 trillion in 2022.

Air cargo's critical role on this was highlighted during the fight against the COVID-19 pandemic. These life-saving medications often require specialized handling and strict temperature controls to maintain their efficacy. The stakes are high as any disruption in the supply chain can have severe consequences for patients worldwide.

The pharmaceutical industry is booming, driven by factors such as aging populations, increasing healthcare spending, and the development of new treatments. This growth has placed immense pressure on the air cargo industry to meet the rising demand for efficient and reliable transportation of these sensitive products.

But transporting pharmaceuticals come with unique sets of challenges. First, pharmaceutical products require precise temperature control and specialized packaging materials to protect them. Often, the pharmaceutical industry is heavily regulated, with stringent standards for storage, handling, and transportation. Adherence to these regulations is crucial to ensure the safety and efficacy of the products.

And due to their high value and potential for misuse, pharmaceuticals are attractive targets for theft and counterfeiting. Robust security measures must be in place to protect these shipments.

In this edition, we examine how major players in the air cargo industry face head-on the challenges in their delicate role of transporting pharmaceuticals and life sciences products.

The industry had already adopted innovative solutions to keep up with the challenges. These include having real-time tracking systems for these shipments; using specialized packaging such as temperature-controlled ULDs, etc., having dedicated cold-chain facilities, among other things.

Indeed, air cargo is a critical part of the global healthcare industry in protecting public health and saving lives worldwide.

Gemma Q. Casas
Editor-in-Chief

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UNTIL THE DAY THERE WAS Ayrton Senna.

THERE WAS REVENUE MANAGEMENT.
UNTIL THE DAY
THERE WAS ECS GROUP.

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The Lounge

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Phone-free policy at home keeps this cargo executive's work-life balance



Rajesh Menon

Cathay Pacific, Regional Head of Cargo South Asia, Middle East and Africa

Tech gadgets like smart phones are life's essentials in today's digital age but too much of it could also be bad. Experts said excessive use of mobile phones can alienate us from our loved ones and friends and distract us from spending time in real physical activities. Yet, few of us have the discipline to digitally disconnect every now and then.

For Rajesh Menon, Cathay Pacific Airways' Regional Head of Cargo for South Asia, the Middle East and Africa, it's important to keep a healthy work-life balance. He's among those that consciously disconnect from mobile phones while at home.

"Maintaining a healthy work-life balance is crucial for me. I follow a strict phone-free policy once I step into my home, only checking it every two hours. This allows me to be fully present for my family and to focus on my fitness routine," Menon shared.

The doting father always devotes time to his family. "I cherish spending time with my daughter, who constantly inspires and teaches me. Staying active and prioritizing fitness is part of my daily routine. I also make time for holidays with family and friends, which are precious opportunities for connection and growth."

Menon's job is demanding, requires a lot of attention and right decisions to be made. But this aviation veteran finds that dynamic culture alluring and challenging.

"I have an innate passion for the aviation industry, having navigated through various roles, right from airport operations, passenger sales, and to air cargo. This journey is fueled by my love for travelling the world," he shared on what motivated him to join the aviation industry.

"The dynamic nature of this field, influenced by factors like natural disasters, political upheaval, or global pandemics, has taught me the importance of adaptability, agility, and resilience. Continuous learning has been my most effective tool for overcoming these challenges. The insights I gained from customer experience at Cathay were invaluable,

especially in guiding our team through difficult times," he added.

Rajesh also enjoys traveling. "Travelling fuels my curiosity and broadens my perspective. Cape Town remains my favorite destination, but I'm always eager to explore more. Currently, I'm off to Japan and planning to visit Vietnam by the end of the year. Next year, I aim to discover more of Europe."

And he loves tasting different cuisines, saying, "I embrace the philosophy of 'when in Rome, do as the Romans do,' and I enjoy trying diverse cuisines such as Indonesian, Thai, Italian, Sri Lankan, Chinese, Turkish, and Greek."

At work, Rajesh believes people will thrive in an environment where communication is nurtured and an open-mind to learn new things.

"I encourage my fellow senior professionals to embrace lifelong learning, especially as air cargo is amongst the slowest industry to adopt digitalization compared to other sectors. With the rapid pace of change, staying updated is essential. Likewise, I urge young professionals to consider a career in air cargo and logistics. The pandemic highlighted the industry's critical role in global trade, and as the world economy continues to grow, so will opportunities in this sector," he said.

Adding, "The air cargo and logistics industry is transforming, and we need skilled graduates in digital technology, data analytics, digital sales, and marketing. Your expertise will drive this transformation, making a meaningful impact on both the industry and one's career." 🍷

Egyptair Cargo awards full-service ULD management contract to Unilode



Zurich, Switzerland: Egyptair Cargo, the cargo division of Egypt's national carrier and Unilode Aviation Solutions, the market leader in outsourced Unit Load Device (ULD) management, repair, and digital services, have entered into a long-term partnership for full-service ULD management.

Unilode will supply digitalized PMC and PAG pallets from its global pool to Egyptair Cargo, and provide access to its e-ULD app and customer dashboard to further enhance operational efficiencies and data analytics.

Egyptair Cargo operates one of the largest air cargo services in Africa, using both its own dedicated aircraft and the cargo-carrying capacity of its sister passenger airline, which flies to over 100 destinations worldwide and is the second largest carrier by fleet size in Africa.

"We are delighted about Egyptair Cargo's decision to enter into a long-term ULD management partnership with Unilode, which will strengthen our footprint in Africa. In addition to Unilode's comprehensive ULD solutions, global pool, and worldwide network, this contract award is also a testament to the brilliant work of our people, who go above and beyond to meet all our customers' ULD needs 24/7 across the globe and earned Egyptair Cargo's confidence in committing with Unilode for the longer term," said Mohammed Akhlaq, Unilode's Chief Commercial Officer.

Apart from Egyptair Cargo, Air India and Air New Zealand, also recently outsourced their ULD management to Unilode which has a pool of more than 170,000 ULDs across its global network.

"Our continued investment with our newly refurbished Operations Control Centre, growing MRO network, groundbreaking in-house ULD digitalization transformation platform, including our new eULD app and customer portals, and commitment towards sustainability goals, continue to provide unique outsourcing opportunities that are being well embraced by the industry," said Akhlaq. 🌱



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AI IN AIR LOGISTICS: TRANSFORMING SUPPLY CHAINS THROUGH COLLABORATION AND DATA-DRIVEN EFFICIENCY

Artificial Intelligence (AI) is transforming the air logistics industry by optimising processes, enhancing data accuracy, and enabling better supply chain management. AI-driven solutions allow for improved demand forecasting and cost reductions through efficient storage, minimizing idle times, and boosting flexibility in supply chain responses. However, adopting AI comes with challenges, including data security risks, third-party data management, and the need for harmonized standards across various platforms.

A key approach to leveraging AI in logistics is through collaborative cargo community systems (CCS), which facilitate data sharing and create a unified digital landscape. These systems connect stakeholders, such as airlines, customs, and ground handlers, enabling seamless interactions that enhance efficiency and transparency. The concept of a 'combined SWOT analysis' helps to balance strengths and weaknesses, using AI's real-time data insights to mitigate risks and create a competitive advantage for the entity and the industry as whole.

Despite the promising benefits, AI adoption remains slow, primarily due to the lack of industry-wide collaboration and standardisation. A promising solution is a Minimum Viable Product (MVP) approach, where stakeholders participate in a shared system to showcase AI's potential benefits. Ultimately, a collective effort with a focus on collaboration and shared goals can drive the AI-led transformation in logistics, creating a more responsive and efficient industry.

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Wiremind's CAYZN solution chosen to support Transavia France's growth



Paris, France: Transavia France, the low-cost subsidiary of the Air France-KLM group, has selected Wiremind's innovative Revenue Management solution CAYZN, to optimize its revenue and operations.

"Following a highly successful Proof of Concept (POC) that demonstrated a substantial increase in revenue per available seat kilometer (RASK), I am pleased to announce a long-term partnership between Transavia France and Wiremind to meet the airline's revenue optimization objectives and also benefit from our teams' expertise," said Colin Girault-Matz, CEO of Wiremind.

"CAYZN harnesses latest artificial intelligence technologies, enabling Transavia to achieve optimized revenues and load factors," he noted.

Wiremind's CAYZN Revenue Management solution will be fully implemented within Transavia France over the coming months. The airline is already benefiting from extensive product support through Wiremind's Customer Success and Product Experts teams. These teams work directly with Transavia France's Revenue Management analysts to tailor various features of the application, including AI and the Business Rules Engine.

Wiremind is committed to identifying its clients' evolving needs to improve CAYZN. Through regular product sprints, these needs are incorporated into CAYZN's development, ensuring the revenue optimization solution is constantly growing. The solution helps analysts by highlighting the most crucial data for analysis while providing an industry-specific optimization system.

"We are also delighted to engage in this partnership with Wiremind, which will enable us to meet ambitious business objectives in the long term. Indeed, Transavia France operates in a highly competitive sector and is always looking for innovative solutions to differentiate itself. With CAYZN and its promising use of AI to forecast demand and further optimize capacity, Wiremind has demonstrated its performance in terms of revenue management," Nicolas Hénin, CCO of Transavia France, said. 🇫🇷



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dnata adds 14 electric ground power units (GPUs) at its fleet in Dubai

Dubai, UAE: dnata, a leading global air and travel services provider, has added 14 new, 180kVA electric ground power units (GPUs) to its ground support equipment fleet at Dubai International airport (DXB), capable of handling 33% of all GPU utilization at the world's busiest international airport.

A GPU is a mobile or stationary device used to provide electrical power to aircraft while they are on the ground. The units will replace diesel-powered equipment, reducing fuel consumption by some 550,000 liters annually.

dnata's first four electric GPUs have already been deployed in its operations, exclusively supporting Emirates Engineering's services. The remaining 10 units are expected to arrive in November.

dnata's latest fleet enhancement, costing US\$4 million, is part of its ongoing efforts to enhance environmental efficiency across its operations. The company's fleet strategy commits to phasing out diesel-powered engines and switching to hybrid, electric, or hydrogen wherever airports have provided the necessary infrastructure.

dnata is also actively engaging with biofuel suppliers to reduce emissions. Most recently, it has transitioned its entire non-electric fleet to biodiesel at the two Dubai airports, DXB and Al Maktoum - Dubai World Central (DWC).

Jaffar Dawood, Senior Vice President, Airport Operations - UAE and MEA, dnata, said: "Our latest fleet investment underlines our ongoing commitment to using electric equipment wherever the airport's infrastructure permits. It reflects our focus on environmental responsibility and aligns with both customer

expectations and the airport's sustainability efforts. In addition, it improves operational efficiency and reduces maintenance needs.

"We will continue to promote industry collaboration and advocate for infrastructure improvements to achieve our goal of reducing carbon emissions by 50% by 2030."

dnata recently reported significant improvements across key environmental performance metrics for the financial year 2023-24. As a result of its consistent approach and initiatives, the company cut the carbon intensity of its operations by over 8%, 22% and 26% across its airport operations, travel and catering businesses, respectively. All data has been validated by Verifavia, an independent accredited environmental verification and auditing body.

In September 2023, dnata became the first combined air services provider to receive the International Air Transport Association' (IATA) environmental management certification as a recognition of its unwavering commitment to sustainability across its diverse portfolio of businesses in the United Arab Emirates (UAE). 🌱



Dubai Customs unveils innovative projects at GITEX Global

Dubai, UAE: Dubai Customs showcased its latest innovative initiatives and significant enhancements in services that utilize advanced technology and artificial intelligence to streamline business operations at the recently held GITEX Global 2024.

Held in Dubai on 14-18 October under the theme "Global Collaboration to Forge A Future AI Economy"—the event touted to be the biggest tech show in the world gathered together industry leaders from big tech companies, governments, innovative startups, expert investors and corporate buyers.

"This effort aims to support the objectives of the Dubai Economic Agenda D33 by boosting the value of Dubai's foreign trade and promoting sustainable economic growth. Additionally, visitors will have the opportunity to experience a virtual simulation of the customer journey for clearing cargo shipments, as well as learn about modern devices designed to improve customs inspections and safeguard the community from prohibited materials," said Rashid Al-Sharid, Executive Director of Finance Affairs and Administration Division at Dubai Customs and Head of the GITEX 2024 Task Force.

GITEX Global serves as a global technology platform that showcases the experiences of advanced nations in information

technology, virtual reality, and artificial intelligence. These technologies have become vital in smart applications and are expected to play a significant role across multiple sectors, enabling the development of smarter systems that enhance service delivery.

"Dubai Customs is committed to participating in

the exhibition each year to highlight our pioneering customs experience and digital solutions that facilitate trade, bolster supply chains, and ensure customer satisfaction by automating processes, reducing costs, and maximizing returns for businesses. This reinforces Dubai's central role in trade and strengthens its position in global competitiveness indices," Al-Sharid noted.

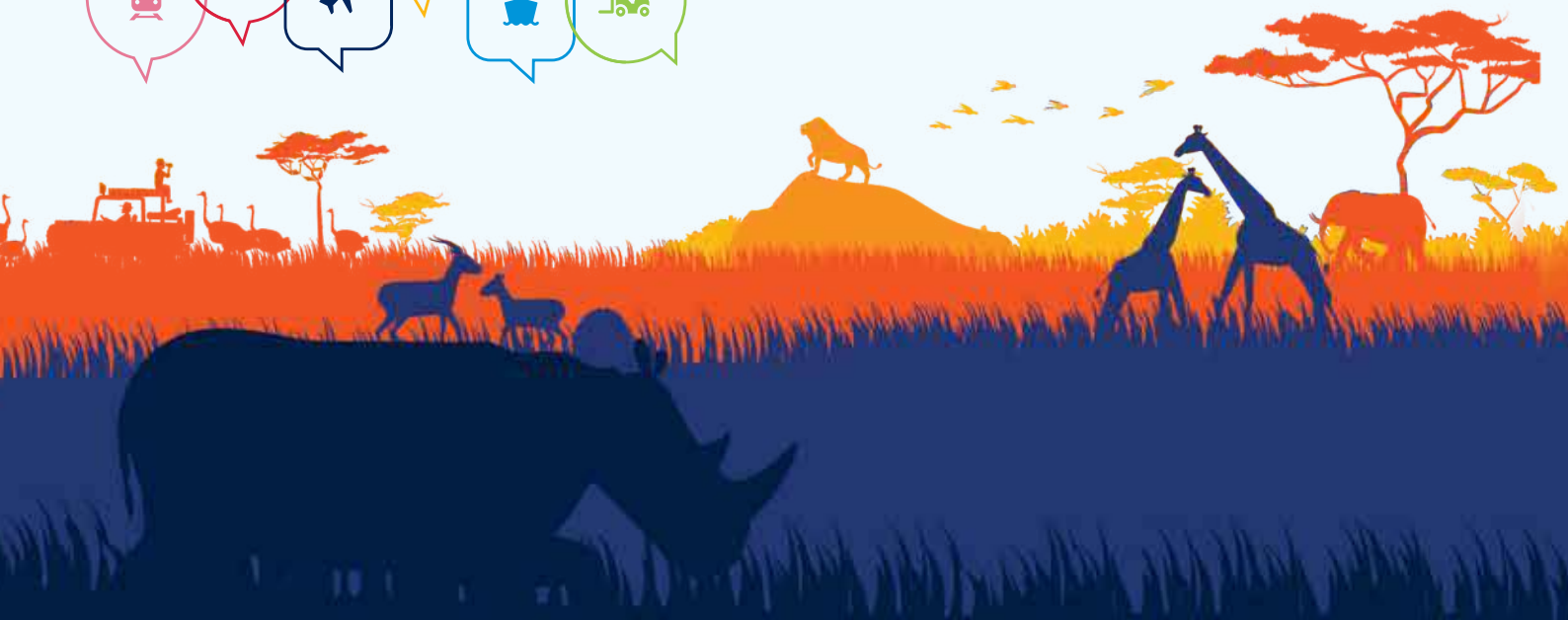
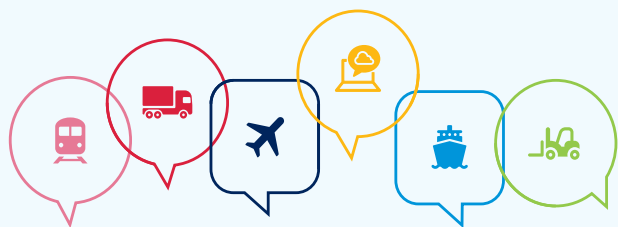
Dubai Customs' new projects introduced at the event include Decentralized Customs and the AI-based A Munasiq which allow transactions to be completed in just minutes online. 🌱



Rashid Al-Sharid, Executive Director of Finance Affairs & Administration Division

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Etihad Cargo reaches 10-year milestone in Vietnam

Abu Dhabi, United Arab Emirates: Etihad Cargo, the cargo and logistics arm of Etihad Airways, is celebrating this year its decade of successful operations in Vietnam, supporting its booming trade and economic growth, particularly in the high-tech and manufacturing sectors.

Etihad Cargo plays a crucial role in transporting high-tech goods for major global brands such as Samsung, Apple, Dell, and LG, alongside garments, textiles, footwear, and other products from Vietnam to Europe, the US, the Middle East, and Africa.

Since the launch of its freighter services in July 2014 in Vietnam, Etihad Cargo has continuously expanded its operations in the country. The airline began with two A330 freighter flights to Hanoi per week, offering 120 tons of cargo capacity. Today, it operates four weekly Boeing 777F freighter flights, providing 400 tons of capacity to support the growing market demand.

In addition to its Hanoi operations, Etihad Cargo also serves Ho Chi Minh City, Vietnam's second-largest air cargo market. The carrier offers two weekly charter flights between Ho Chi Minh City and Kuala Lumpur, effectively creating an online station to provide customers with a reliable solution for transporting cargo globally via Kuala Lumpur.

Furthermore, Etihad Cargo leverages its interline partners to offer customers access to other key Asian hubs, including Denpasar, Singapore, Phuket, Bangkok, and Manila.

Etihad Cargo's SecureTech product, introduced to support the growing demand for electronics shipments, has seen significant growth in Vietnam. In 2024, SecureTech shipments from Hanoi saw a 43 percent year-on-year increase, rising to 5,174 tons from 3,618 tons during the same period in 2023.

This growth reflects Vietnam's critical role in the global electronics



supply chain and Etihad Cargo's ability to provide reliable logistics solutions for sensitive high-tech goods.

Reflecting on the 10-year milestone, Stanislas Brun, Vice President Cargo, said: "Etihad Cargo's decade of successful operations in Hanoi and across Vietnam demonstrates the carrier's long-term commitment to this dynamic market. By continually enhancing its products and services, expanding capacity, and investing in digitalization, Etihad Cargo ensures that customers receive the high-quality air cargo solutions they expect. Etihad Cargo looks forward to further strengthening its presence and meeting the evolving logistics needs of Vietnam."

Etihad Cargo has also made significant strides in digitalization, with the majority of Vietnamese customers utilizing the carrier's online booking platform and track-and-trace capabilities. This has streamlined the shipping process, enabling greater efficiency and customer satisfaction.

In 2021 and 2022, the Hanoi station achieved the highest revenue contribution across Etihad Cargo's network, further cementing its importance in the airline's global operations. The airline affirmed its commitment to provide reliable and innovative air cargo solutions that help drive Vietnam's expanding trade footprint. 🌐

CHI Aviation Handling GmbH takes over majority shares of Cargogate Munich Airport GmbH



Munich, Germany: CHI Aviation Handling GmbH, part of the CHI Cargo Group, will acquire 74.9 percent of Cargogate Munich Airport GmbH shares and Munich Airport will keep the remaining 25.1 percent shares to establish their future-oriented strategic partnership with proven freight expertise and a large customer network at the airport.

The acquisition of the shares will take effect in January 2025 subject to regulatory approval.

Founded in 1974, Cargogate Munich Airport GmbH provides cargo services at Munich Airport as its wholly-owned subsidiary.

As a regulated agent, Cargogate carries out all tasks that arise from the

warehouse on an area of approximately 17,000 square meters, including the acceptance, sorting, assembly and handover of the cargo as well as customs and dangerous goods formalities. Cargogate has the infrastructure to clear all types of special goods in a suitable form.

The CHI Group, on the other hand, offers freight forwarding and airline handling as well as other related activities at the airports in Frankfurt, Nuremberg, Hamburg and Amsterdam for internationally operating companies and is expanding its portfolio to include airline handling at Munich Airport.

Munich Airport said its joint venture with CHI Aviation will continue to operate under its previous name until further notice. The common goal is the sustainable development at Munich Airport and a significant strengthening of the freight business and volume. The jobs of the approximately 150 employees have been contractually secured.

"I am pleased that we have been able to win a strong strategic partner in CHI for our freight subsidiary Cargogate in order to jointly advance freight development at Munich Airport," said Jost Lammers, CEO of Munich Airport.

Kai Domscheit, Managing Director of CHI Aviation, commented, "With the joint venture with Munich Airport, one of Europe's leading airports, we are strengthening the location and the German air freight market as a whole with our proven scalable processes in the area of cargo handling." 🌐

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The IATA World Cargo Symposium, the largest and most prestigious air cargo annual event, comes back in Dubai, UAE, in April 2025.

The 2024 edition brought close to 2'000 delegates to Hong Kong (SAR), China. 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.

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American Airlines Cargo enhances cold-chain network with expansion of CEIV Pharma Certification

Fort Worth, Texas: American Airlines Cargo says John F. Kennedy International Airport (JFK) and Luis Muñoz Marín International Airport (SJU) have joined its list of US stations certified by IATA's Center of Excellence for Independent Validators in Pharmaceutical Logistics, or CEIV Pharma.

The certifications underscore the carrier's commitment to quality in Life Sciences handling, as the process evaluates safety, compliance, consistency, and training at each station to achieve certification.

The carrier also recently achieved re-certification of Dallas/Fort Worth International Airport (DFW) and Philadelphia International Airport



(PHL), which were first certified in 2021, and still maintains certification of Miami International Airport (MIA) and its headquarters.

In addition to these major hubs, American also operates out of more than 30 CEIV- or GDP-certified locations around the world – most notably including Amsterdam Airport Schiphol (AMS), Dublin Airport (DUB), Frankfurt Airport (FRA), Paris Charles De Gaulle Airport (CDG), Rio de Janeiro Galeão International Airport (GIG) and Shanghai Pudong International Airport (PVG). This robust network ensures expert transport of pharmaceutical and temperature-controlled handling at a global scale, making American an integral player within air cargo pharmaceutical market.

"The new CEIV certifications underscore our commitment to the safe and effective handling of pharmaceuticals and other Life Sciences commodities. We are committed to meeting our customers' needs while ensuring compliance and excellence in the services we provide, and this is an example of that," said Eric Mathieu, Head of Customer Experience for American Airlines Cargo. "We will continue to grow our cold-chain network and focus on how we can offer customers the best products and network for temperature-sensitive shipments."

To further support its cold-chain offering, the carrier currently has three master lease agreements for temperature-controlled containers, including the Releye® RLP and RAP active containers from Envirotainer, RKN, RAP, APS single and double units from CSafe, and the Pegasus ULD® passive container from Sonoco ThermoSafe – the world's first FAA and EASA-approved advanced passive bulk temperature-controlled ULD container for pharmaceutical use.

American Airlines Cargo noted all containers are currently available for lease noting that the cargo carrier provides cold-chain solutions, either passive or active, to over 180 markets. 🌐

Chapman Freeborn conducts movement of Prague National Opera from Finland to Czech Republic

London, UK: Chapman Freeborn was selected for the return transport of the 185-strong Prague National Opera to the Savonlinna Opera Festival due to its ability to accommodate musicians' requests for instruments to be walked onto a Boeing 737-800 aircraft.

"This kind of charter is often challenging given the delicacy of the orchestra's instruments and, understandably, members want to be next to them at all the times," said Annika Eerola, Passenger Sales Manager Nordics, Chapman Freeborn.

"Communication with the airport handling agent and the operator is therefore very important. We personally escort clients from their arrival at the airport to their departure, so that they know everything will be taken care of, enabling the client to enjoy a stress-free and smooth flight."

Chapman Freeborn arrange customized charter flights tailored to individual needs and requirements whether the journey is for people, cargo or both.

"Chapman Freeborn provided prompt assistance at every turn, and throughout the process," said Henna Orava, Producer, Savonlinna

Opera Festival. "I felt confident that they were in control of our order and its details. It was easy to make arrangements and commitments were consistently honored."

Annika was appointed to lead sales in the Nordic region earlier this year, after 20 years working in the Finnish aviation market, and worked closely with Passenger Charter Broker, Gary Vaughan on this charter.

Chapman Freeborn was recently voted best air charter company at the PA Show Summer Summit and Supplier Awards beating off tough competition, including Air Charter Service, British Airways, Emirates, Flexjet, and Smart Aviation. 🌐





Qatar Airways Cargo goes live with Wiremind Cargo's CARGOSTACK Revenue Management suite



Doha, Qatar: Qatar Airways Cargo, the world's leading cargo carrier, has made a significant leap in revenue management innovation by officially launching CARGOSTACK Optimizer, the Revenue Management suite of Wiremind Cargo, a member of Cargo Tech.

As the first airline worldwide to go live with this solution, Qatar Airways Cargo positions itself at the forefront of the industry, leveraging the most advanced AI-driven solutions. In the wake of both parties partnering in early 2023, a range of solutions for demand forecasting, inventory optimization, and overbooking recommendations have been steadily rolled out, until the most recent implementation of a bid price machine learning model.

Multiple teams within Qatar Airways Cargo's revenue management teams now benefit from CARGOSTACK's improved AI-generated recommendations, its intuitive UI/UX, as well as various features which the users themselves provided input on during the implementation phase.

"At Qatar Airways Cargo, our goal is to lead. The adoption of Wiremind Cargo's CARGOSTACK Optimiser suite is a testament

to our commitment to innovation and excellence," said Mark Drusch, Chief Officer Cargo at Qatar Airways Cargo. "This partnership continues our leadership in employing technology by utilizing the most sophisticated AI solutions available to transform our revenue management processes. We are thrilled to have found a partner in Wiremind Cargo with whom we continue to closely collaborate, and deliver and fine-tune their cutting-edge solutions at such an incredible speed."

Nathanaël de Tarade, CEO of Wiremind Cargo, commented, "Our collaboration with Qatar Airways Cargo is a perfect example of how Wiremind Cargo's advanced AI solutions can transform commercial operations. We are excited about this essential step in our partnership, and look forward to what's next, including the release of our SKYPALLET Version 2 solution, which will further enhance commercial capabilities and operational efficiency."

Qatar Airways Cargo and Wiremind Cargo are continuing to work closely together in their joint effort to drive innovation and efficiency across all aspects of air cargo processes. 🌐

Lufthansa Cargo starts transpacific flight from Vietnam to the USA

Frankfurt, Germany: Lufthansa Cargo has inaugurated its first direct transpacific freighter service from Asia to North America on 27 October 2024 via flight LH8019 which took off from Ho Chi Minh City (SGN) in Vietnam to Los Angeles (LAX) in the United States, operated by its JV subsidiary AeroLogic.

The aircraft with the identification D-AALO had previously taken off from Frankfurt (FRA) for Vietnam on Saturday, 26 October 2024. It had then flown back from Los Angeles on Sunday, 27 October 2024, and had arrived at the carrier's home hub on Monday, 28 October 2024.

"This new freighter connection highlights our commitment to connecting economies by responding to the demand of the rapidly growing economy in Vietnam, which can now be seamlessly

connected to the U.S. even faster. This service reinforces our purpose of enabling global business, which is why we are continuously examining the possibilities of establishing new routes and growing in dynamic market environments," explains Ashwin Bhat, CEO of Lufthansa Cargo.

With the new flight schedule, Lufthansa Cargo is now offering its customers 89 weekly B777F freighter connections worldwide. This includes 50 frequencies to 17 destinations in Asia, reflecting the strong demand in the region.

The growing e-commerce industry, in particular, is driving this development, to which Lufthansa Cargo is able to respond quickly and flexibly thanks to its early preparations. With its own A321 freighter fleet for short and medium-haul routes, as well as additional cargo capacities marketed on the extensive network of Lufthansa Airlines, Austrian Airlines, Brussels Airlines, Discover Airlines and SunExpress, Lufthansa Cargo is able to offer its customers capacities to over 350 destinations in 100 countries in its winter flight schedule. 🌐





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AJEX Logistics Services Unveils Value Champions Leadership Program, Empowering Future Leaders



Riyadh, Saudi Arabia: AJEX Logistics Services (AJEX), a leading Middle East-based specialist in express distribution and shipping solutions, officially unveiled its Value Champions Leadership Program, a key component of its growth strategy.

Designed to equip AJEX leaders with the skills required to thrive in a competitive landscape, the program takes a structure approach to driving value creation for AJEX and its customers.

"In today's fast-evolving business landscape, organizations must navigate complex regulations, rapid digital transformation, and evolving business models. To tackle these challenges, the AJEX Value Champions program equips leaders with the skills to drive transformation and create lasting value," said Khalid AlDosari, Chief of Shared services at AJEX Logistics Services.

Spread across three phases and 12 workshops, the Value Champions Leadership Program focuses on working with leaders to evaluate, enhance and develop key initiatives that drive sustainable growth and profitability. Utilizing globally proven techniques in driving transformation, participants will learn key value creation principles and cultural ingredients adopted by some of the most successful Fortune 500 companies.

At the core of the program are Good to Great and HeartPowered business principles for addressing with both internal and external challenges and opportunities. The Good to Great principles emphasize disciplined leadership, focus, and consistent action.

It is based on the belief that companies achieve greatness by having the right people, confronting challenges directly, focusing on what they can excel at, and using technology as an enabler, while maintaining long-term momentum to sustain success.

In recognition of its efforts to create a positive and empowering work environment, AJEX was recently certified a Great Place To Work® in Saudi Arabia. This certification reflects the company's ongoing commitment to employee satisfaction and well-being, underscoring the positive impact of initiatives like the AJEX Value Champions program in fostering a culture of excellence, innovation, and growth. 🌟

Swiss WorldCargo has resumed its contract with GLOBE AIR CARGO Bulgaria



Paris/Sofia: Swiss WorldCargo has recently re-established its partnership with ECS Group GSSA, Globe Air Cargo Bulgaria, which had since appointed a dedicated staff to deal with high-value cargo in and out of Bulgaria.

The long-standing local partnership between the airlines goes back to 2008. The two companies have rekindled their dormant, 16-year contract which sees the leading GSSA in Bulgaria carry out sales, booking, messaging, operational supervision, post-flight activities and claims, on behalf of Switzerland's prestigious national air cargo carrier.

"Globe Air Cargo was proud to represent Swiss WorldCargo when it first began cargo operations in Bulgaria back in 2008, and we are more than delighted to welcome them back after a six-year gap. In fact, our joint contract was never terminated during all this time, which goes to show the value that trust and reliability create in a partnership," said GLOBE AIR CARGO Bulgaria Managing Director Tania Mlechenkova. "It was clear from our initial face-to-face tender meeting, 16 years ago, that our two companies share a strong common interest in providing exceptional customer service through long-term stability and expertise. That is the credo we follow."

Swiss WorldCargo operates an A220 service between Zurich and Sofia, offering Bulgarian freight forwarders attractive connections across Europe, North and South America, and

the Far East. The carrier specializes in high-value, care-intensive and temperature-sensitive cargo such as valuables, perishables, and pharmaceuticals, alongside its X-Presso transportation solution.

"Special cargo shipments require particular care and professional attention. Globe Air Cargo has the expertise to handle these needs efficiently and precisely. To further strengthen our capabilities, we've recently added a fully-trained team member, ensuring even more dedicated support for Swiss WorldCargo," noted Mlechenkova.

Gieri Hinnen, Head of Cargo Global Sales at Swiss WorldCargo, said the company is delighted to resume its partnership with Global Air Cargo.

"Our expertise in transporting shipments that require extra care and the high quality of our services is reflected in the high-quality work of the partners we collaborate with. This is also the case for Globe Air Cargo, which allows us to keep providing our cargo customers in Bulgaria with the extra care treatment they are accustomed to. We are glad to re-establish our partnership with Globe Air Cargo for a continuous and consistent service to our customers," said Hinnen. 🌟

Air Logistics Group turns 30



Derby, England: Air Logistics Group, a global leader in air cargo GSSA solutions, marked its 30th anniversary on 01 November 2024, celebrating the company's innovation and excellence in the air cargo industry while consistently delivering top-tier sales and services to its airline clients and freight forwarding customers worldwide.

From a single office at East Midlands Airport in 1994, Air Logistics Group has expanded across the globe and anticipates opening its 100th office in the coming weeks. Its globe reach now covers 57 countries and the Group provides comprehensive air freight solutions across six continents.

Air Logistics Group says it is extremely proud of the strong partnerships that it has built with airlines across the world. Its first client was Islandsflug which operates

an overnight parcel service from Iceland to East Midlands Airport-and now the Group works with a comprehensive portfolio of carriers across the globe. Air Logistics has many long-lasting partnerships with airlines around the world with some carriers working with the company for over 20 years.

With nearly 400 employees across the world, Air Logistics has a highly experienced and knowledgeable team committed to providing outstanding customer service while upholding the highest standards of integrity.

"We are incredibly proud of our journey over the past 30 years. Our success is a testament to the hard work and dedication of our team, and the trust and support of our airline and forwarding clients. We look forward to continuing to innovate and lead in the air logistics business for another 30 years," said Stephen Dawkins, CEO of Air Logistics Group.

"From a very small operation in 1994, we have evolved to become one of the leading cargo service providers in the world. From Japan to Mexico our customers, be it airline or forwarder, know what they get from us - hard work, integrity and honesty." 🌐

SpeedX founder acquires Accelerated Global Solutions with aim to build a \$1 billion end-to-end supply chain enterprise within 18 months

New York: Chris Zheng, founder and CEO of SpeedX, a tech-enabled last-mile delivery leader aims to create a \$1 billion end-to-end supply chain solution infrastructure within 18 months following the acquisition of New York City headquartered, Accelerated Global Solutions, Inc. (AGS).

Terms of the purchase were not disclosed and both companies will continue to operate as separate, cooperating entities under their existing brands. In 2024, SpeedX and AGS are expected to report revenues of more than \$500 million.

The acquisition builds on a two-year collaboration between SpeedX and AGS, combining SpeedX's last-mile delivery expertise with AGS's strengths in customs brokerage and freight forwarding.

In his new role as President & CEO of AGS, Zheng will focus on building a comprehensive, integrated supply chain product suite, enabling customers to benefit from the combined services and network of SpeedX and AGS.

Chris Zheng is a seasoned entrepreneur specializing in international freight forwarding, e-commerce logistics, and supply chain management with a strong track record of building successful growth-oriented businesses.

He began his career as a Finance Consultant at J.P. Morgan Chase before transitioning to the supply chain sector. After joining Air-City Inc. in 2003, Zheng rose through its ranks to become Owner and Executive VP of the company by 2019, when it became SEKO Logistics' largest acquisition. Based in New York, Air-City was among the first group of freight agents authorized by the Chinese Government in 1994, holding a certificate of approval for the establishment of enterprises in China.

The idea for SpeedX was born out of the last-mile capacity crunch of 2021, as carriers and retailers struggled to meet the surge in online shopping demand caused by the COVID-19 pandemic. Starting with a dedicated fleet to initially service New York City, Queens and Brooklyn, SpeedX delivered its first parcel



Chris Zheng, founder and CEO of SpeedX

in November 2022.

Just two years later, SpeedX has become a formidable last-mile carrier, reaching over 9,000 zip codes and more than 150 million consumers across the U.S. and Canada. With over 45 million parcels delivered to date, SpeedX expects to be delivering upwards of half a million parcels per day in 2025.

Through partnerships with online marketplaces, major retailers, and fulfillment centers, SpeedX offers next-day and second-day delivery at ground shipping rates, along with alternative delivery options to reduce shipping costs.

AGS operates major warehouses and offices across North America, with key locations in New York, Chicago, Los Angeles, Miami, Atlanta, San Francisco, Portland, Dallas/Fort Worth, and Toronto. 🌐



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Saudia Group and the Ministry of Transport and Logistic Services Sign MoU to Develop National Capabilities

Riyadh, KSA: Saudia Group and the Ministry of Transport and Logistic Services have signed a memorandum of understanding, supported by the Ministry of Education, aimed at developing national capabilities and competencies in the field of transport and logistics. The agreement was signed by H.E. Engr. Ibrahim Al-Omar, Director General of Saudia Group, and H.E. Dr. Rumaih Al-Rumaih, Deputy Minister of Transport and Logistic Services, in the presence of H.E. Engr. Saleh Al-Jasser, Minister of Transport and Logistics. The signing took place during the Global Logistics Forum 2024 in Riyadh.



H.E. Engr. Ibrahim Al-Omar, Director General of Saudia Group, left, with H.E. Dr. Rumaih Al-Rumaih, Deputy Minister of Transport and Logistic Services

The MoU aims to provide 553 scholarships under the “Wa’ed” path, part of the Custodian of the Two Holy Mosques’ Scholarship Program. These scholarships focus on specialized academic and professional training within the aviation sector. The fields of study include First Officers, Inflight Chef Diploma, Airframe & Power Plant Diploma, Non-Destructive Testing, Metrology Diploma, and Professional International Assignment to exchange knowledge and expertise.

Engr. Ibrahim Al-Omar emphasized the significance of the MoU, saying: “This agreement strengthens our commitment to developing local talent in alignment with Saudi Vision 2030. By investing in human capital, we are not only enhancing the aviation sector but also contributing to the localization of critical skills needed for the Kingdom’s sustainable growth.”

This MoU is part of Saudia Group’s ongoing participation in multiple scholarship initiatives, including the “Your Job, Your Mission” program, through which over 470 graduates have been employed as First Officers, more than 210 as engineers and technicians, and 120 graduates in other specialized roles. 🇸🇦

CEVA Logistics, Almajdouie Logistics finalize creation of Joint Venture in Saudi Arabia

Riyadh, KSA: CEVA Logistics, a global leader in third-party logistics, and Almajdouie Logistics, a leading end-to-end logistics solutions provider in the Middle East, signed the final agreement on 14 October to create a joint venture in the Kingdom of Saudi Arabia (KSA). The signing took place during the inaugural Global Logistics Forum in Riyadh.

First announced in July 2024 and subsequently approved by the relevant Saudi authorities, the newly created joint venture—CEVA Almajdouie Logistics—will leverage the strengths of both companies to meet the growing demand for integrated logistics solutions in Saudi Arabia to support the Kingdom’s growing logistics sector and overall economy. CEVA Logistics controls a majority stake of the joint venture.

With a presence in Saudi Arabia since the 1980s, CEVA Logistics has collaborated with Almajdouie Logistics for years, including in a separate joint venture addressing the finished vehicle logistics market.

Now, CEVA Almajdouie Logistics combines both companies’ transport and logistics operations in Saudi Arabia. Customers will benefit from Almajdouie’s domestic infrastructure integrated with CEVA’s global network. Headquartered in Damman, the joint venture organization will be led by CEO Bassel El Dabbagh, with around 2,000 employees in KSA and a local fleet of more than 2,000 assets.

“At Almajdouie Holding, our logistics arm has been growing in tandem with the local economy. We have been involved in the logistics sector since the early stages of the Kingdom’s development, serving major industries and contributing to the country’s rapid transformation. We are confident that now is the right time to join forces with a global logistics leader and offer truly integrated global services to our customers,” said Mohammed Almajdouie, Chairman, CEVA Almajdouie Logistics.



Mohammed Almajdouie, Chairman, CEVA Almajdouie Logistics and Mathieu Friedberg, CEO of CEVA Logistics, during their Joint Venture signing agreement

“Our JV with CEVA Logistics marks the beginning of a new chapter that strengthens the global reach of Saudi businesses. We are proud to align our growth with the nation’s Vision 2030 goals and are eager to continue playing a key role in Saudi Arabia’s transformation,” he added.

Mathieu Friedberg, CEO of CEVA Logistics, said: “With the Saudi market experiencing significant growth, seamless logistics and global connectivity are essential for the domestic economy. Both companies contributing to this joint venture have a shared vision for growth and a commitment to providing our customers with world-class logistics services. Our partner’s existing business and reputation in KSA will ensure the JV starts off as one of the top five logistics players in the Kingdom of Saudi Arabia. We see the deal as a strong, strategic move for both partners and great news for our customers.” 🇸🇦



Avianca Cargo

Latin America's global carrier

Latin America's top cargo carrier is repositioning its brand while enhancing customer experience. With global imports cargo markets on recovery thread, it expects better results year-on-year.

By R. Chandrakanth

“

Avianca Cargo operates one of the most extensive networks in the Americas, with approximately 220 weekly freighter flights and over 1,400 passenger flights. The network spans more than 70 destinations across 24 countries in the Americas and Europe, including key markets such as the United States, Colombia, Brazil, Chile, Argentina, Ecuador, Spain, the United Kingdom, and France. As for upcoming developments, Avianca is actively exploring new markets to further enhance its connectivity and strengthen its leadership in the cargo sector.

”

Diogo Elias
Vice President of Cargo
Development, Avianca Cargo





Avianca S.A, the flag carrier of Colombia, since 1919 (though registered under the name SCADTA) is the second largest airline in South America, after LATAM of Chile, having an extensive network of destinations in the Americas.

But it is the cargo subsidiary – Avianca Cargo – which is doing exceedingly well, having established itself as one of the top six cargo airlines in the world. It is no mean achievement.

Avianca Cargo offers over 220 dedicated cargo flights and more than 1,400 flights with belly cargo capacity. With 70 interline agreements, the airline reaches over 200 markets globally. It currently operates a modern fleet of seven A330 aircraft, with ambitious growth plans including the addition of three A330 P2F planes.

This expansion strengthens their capacity to serve key markets while maintaining operational efficiency. Miami is one of their largest cargo hubs where they continue to consolidate their dominant position by operating 60 weekly freighter frequencies and 64 under belly operation, all out of this important gateway.

Ahead of the Air Cargo Forum in Miami, the Vice President of Cargo Development, Avianca Cargo, Diogo Elias, talks exhaustively to Air Cargo Update about how Avianca has become a favorite cargo airline from Latin America.

At this year's ACF event, Avianca will be announcing its new brand repositioning, understanding and reaffirming. "Our purpose of doing is our customers and everything that matters to them," said Elias.

Showcasing at ACF

"This time, after successfully concluding a turnaround strategy that started three years ago, we are proud to see how this effort has paid off, and our customers worldwide are now able to perceive us as an airline that have set bases for consolidation in terms of network and fleet reliability, a more robust value proposition, infrastructure expansion, seamless internal processes, and cost efficiency. We are proud to be among the top three international cargo airlines operating to and from Miami International Airport (MIA)," Elias explained.

Adding, "Our direct services connect Miami with key destinations across Latin America, including Colombia, Ecuador, El Salvador, México, Chile, Argentina, Brazil, among others. On a weekly basis, we handle an average of 2,100 tons of exports, 3,000 tons of imports, and 400 tons of transit cargo to and from Miami. Our inbound shipments to MIA primarily consist of perishables with over 80% and outbound we transport technology, e-commerce, among others."

Here's the rest of Air Cargo Update's interview with Avianca Cargo, one of the world's busiest airfreight carriers with approximately 220 weekly freighter flights and over 1,400 passenger flights. Its network spans more than 70 destinations across 24 countries in the Americas and Europe.

You have invested in infrastructure expansion in Miami, adding 83% additional capacity – tell us what is your capacity utilization and plans to increase it?

According to our commitment to achieve the highest service levels in one of our largest and busiest hubs, we invested in our facilities and processes to increase capacity and improve time efficiency. During the previous Valentine's season, we announced an investment in our temperature-controlled facility to increase our handling capacity to 83%.

In general terms, in Miami, on the last year we invested in our infrastructure, improving our delivery times up to 20%. Additionally, we implemented advanced technology for pallet movement within cold rooms. This system enables more efficient flower handling with less effort and resistance, minimizing the impact on the boxes and ensuring better preservation of the flowers. We also invested in a Jet

Floor expansion in Bogotá, reducing perishables cargo exposure to ambient temperatures by 40%, which contributed to improved handling efficiency.

Transportation of flowers, key to Avianca

"Avianca Cargo has held leadership, consistency and expertise in flower transportation for more than 50 years of presence in this important market. Over the years, we have proven to customers and other third parties that we are a market reference for confidence by:

- ▶▶ Establishing long-term partnerships with our customers amidst seasonality, with a steady and regular capacity offer during pre and post seasons.

- ▶▶ Doubling our regular freighter capacity at every peak season.

- ▶▶ As a leading carrier of perishables in the region, we are proud to be a top carrier for the largest flower exporting markets worldwide (Colombia & Ecuador). Proving our continuous commitment in handling storing and transporting perishable cargo under the highest industry standards, while recognized worldwide as being the first carrier in the region to obtain the IATA CEIV Fresh Certification.

- ▶▶ Working closely with governmental authorities and other third parties, ensuring the end-to-end experience is seamless from all the stakeholders' interactions within the value chain.

Are you working at a new record in flower processing and delivery times in the coming season?

Currently, we operate 48 frequencies with a capacity of over 3,000 tons per week, and our aim is to continue implementing the best practices to enhance our performance and provide our clients with the highest level of service.

Regarding our processes, we achieved record performance through meticulous planning involving all stakeholders. This successful season was marked by exceptional teamwork and coordination with local US hub customer authorities, including Customs and Border Protection, to review itineraries, identify peak periods, and proactively organize processes.

As a result, we saw a 40% reduction in breakdown time last year, which includes unloading flowers from aircraft, depalletizing them into individual boxes, inspecting for quality, and transferring them to temperature-controlled storage or refrigerated trucks. Overall, our delivery time improved by 20%.

We are currently implementing a new truck dock management system through our allies, allowing clients to coordinate and schedule appointments in real time, reducing waiting times and improving tracking and visibility. Since the beginning of this year, our delivery process in Miami has been 100% paperless, enhancing control and traceability. Additionally, we implemented a Truck Appointment Management System in Bogotá, reducing paper usage by 30% and cutting waiting times for cargo delivery by almost 60%. We are also activating this system in Medellín for the upcoming season to further optimize our operations.

With your expertise in the flower supply chain, are you also looking at other flower exporting nations, if yes, which ones?

In addition to Ecuador and Colombia, we also export flowers from San José (SJO), Guatemala City (GUA), and Lima (LIM). We are continuously exploring new opportunities in other flower-exporting nations to further diversify our supply chain and meet growing market demands.



Given that over 50% of cargo transported consist of flowers, fruits, vegetables, meat and other perishable goods, isn't it skewed in favour of perishable goods and with that you carry enormous risk?

What constitutes the other 50%? Latin America is by nature a highly concentrated perishable export market. Being a leading operator in the region and while the demand for perishable goods continues to be relevant in global trade, strengthening our product portfolio with these will still be part of our strategy.

Within the perishable markets, there is room for diversification. Our product portfolio has a strategic combination of perishables from different countries, such as salmon from Chile, fruits from Brazil, Colombia and Central America, flowers from Ecuador, the berry and cherry season from the south, seeds, and vegetables, among others.

Additionally, the other 50% mainly consists of General Cargo (30%), which includes, for example, textiles, auto parts, medical equipment and e-commerce. We also transport dangerous goods (10%) and special products (10%), which include pharmaceuticals, AVIs, human remains, and valuable goods.

With demand for lithium going up exponentially, how have you positioned yourself in connecting the markets? Could you give some figures on lithium carried by Avianca Cargo?

Indeed, the recent demand surge of lithium has brought Latin American countries such as Bolivia, Argentina, and Chile into the global spotlight as these allocate the largest reserves identified worldwide, and at Avianca cargo we are positioning towards it.

So far, we have captured more than 30% increase in Sep'24 versus last year in the transportation of lithium batteries. As an IATA CEIV lithium-certified operator and connecting to global manufacturing regions through gateways such as Miami (MIA), Los Angeles (LAX) and Madrid (MAD), Avianca cargo keeps committed to support lithium industry growth under the highest standards of quality, service, and safety.

Combining our freighter operation with belly capacity, we operate +20 weekly frequencies from Santiago de Chile (SCL), +30 from Buenos Aires (EZE) and +20 from Bolivia (La Paz - LPB and Santa Cruz de la Sierra - VVI), and our plans going forward points for a continue capacity growth effective Q4'24 and beyond.

What was the overall cargo tonnage carried in 2023 and what do you estimate to be end of 2024?

Air cargo traffic in 2023 was still marked by an industry yield contraction—the return to pre-pandemic levels—and load factors down from the effect of capacity increase and demand year-over-year decline versus 2022. As consequence, Avianca cargo ended with over 430,000 tons transported, a -5% versus 2022. 2024 started with a recovery in worldwide volumes, yet Latin America started to capture from that momentum from 2H'24 onwards, therefore, our estimation for this year is to close in line with last year's results in tons transported.

You have three Airbus A330 on order, could you tell when they are likely to be delivered, will they be available for the Valentine season? Also, what kind of capacities will the three aircraft add to Avianca?

As part of our expansion plan, we enhanced Avianca cargo's fleet with the addition of +3 A330-300/200 P2Fs. We looked for an integrated network and fleet expansion strategy aimed at delivering value to our customers and meeting their preferences.

The first P2F joined our commercial partner AeroUnion fleet recently in July and represented a 60% increase in capacity vs the previous aircraft. By 1H'25 we will receive 2 more A330-P2F, and these are expected to be available by Mother's Day Season. This focus lies in presenting a robust proposal with a clear product offering, high service levels, and other attributes highly valued by the customers. A330s are more fuel efficient than their counterpart, it has better volume payload and volume capacity than other medium-size WB while still allowing for flexibility in medium-range routes.

Cargo revenues have seen a dip of 6.7% decrease in second quarter of 2024 (despite doing about 300 cargo flights in a short window), is the competition really hotting up from Latin America?

Early 2024, we evidenced an overall recovery in global cargo markets, mostly from Asia Pacific and Middle East driving the demand surge. Yet, momentum in Latin America started stronger by Q3'24 with a lower growth compared to other regions, since the largest long-haul markets from United States to South America were still contracted.

In addition, the freighter capacity remained up versus 2019 while

passenger widebody continued the recovery path by then. All these, impacted industry load factors and Latin America's yields at a worst level compared to other global markets, explaining the decline of cargo revenues in second quarter 2024 versus 2023. By Q3'2024, Latin America's imports cargo markets recovery, mostly from e-commerce, will contribute to better results year-over-year and versus 1H'24.

What is the present cargo network like and the new markets Avianca will be connecting in the near future?

Avianca Cargo operates one of the most extensive networks in the Americas, with approximately 220 weekly freighter flights and over 1,400 passenger flights. The network spans more than 70 destinations across 24 countries in the Americas and Europe, including key markets such as the United States, Colombia, Brazil, Chile, Argentina, Ecuador, Spain, the United Kingdom, and France. As for upcoming developments, Avianca is actively exploring new markets to further enhance its connectivity and strengthen its leadership in the cargo sector. These initiatives aim to expand the reach of its network, enabling more efficient logistics solutions across additional regions.

You have entered into partnerships with several GSAs in different countries, could you walk us through some key partnerships and the projections of cargo you are likely to be carrying?

For the past year, we began the process in which we worked around our objective of rapidly expanding our global footprint by restructuring our network of GSA in record time across countries like the United States, Chile, the Netherlands, Belgium, India, Japan, China, among others. New highly qualified partners such as ATC Aviation, HIT Cargo, Hermes Aviation, ECS Group, GSA Force, and GOCargo, who share Avianca Cargo's values, have been selected to ensure a coordinated sales approach in various markets with their expertise, dynamism, proximity, and rigor.

Tell us how your partnership with Turkish Cargo is going? Will you be entering into any other tie-ups with other cargo airlines?

A year after signing the memorandum of understanding (MOU) in April 2023, we proudly announced the launch of a new service between Liège and Miami. This initiative represents a significant milestone in our ongoing efforts to create synergies and explore opportunities for mutual growth. With this new service, we have enhanced cargo connections between the regions, providing customers with increased capacity and access to a more extensive and interconnected global network.

Through our partnership with Turkish Airlines, we connect to a network of over 340 destinations. Our primary focus is on establishing connections with Asia and other regions where we currently do not operate. Additionally, we aim to integrate various points into our network, such as linking Europe to our key locations.

Tell us the kind of investment you have made in digitalization and how it has helped in cargo movements?

We are deeply committed to expanding our digital booking channels to improve accuracy, reduce confirmation times, and enable our clients to plan, confirm, and manage reservations digitally 24/7. In 2024, we undertook several key projects to enhance our digital capabilities. One of our significant initiatives is Qanty, our truck turn management system implemented in Bogotá and Medellín. This system optimizes cargo delivery times for our customers, ensuring more efficient operations.

We also achieved a milestone in Marketplace Integration. Avianca Cargo became the first airline to connect with all three major cargo marketplaces—CargoAI, cargoONE, and WebCargo. This integration allows us to offer 100% of our routes for GCR cargo, significantly expanding our reach and service capabilities.

Through Airblox, we utilize an online marketplace to exchange cargo capacity via electronic block space agreements (eBSAs). This platform enables us to offer over 280 flights for the next two months, providing greater flexibility and options for our clients. Our CargoWise Integration spans six countries: Panama, El Salvador, Brazil, Colombia, Ecuador, and the United States. This integration streamlines operations for over 25 key cargo agents, enhancing our overall efficiency and service delivery.

Additionally, our partnership with DBSchenker marks a significant achievement. Avianca Cargo became the first airline in South America to implement an integrated system with DB Schenker, which enhances operational efficiency and coordination. These initiatives not only strengthen our operational efficiency but also position us as leaders in digital innovation within the cargo industry.

Participating in freight marketplaces, how has that helped Avianca Cargo, can you quantify?

Sales through digital channels experienced significant growth of 55% in the last quarter compared to Q2. These channels are primarily leveraged in Europe, which accounts for 78% of the total sales generated through this platform. However, we are actively working to increase this figure by encouraging broader adoption of digital channels across other regions, aiming to further optimize our sales processes and enhance customer experience globally.

Where does Avianca Cargo see itself by 2030?

Our vision with Avianca cargo is to position it as a leading cargo operator in the region and be the preferred cargo carrier within Latin American markets, by 1) offering a consistent network with the most modern medium sized cargo fleet; 2) robust customers' value proposition; 3) driving a process simplicity organization and 4) maintaining cost efficiency as a priority. We are still on our path towards that goal, while we have started achieving a market consolidation that is being recognized by our customers worldwide. 🌐





BEHIND THE NUMBERS:

INSIGHTS

FROM THE CEO OF
WORLDACD



“We understand what it takes to deliver reliable market data. There are no short cuts or quick fixes. That is totally fine for WorldACD, as we are in it for the long term.”

◀ **Ken de Witt Hamer,**
CEO of WorldACD Market Data

We are excited that WorldACD will provide monthly updates on air cargo trends for Africa, the Middle East, and South Asia in Air Cargo Update. How did this collaboration come about?

I have known Air Cargo Update’s Director, Isar Ahmad, for years, and we often meet at industry conferences. We have always had the idea to launch something like this, but for one reason or another, it never materialized-until now! It’s been a running joke between us, so I am very happy we finally made it happen. We are excited to share insights and air cargo trends with Air Cargo Update readers and hope they find it valuable.

Can you tell us more about the charts and trends you are sharing?

It is challenging to present air cargo trends for a broad audience because everyone has different interests. That is why our clients subscribe to our full market data service-they can access intelligence tailored specifically to their interests. For Air Cargo Update, we will provide high-level trends, covering key metrics for markets in Africa, the Middle East, and South Asia. While it is only a snapshot compared to our full database, it still offers a comprehensive view of the latest trends in these regions.

What is the source of the data for these trends?

At WorldACD, we work directly with primary sources. Our data comes from industry players who provide commercial data on a weekly and monthly basis on shipment-level. All of this information is strictly confidential, and we take great care in maintaining that confidentiality. Over the past 20 years, we have built trusted relationships with many companies, both large and small, in the air cargo sector.

You mentioned 20 years - is that how long WorldACD has been in operation?

That is right. We’ve been building our proprietary air cargo databases for two decades. You could say we were early adopters of digitalization and data-driven approaches. Building strong data partnerships takes time. Rome was also not built in a day. We understand what it takes to deliver reliable market data. There are no short cuts or quick fixes. That is totally fine for WorldACD, as we are in it for the long term.

How do you plan to celebrate WorldACD’s 20th anniversary?

That is still a secret... we are still working on it. Stay tuned.

How long have you been with WorldACD?

I have been involved in aviation since leaving school, starting as a management consultant and later working for an express operator/integrator. These experiences prepared me for the work at WorldACD, where I have thoroughly enjoyed working for the past 12 years. Many of our team members have been with the company even longer than I have. We also have newer employees who bring fresh perspectives, making for a dynamic mix of experience and innovation. Looking back, I can say there has never been a dull moment at WorldACD-in a good way.

What is WorldACD’s core business?

WorldACD is essentially a modern data factory. We process, verify, classify, and publish air cargo data, providing our customers with market insights that help them make informed decisions and improve their performance. That is our core mission. And since there is always room for improvement, our work in the air cargo industry is never truly finished. ▶



WorldACD at a glance

WorldACD Market Data provides specialized air cargo market intelligence, empowering businesses to make more informed strategic and commercial decisions. Our services offer reliable data, actionable insights, and tailored analysis to meet your organization's unique needs.

With two decades of trusted partnerships in the air cargo industry, we've built the largest and most detailed database, drawing exclusively from primary sources. We deliver accurate, real-time data on global air cargo markets, with weekly and monthly reports covering thousands of city and airport pairs across 150+ countries.

Looking to boost performance, drive innovation, and enhance customer satisfaction? Contact us at contact@worldacd.com or visit our website to learn more.

Monthly Air Cargo Monitor

WorldACD is proud to be the new partner of Air Cargo Update, providing readers with monthly updates on the latest air cargo market trends.



“You have show horses and work horses- we are proud to be in the latter category.”



Do you have offices around the world?

Our main office is in Amsterdam, where all of our data operations are taking place. We also have staff outside the Netherlands, and we work with them for their unique expertise. As the team has grown, we have recently moved to a new office in the heart of Amsterdam, right next to the Central Station. It's a great location with views of boats, trains, bicycles, and the occasional aircraft-perfect for our line of work.

What makes WorldACD stand out?

I would say it is our grit. At WorldACD, we believe in determination, attention to detail, and putting in the hard work behind the scenes to ensure we publish reliable air cargo market data. You have show horses and work horses- we are proud to be in the latter category.

What are your goals for the coming years?

We aim to continue expanding our air cargo databases, increasing its size, coverage, and depth for the benefit of our partners. We are also excited to develop new data products in collaboration with our customers, which will open up even more possibilities.

Is there anything else we should have asked you?

One thing you did not ask about is our weekly data publication, which is now part of the monthly trends published for Air Cargo Update. I am particularly proud that our weekly data is published every Thursday by an all-female data team-so girl power!

Thank you for the great questions. We are looking forward to working with Air Cargo Update and hearing from your readers. They are welcome to reach out to us with any questions or suggestions.

AIR CARGO MONITOR

Capacity, weight and rates changes per origin region

Origin regions	Capacity (kg)			Chargeable weight (kg)			Rate (USD/kg)		
	MoM	YoY	YtD	MoM	YoY	YtD	MoM	YoY	YtD
Africa	12%	-2%	-2%	4%	12%	9%	2%	3%	-0%
Asia Pacific	6%	6%	12%	1%	10%	17%	3%	21%	4%
Central & South America	15%	-8%	1%	1%	7%	6%	2%	-0%	-6%
Europe	9%	-3%	2%	-1%	4%	8%	2%	-5%	-22%
Middle East & South Asia	8%	2%	4%	-0%	15%	19%	2%	58%	35%
North America	11%	-3%	4%	-8%	4%	4%	2%	-4%	-15%
Worldwide	9%	0%	6%	-1%	8%	12%	3%	14%	-2%

MoM: Sept 24 vs. Aug 24

YoY: Sept 24 vs. Sept 23

YtD: YtD Sept 24 vs. YtD Sept 23

Source: WorldACD Market Data

◀ Africa, the Middle East, and South Asia see strong growth in first nine months of 2024

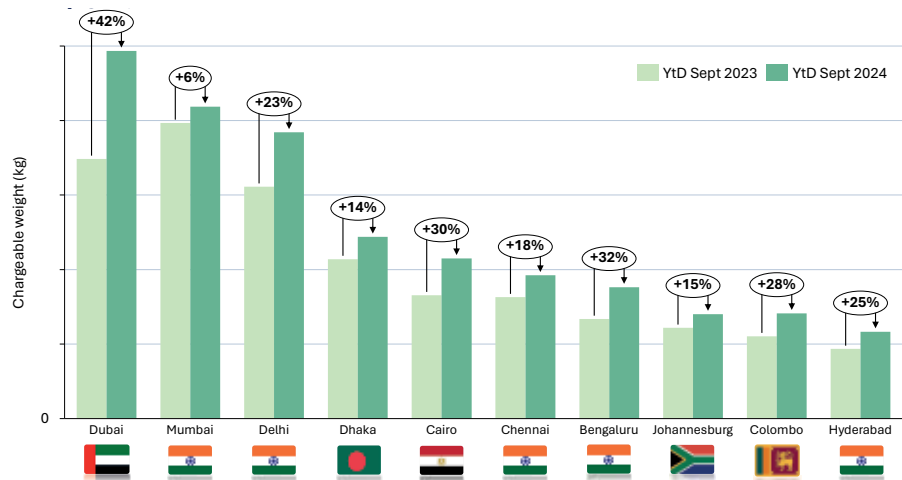
Based on the more than 2 million monthly transactions of WorldACD Market Data, the outbound air cargo traffic from Asia Pacific, the Middle East & South Asia, and Africa has seen the most significant growth. In the first nine months of 2024 (Year-to-Date 2024) worldwide air cargo tonnages have increased by +12% compared to the same period last year (Year-to-Date 2023). In this period outbound air cargo tonnages from the Middle East & South Asia increased by +19%, followed by an increase of +17% for tonnages from Asia Pacific and a +9% increase for tonnages from Africa.

▶ Growth markets (from Africa, the Middle East, and South Asia)

More extensive analysis from WorldACD also showed the top growth markets based on the absolute weight changes in the first nine months of this year compared to the first nine months of last year. For outbound air cargo, the majority of growth markets is located in South Asia. For inbound, the top 10 growth markets are somewhat more spread out between the three regions.

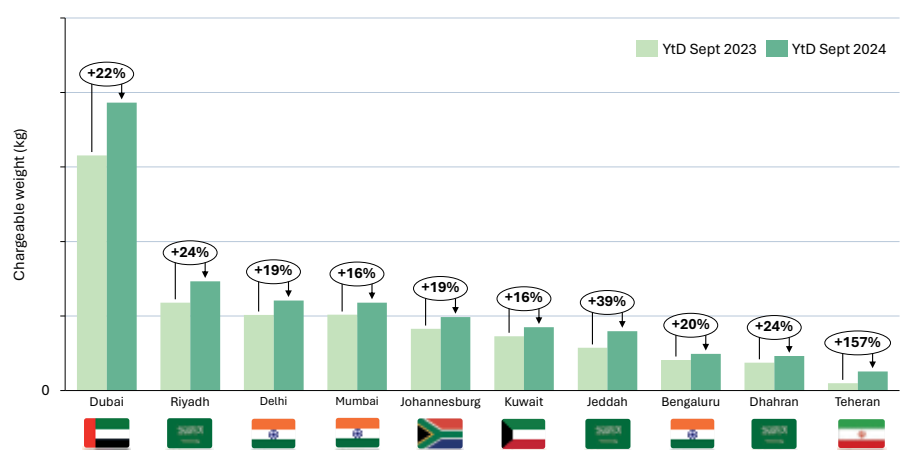
Markets with highest growth from Africa, Middle East & South Asia

YtD Sept 2024 vs. YtD Sept 2023



Markets with highest growth to Africa, Middle East & South Asia

YtD Sept 2024 vs. YtD Sept 2023

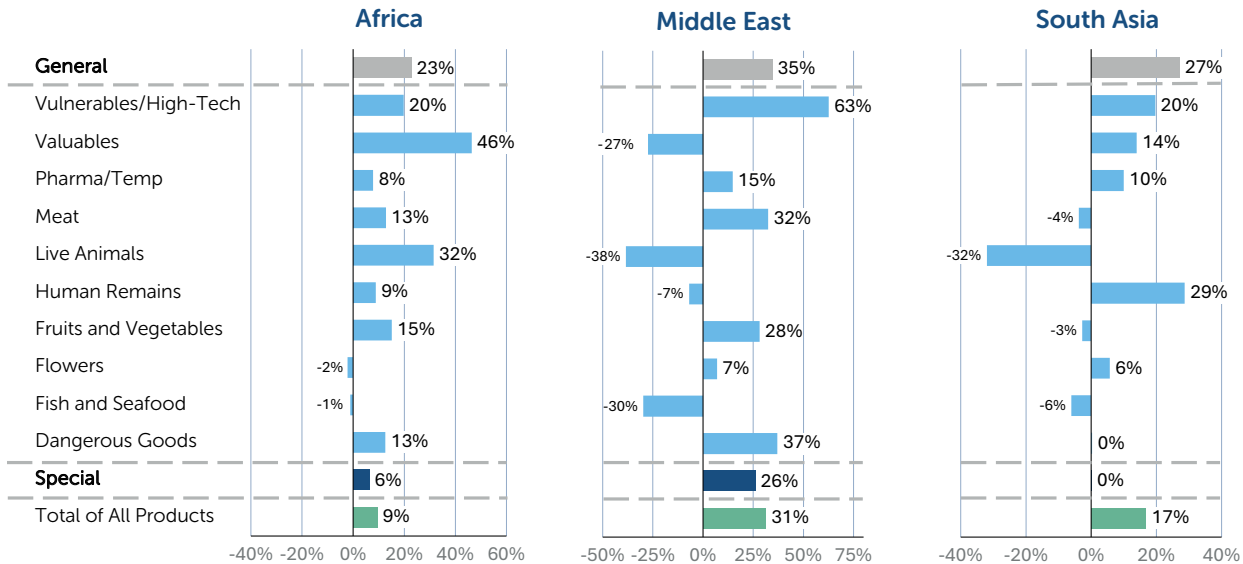


Take your data further
Support your strategic and commercial decision making with facts & figures and invaluable insights. Unlock best-in-class air cargo market data for your organization with access to the most complete, detailed and reliable database in the air cargo industry.



Growth per product category from Africa, Middle East & South Asia

YtD Sept 2024 vs. YtD Sept 2023 based on chargeable weight

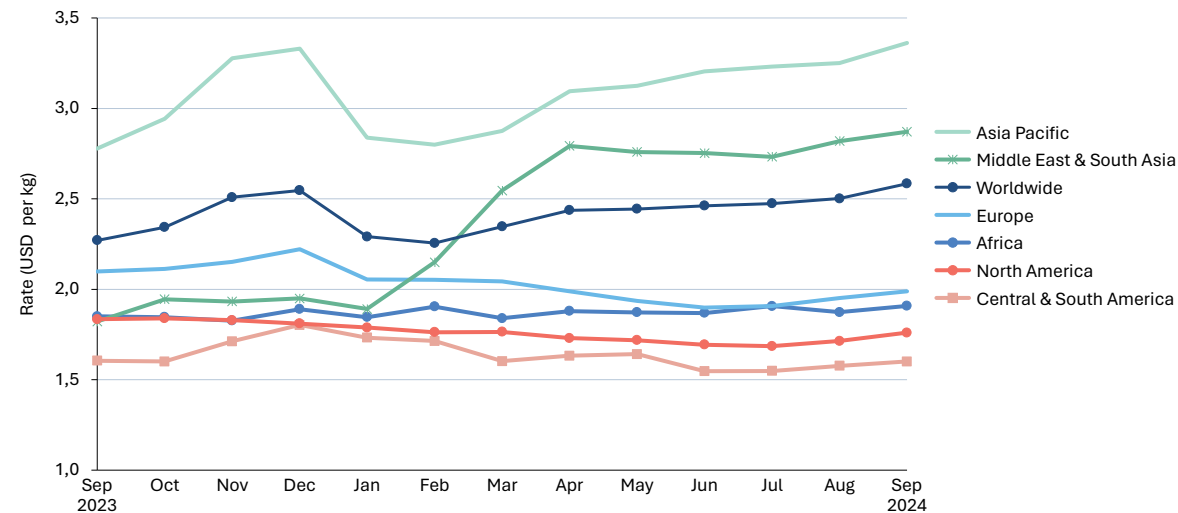


▲ Special versus General Cargo

In terms of product categories, the Middle East has been the best performing region in terms of special cargo growth (Year-over-Year) in the first three quarters of 2024. Substantial increases across categories have led to an overall increase of special cargo from the region of +26% YtD September 2024 versus YtD September 2023. In the same period, general cargo shipments from the Middle East also increased significantly, by +35%, which is much higher compared to the growth of general cargo tonnages from Africa (+23%) and South Asia (+27%).

Air cargo rate development per origin region

Last 13 months (Sept 2023 – Sept 2024)




▲ Significant rate increase from the Middle East & South Asia

Despite relatively stable rates for worldwide air cargo shipments in the last 13 months, rates have developed very differently throughout the different origin regions (based on the WorldACD geography). Starting in January 2024, air cargo rates for shipments from the Middle East & South Asia have increased month-over-month for at least six out of nine months. More specifically, the rates for air cargo shipments from the Middle East & South Asia increased by +36% YtD September 2024 compared to YtD September 2023.

Please contact us for more detailed insights and information. www.worldacd.com | contact@worldacd.com

BLOCKCHAIN LIFE 2024





Optimal Temperature Ranges for Pharma and Vaccines Transportation

Michael Zach, SVP at Flughafen Wien AG, and David Canavan, COO of Challenge Group, share their perspectives on the vital role temperature plays in the safe storage and transportation of pharmaceuticals, especially vaccines and medicines.

By Ayesha Rashid

In the pharmaceutical world, temperature is impacting every stage of drug development and production. And when it comes to transporting them domestically or across continents, having the right temperature is equally important.

Pharmaceutical and life sciences products, which include vaccines and medicines, are highly sensitive to temperature fluctuations. Maintaining strict temperature control during storage and transportation is essential to prevent degradation and loss of efficacy.

Temperature-controlled supply chains are necessary to ensure that products reach their destination in optimal condition. This involves using specialized packaging, transportation vehicles, and monitoring systems.

In an interview with Air Cargo Update, Michael Zach, Senior Vice President of Ground Handling & Cargo Operations at Flughafen Wien AG, and David Canavan, Chief Operating Officer of Challenge Group, shared their insights on the critical role of temperature control in pharma and vaccine transportation.

They emphasized how even slight temperature fluctuations can affect the potency and stability of these sensitive products, making careful monitoring essential.

Pharmaceutical/Vaccines Logistics

Pharmaceutical logistics' involve the procurement, storage, transportation and distribution of medications and related healthcare products while ensuring their integrity, safety and regulatory compliance.

Additionally, it also addresses challenges, such as cold chain management, timely delivery, inventory control, and adherence to Good Distribution Practices (GDP).

The global pharmaceutical logistics market size was valued at USD \$92.18 billion in 2023 and is projected to grow at a compound annual growth rate (CAGR) of 9.3% from 2024 to 2030.

The short-term impact of the COVID-19 pandemic on the market is a crucial factor for the fast-paced growth of pharmaceutical logistics.

As such, the trade of conventional medicines is increasing from country-to-country (Grand View Research).

According to Mordor Intelligence, the Vaccine Logistics Market size is estimated at USD 3.13 billion in 2024, and is expected to reach USD 4.04 billion by 2029, growing at a CAGR of 5.20% during the forecast period (2024-2029).

The wide variety of new vaccines and immunization schedules and service delivery strategies, the expanding target population, the increased cold-chain infrastructure requirements, and insufficient funding are some of the new realities that may further impact the vaccine transportation market.

Due to the enormous rise in demand for vaccine storage services brought on by the COVID-19 epidemic, pharmaceutical companies focused their efforts on creating cold chain logistics.

Therefore, the vaccine cold chain logistics market will probably see new growth prospects in the coming years due to the increasing R&D initiatives.

Regulatory Guidelines and Standards

To safely transport pharmaceuticals and vaccines, it's crucial to follow regulatory guidelines.

Key organizations like the World Health Organization (WHO),

International Air Transport Association (IATA), and U.S. Food and Drug Administration (FDA) set these rules.

For example, the WHO's guidelines focus on how vaccines should be packaged, stored, and handled, with strict temperature monitoring.

Transporting pharmaceuticals via air faces challenges and offers opportunities in the cold chain.

The pharmaceutical industry depends on air transport for speed and reliability.

However, aviation often struggles to meet the high standards required, like expertise, infrastructure, and regulation compliance.

To address this, IATA created CEIV Pharma, a certification that helps the air cargo industry improve safety, security, and efficiency in pharmaceutical handling.

It ensures consistent, high-quality standards across the supply chain.

The FDA also provides guidance on maintaining proper temperature during transportation to protect product quality.

Challenge Group's COO, David Canavan said, "We adhere to the IATA CEIV Pharma regulations, which provide a comprehensive framework for ensuring the safe and secure transportation of high-value pharmaceuticals and vaccines. Additionally, we implement more stringent procedures as required by specific customers.

"These protocols include rigorous temperature control, advanced tracking systems, specialized packaging, and continuous monitoring throughout the entire logistics chain. Our commitment to these standards ensures that we maintain the highest levels of safety, security, and compliance in handling sensitive pharmaceutical shipments."

Flughafen Wien AG's SVP Michael Zach said, "Vienna Airport follows all relevant international guidelines from Good Distribution Practice (GDP), IATA, and airlines to ensure the safe and secure handling of high-value pharmaceuticals and vaccines. Vienna Airport's Standard Operational Procedures (SOP) has been made based on these guidelines, plus each customers' requirements. These SOPs are regularly updated based on feedback and new regulatory requirements.



Michael Zach



To maintain high standards, Vienna Airport conducts regular audits and compliance checks of its pharma handling processes. These checks ensure that all protocols are followed, and that the airport remains compliant with international regulations and standards.

Pharma and Vaccine Temperatures

Product Type	Temperature Range
Vaccines	+2°C to +8°C
Biologics	+2°C to +25°C
Cold Chain Products	-20°C to -50°C
Ambient Products	+15°C to +30°C

Temperature Protocol	Impact on Product Quality
Refrigeration (2°C - 8°C)	Maintenance of vaccine potency and stability.
Cryogenic storage (-20°C to -80°C)	Preservation of sensitive biological materials.
Ambient storage (15°C - 30°C)	Optimal conditions for certain pharmaceuticals and vaccines.

Canavan states, "We transport a wide range of pharmaceuticals and vaccines that require temperature control within a range of -20°C to +25°C.

"On average, 70% to 80% of pharmaceuticals and vaccines which we carry require transportation within a temperature range of +2°C to +25°C. For context, we utilized approximately 400 special containers for these shipments in the first half of this year, underscoring our capability to manage and maintain the required temperature ranges effectively."

With over 40 years of experience in the industry, Challenge Group has developed the expertise to handle these diverse products effectively.

Their specialized global team is well-versed in managing the unique requirements of these shipments, ensuring their integrity and safety throughout the transportation process.

Ensuring Cold Chain Integrity

Aspect	Impact on Product Integrity
Temperature fluctuations	Potential degradation or denaturation of active ingredients.
Inconsistent storage conditions	Variable product performance and reduced shelf life.
Uncontrolled shipping environments	Risk of contamination, spoilage, or damage during transport.

Canavan said, "We maintain the necessary temperature controls for temperature-sensitive pharmaceuticals and vaccines by utilizing dedicated pharma trucks for the first and last mile of transportation and delivery.

Additionally, all pharma shipments are stored in specially designated temperature controlled cool rooms with a 24/7 monitoring system at any of our facilities, ensuring consistent conditions. Inside the aircraft, we can set & monitor the temperature within a range of +2°C to +25°C, ensuring the integrity of the pharmaceuticals and vaccines throughout the entire journey.

Zach explained, "The GDP-certified Vienna Airport Pharma Handling Center (VPHC) offers dedicated facilities for temperature-sensitive goods like pharmaceuticals and biotech products. It includes two large cooling warehouses: one for 2-8°C with 150 square meters, and another for 15-25°C with 1,600 square meters. A direct airside-to-landside connection ensures fast processes.

"We use mobile refrigeration equipment, such as cool trailers and thermos blankets, to safely transport goods between areas. With four cool trailers ranging from -20°C to +29°C, temperature control is maintained throughout. The VPHC also uses temperature sensors and CCTV for continuous monitoring."

Challenges Faced

According to Challenge Group, airlines face key challenges in transporting high-value pharmaceuticals, including maintaining proper temperature, ensuring security, and managing communication effectively.

To tackle these, Challenge Group implements several measures:

► **Temperature Control:** Dedicated pharma trucks for first and last-mile transport, specialized temperature-controlled storage, and precise in-flight temperature settings ensure consistency throughout the journey.

► **Security:** High-security measures include sealed trucks, secure transit storage, minimizing tarmac time with last-minute loading, pre-conditioned aircraft, and prioritizing first unloading at the destination.

► **Communication & Handling:** Special handling instructions, continuous supervision, and clear communication at each step ensure quick response to any issues.

According to Flughafen Wien AG, handling and storing high-value pharmaceuticals at airports present several significant challenges, given the sensitive nature of these products.

These challenges range from maintaining strict temperature controls to ensuring security and regulatory compliance.

Zach further said that this kind of handling is ensured with their well-equipped warehouse (VPHC) and well-trained, dedicated pharma staff.

Pharma-Vaccine Handling Collaboration

All parties involved in the transportation of pharmaceuticals and vaccines must work together to ensure the integrity of these sensitive products.

This collaboration is necessary to maintaining the required temperature ranges during transportation, as it involves multiple stakeholders, including manufacturers, logistics providers, and regulatory bodies.

Canavan explained, "We collaborate closely with pharmaceutical companies and freight forwarders to ensure the safe handling and timely delivery of pharmaceuticals and vaccines by sharing

all relevant information well in advance. This allows us to properly plan the booking, pick-up, delivery, handling instructions, storage, and loading.

“We also arrange for special equipment whenever needed to meet specific requirements. Additionally, we actively participate in major pharma events and conferences to stay updated on the latest technologies and best practices in the industry. This proactive approach ensures seamless coordination and adherence to the highest standards in the transportation of pharmaceutical products.”

According to Zach, “First of all, we set the procedure with each customer and direct and constant communication channels to act in real time base. Our customers appreciate the direct, customer-oriented and professional contact with our staff.”

Specialized Pharma Transport Gear

The Challenge Group uses a wide array of specialized equipment to transport pharmaceuticals and vaccines.

This includes various types of special containers sourced through agreements with leading industry manufacturers and suppliers.

“Our equipment portfolio features Envirotainer, and Challenge Handling in Liege is a certified recharging station. We also utilize Softbox, Tower, SkyCell, CSafe, and Va-Q-Tec containers along with thermal blankets. All these are designed to maintain the required temperature range between -20°C and +25°C, ensuring the safe and secure transport of temperature-sensitive pharmaceuticals and vaccines,” Canavan said.



David Canavan

Training for Pharma Logistics

Canavan notes that Challenge Group’s staff receive extensive training to handle high-value pharmaceuticals and vaccines.

This includes IATA CEIV Pharma certification and specialized training in handling, loading, dry ice management, build-up, and storage.

“Compliance with these protocols is ensured through continuous education, regular audits, and strict adherence to established procedures. This rigorous training and monitoring process ensures that the team is well-equipped to manage the complexities of transporting sensitive pharmaceutical shipments securely and efficiently on a global scale.”

Zach states, “Our staff receives the Pharma Standard Operational Procedures training, which is a four-week dual training course with classroom training and lots of practice in our proven buddy system, completed with a certificate upon successful completion of the exam.”

Theft and Tampering Prevention

To prevent theft or tampering during the transportation of high-value pharmaceuticals and vaccines, Challenge Group implements several measures:

► **TAPA Certified Trucking:** Utilizing trucks certified by the Transported Asset Protection Association (TAPA) ensures that the vehicles meet high-security standards designed to protect valuable cargo.

► **Security During Loading and Unloading:** Security protocols are in place during the loading and unloading processes to ensure that pharmaceuticals and vaccines are handled securely and that no unauthorized access occurs.

► **Escorting to the Warehouse:** The cargo is escorted from the point of departure to the warehouse and then to the cool room, providing an additional layer of security to safeguard against theft or tampering throughout the journey.

► **CCTV Cameras in All Warehouses:** Surveillance cameras are installed in all warehouses to monitor and record activities, ensuring that any suspicious behavior can be quickly identified and addressed.

Flughafen Wien AG’s Zach stated that access to the warehouse is restricted to authorized personnel only.

Additionally, CCTV has been installed in all VPHC areas.

Furthermore, they have implemented a “if you see something – say something” culture, which helps maintain professionalism and customer focus at the highest level.

Technological Breakthroughs

► **Enhanced Temperature Control Technology:** Challenge Group notes that advances in specialized equipment have significantly improved the ability to maintain precise temperature control during transit. This ensures that pharmaceuticals and vaccines are kept within their required temperature ranges, preserving their efficacy and safety.

► **Advanced Deviation Monitoring:** According to Challenge Group, new technologies in deviation monitoring allow for real-time tracking and reporting of any changes in conditions that could affect the cargo. This enables quick responses to any issues, minimizing potential impacts on the integrity of the shipments.

► **Improved Power Supply Systems:** Challenge Group highlights that innovations in power supply technology enhance the reliability of temperature-controlled systems, ensuring uninterrupted operation throughout the transportation process. This helps maintain consistent conditions and prevents any disruptions that could compromise the pharmaceuticals and vaccines. 🚫



Etihad Cargo

Leans on IoT and other smart technologies to minimize losses, boost pharma-transport efficiency

The Abu Dhabi-based cargo carrier achieves a 99. % pharma compliance rate to reduce losses, ensuring safe delivery of pharma products. It's hub in the UAE capital has unique tunnel that connects passenger terminal to cargo terminal, reducing transit time to as little as 30 minutes. Tunnel also provides protection from external elements such as heat and sunlight, crucial for maintaining the integrity of pharma and perishable products.

By R. Chandrakanth

The COVID-19 pandemic was indeed a Black Swan event which left millions of lives shattered and economies destroyed. The magnitude of the disruption was humongous. No sector was spared. With supply chain disruption, global trade almost came to a standstill. But two sectors – pharmaceuticals and logistics – stand out in reinventing themselves during those trying times.

The learnings from that time have come good. It's almost four years since the pandemic and we see both the pharmaceutical sector and the logistics industry (air cargo, in particular) having evolved, in an accelerated mode.

It is not that the challenges have disappeared. There are always fresh ones that crop up, testing the stakeholders in the entire value system and there are logistics players who are well ahead of the curve, having understood what the challenges are.

Etihaad Cargo is one of them. Its special products, PharmaLife in particular, is exceptional as the airline takes the transportation of pharmaceuticals very seriously. It was the first carrier in the Middle East to be awarded IATA's Center of Excellence for Independent Validators (CEIV) certification in Pharmaceutical Logistics. Using specially-designed, temperature-controlled equipment, Etihaad ships pharmaceuticals in the quickest possible time, adhering to the highest compliance guidelines.

But the pharma-air cargo linkages are not without challenges, sometimes impacting exports. The Manager of Global Cool Chain Products, Etihaad Cargo, Fabrice Panza, states that Pharma-air cargo faces challenges primarily due to the high value and time- and temperature-sensitive nature of pharmaceutical products.

Different types of pharma goods, including active pharmaceutical ingredients (APIs), medical devices, and vaccines, each have distinct requirements, necessitating customized solutions involving specialized packaging, such as passive, hybrid, and active containers, to ensure consistent temperature control.

One of the biggest challenges for the pharma-air cargo players has been how to minimize pharma losses due to mishandling/improper equipment or storage. As per statistics, the losses are said to be as high as \$35 billion, considering all modes of transport, air cargo being among the top.

Panza notes, "IATA statistics show that around 40-50% of vaccines are wasted, not only during air transportation but also in the first and last mile, where mishandling, improper equipment, and storage are common causes of loss. To address these blind spots, Etihaad Cargo is committed to ensuring product integrity, demonstrated by our achievement of IATA CEIV Pharma certification, which involves breaking down and scrutinizing each step of the air cargo process. This certification helps make transportation fully transparent and controlled, reducing risks throughout the supply chain. By leveraging IoT technology for real-time monitoring and maintaining short lead times, Etihaad Cargo minimizes temperature deviations and other vulnerabilities, achieving a 99.7% pharma compliance rate to reduce losses and ensure the safe delivery of pharmaceutical products."

Etihaad Cargo's 'PharmaLife' pprioritizes ground handling and loading; ensures 60 minutes between the aircraft and the cooling facility, subject to local service level agreements; Temperature-controlled storage and cargo hold temperature devices in the aircraft; Dedicated pharmaceuticals customer service team working 24/7; Pre-cooled thermo blanket protection to and from the aircraft; Trained and experienced ground handling; and 22 Qualified Envirotainer Provider (QEP) stations and Global Master Lease Agreement with Envirotainer, CSafe Global, Dokasch, Va-Q-Tec and Skycell.

To further understand how Etihaad addresses these challenges, Fabrice Panza, the Manager of Global Cool Chain Products, Etihaad Cargo, gives insights in this interview, excerpts of which are below:



The industry has shifted over the past decade, with a growing need for shipments to be maintained at 15-25°C, now accounting for about 60-70% of Etihaad Cargo's shipments, compared to the 2-8°C range that dominated in the past. Etihaad Cargo addresses these evolving demands with its young fleet, equipped with temperature-controlled technology capable of accommodating both temperature ranges on the same aircraft. Additionally, we collaborate with compliant ground handling agents and employ cool dollies for tarmac transfers, ensuring seamless temperature regulation and safeguarding the integrity of pharmaceutical exports.

Fabrice Panza



The weakest link in the air pharma supply chain is said to be 'airport on-tarmac pharma transportation', what is your take on that?

Any moment outside a temperature-controlled environment introduces risk. This is true at the airport, as well as during the first and last mile, where each handover point – with 15 to 25 such handover points from origin to destination – presents a potential vulnerability. At Etihad Cargo, we treat these Critical Control Points (CCPs) with utmost importance, implementing specific processes and mitigation measures to safeguard product integrity.

At our Abu Dhabi hub, we've strengthened this traditionally weak link by using state-of-the-art cool dollies to maintain temperature control during on-tarmac handling. Coupled with robust Standard Operating Procedures (SOPs) and proactive shipment tracking, we ensure each pharma shipment is meticulously managed. Additionally, thermal covers are available for extra protection, further bolstering on-tarmac transportation and converting it from a weak point to a strong link in the supply chain.

What is the adoption rate of digital technologies in air pharma supply chain? What benefits do you see in deploying digital technologies?

The adoption rate of digital technologies in the air pharma supply chain is growing rapidly, although it still has room for improvement. The pace has accelerated due to the widespread integration of IoT, not only in active and hybrid containers but also in smart packaging. While challenges remain, such as ensuring these technologies do not interfere with airline communication equipment, qualified solutions are increasingly providing end-to-end visibility. The key benefit of deploying digital technologies is improved data connectivity, enabling seamless integration of stakeholders—airlines, ground handlers, and freight forwarders—through APIs.

Unlike in the past, where data was passive and collected manually, real-time monitoring now allows for immediate issue detection and response, enhancing the speed and reliability of operations. Moreover, technologies like blockchain ensure data integrity, while AI-powered predictive management offers better quality forecasting and operational control. This

results in leaner processes, reduced lead times, and increased sustainability by optimizing energy use and minimizing waste across the supply chain.

What three tech trends do you think can help enhance the air pharma supply chain?

The top three tech trends that can enhance the air pharma supply chain are Virtual Reality (VR) and Augmented Reality (AR), Artificial Intelligence (AI), and IoT-enabled robotics. VR and AR technologies can significantly improve handling accuracy by providing visual guidance for labelling and storage, reducing errors during the process. AI enhances predictive management, allowing for better forecasting and real-time decision-making to maintain product integrity. IoT-enabled robotics can automate repetitive tasks and provide seamless monitoring, ensuring precise temperature control and swift issue resolution. Together, these technologies streamline operations, enhance accuracy, and optimize the efficiency of the air pharma supply chain.

Tell us how important it is for Etihad – training/certification programs to enhance the air pharma supply chain at Etihad's facility?

Training and certification programs, such as IATA CEIV Pharma, are essential to enhancing the air pharma supply chain at Etihad Cargo. While infrastructure, SOPs, and technology are crucial, the most critical element is the human factor—ensuring that everyone involved in handling pharma shipments is equipped with the right skills and awareness. Constant training helps establish a robust Quality Management System (QMS) that integrates sales, operations, and quality, providing not just the "how" but also the "why" behind procedures. This understanding is vital, as it instils a sense of purpose in our team, driving them to uphold the highest standards for the safe transport of pharmaceutical products. At Etihad Cargo, our PharmaLife program reflects this commitment, as we actively contribute to saving lives through meticulous training and adherence to best practices.

Which are the best airports in the world for pharmaceutical/cold chain logistics?

Zayed International Airport in Abu Dhabi stands out as one of the

best airports in the world for pharmaceutical and cold chain logistics, thanks to its recent investments in a dedicated pharma hub that is fully IATA CEIV Pharma certified. Etihad Cargo's Abu Dhabi hub features state-of-the-art cool dollies and a unique tunnel connecting the passenger terminal to the cargo terminal, which significantly enhances efficiency. This tunnel not only reduces transit time to as little as 30 minutes but also ensures shipments are shielded from external elements such as heat and sunlight, crucial for maintaining the integrity of pharmaceutical and perishable products.

What do you think of Pharma.Aero and your suggestions to help improve air pharma supply chain?

Pharma.Aero is a highly successful and respected community platform that has quickly established itself as the leading association for pharmaceutical logistics within a decade. Etihad Cargo has supported Pharma.Aero's mission to share knowledge and improve industry standards since the beginning, co-founding the first Pharma Logistics Masterclass in Antwerp in 2021 during the pandemic, followed by the second in Abu Dhabi in 2022. The masterclass has since become an annual success, with increasing participation each year, demonstrating Pharma.Aero's deep understanding of the industry's needs. As I often say, if you implement just 10% of the insights gained from Pharma.Aero and its Pharma Logistics Masterclass, your organization will see remarkable improvements. 🇦🇪



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Industry collaboration needed to tackle 'blind spots' in pharma supply chain

By R. Chandrakanth

The annual losses of approximately \$35 billion in pharmaceuticals across all modes of transport, including air cargo, highlight several “blind spots” in the supply chain that need urgent attention, states the Vice President of Kales Group, Adam Gunnarsson, who is calling for collaborative effort to address them.

In an email interview with Air Cargo Update, Gunnarsson said there are key areas of concern specific to air cargo and they include - Temperature deviations and cold chain breaks; Lack of data transparency and visibility; Human error and training gaps; Customs delays and regulatory bottlenecks; Infrastructure limitations at airports and Security risks and theft.

He is of the view that unless collaborative efforts across the entire air cargo supply chain, from airports and airlines to regulators and logistics providers, the ‘blind spots’ will continue to impact operations. “I’m improving cold chain management, enhancing data visibility, providing training, and upgrading infrastructure will help reduce losses and improve the efficiency of pharmaceutical transport by air.”

CEIV certifications

Airlines, he mentions, continue to invest in specialized handling facilities, with many adopting (IATA) CEIV certifications to ensure quality control and compliance with pharmaceutical standards.

The air cargo industry is actively preparing for growth by implementing several strategic initiatives across infrastructure, technology, and operational enhancements. These preparations reflect both the recovery from pandemic-driven disruptions and the anticipated rise in pharmaceutical, e-commerce, and perishables transport.

The key strategies to improve pharma supply chain, he notes are Cold chain infrastructure enhancements; Digitalization and automation; Fleet modernization and sustainability initiatives and Training and certification initiatives.

The pharmaceutical air cargo sector faces several challenges that impact the efficiency and reliability of exports, points out Gunnarsson. These issues range from capacity constraints to regulatory complexities, and they directly affect the timely delivery of sensitive medicines and vaccines.

The main challenges impacting the sector are strict temperature control requirements; Regulatory compliance and certification challenges; Infrastructure Limitations in emerging markets; and Supply chain volatility and geopolitical Issues.

Infrastructure challenges in emerging markets

Agreeing that challenges in pharma air cargo are region or country-specific, particularly related to infrastructure limitations, regulatory frameworks, geopolitical factors, and market-specific

dynamics.

There are some examples and efforts being taken to overcome issues such as Infrastructure challenges in emerging markets (Africa, Latin America, Southeast Asia); Regulatory differences in Europe and the US; Geopolitical instability in Eastern Europe and the Middle East; and Environmental and sustainability regulations in Europe.

“Pharma air cargo challenges are highly region-specific, influenced by infrastructure, regulations, geopolitical tensions, and sustainability mandates. To address these issues, the industry is focusing on building pharma corridors, obtaining multiple certifications, expanding cargo networks, and collaborating with governments and private partners. These efforts aim to ensure that the growing demand for pharmaceutical exports is met efficiently despite regional hurdles.”

Agreeing that there is growing recognition that existing standard operating procedures (SOPs) in transshipment of pharmaceuticals are inadequate in some areas, he said, “While frameworks like IATA’s CEIV Pharma program have raised industry standards, inconsistencies in SOP implementation across regions and logistics players continue to pose challenges.

He also pointed out some concerns such as inconsistent implementation of SOPs across Regions; Inadequate tracking and visibility during transshipment; Limited coordination between stakeholders and Gaps in SOPs for contingency planning.

On-tarmac transportation the weakest link

‘Airport on-tarmac transportation is the weakest link’ in the pharma supply chain, Gunnarsson pointed out the risks involved in moving pharmaceutical shipments between warehouses, aircraft, and storage areas.

The primary challenges arise from exposure to external environmental factors, improper handling, and the lack of specialized equipment.

Giving a breakdown of the issues and solutions to mitigate the risks, Gunnarsson suggests dealing with delays in loading and unloading; introducing specialized handling equipment; training; and IATA CEIV pharma certification.

“The on-tarmac segment remains a critical vulnerability in the air pharma supply chain because of temperature sensitivity, handling risks, and operational delays. However, many airports and logistics providers are investing in specialized equipment, training, and certification programs to mitigate these challenges. As the demand for pharmaceutical air transport grows, addressing these weak points will be essential to ensuring product integrity and reducing losses,” he said.

The gaps, he mentions, are due to inconsistent infrastructure across airports: Limited real-time visibility and monitoring; Inefficient ground handling processes; Regulatory delays; and Limited temperature-controlled transport equipment, but opportunities are galore.

Digitalization improving

“The adoption rate of digital technologies in the air pharma



supply chain is steadily increasing, but it varies across regions and stakeholders (airlines, ground handlers, airports, and logistics companies). The COVID-19 pandemic accelerated the push for digitalization as the need for real-time tracking, transparency, and efficiency in handling temperature-sensitive pharmaceuticals became more apparent. However, full adoption remains uneven due to factors such as costs, regulatory complexity, and the varying readiness of different actors in the supply chain,” Gunnarsson noted.

Three key tech trends that can significantly enhance the air pharma supply chain are Internet of Things (IoT) and Real-Time Monitoring; Blockchain for transparency and security; and artificial intelligence (AI) and predictive analytics, he states and commends the IATA CEIV Pharma program represents a significant step forward in establishing a consistent global standard for pharmaceutical logistics in the air cargo industry.

“While it has been widely adopted among major air cargo hubs and key logistics providers, it has not achieved universal uptake. To promote broader adoption, industry stakeholders can focus on education about CEIV Pharma’s benefits, regional partnerships to ease certification costs, and supporting infrastructure improvements in emerging markets. This would help build a more resilient and globally standardized air pharma supply chain,” said Gunnarsson.

“While CEIV Pharma is widely recognized, the air pharma supply chain has not fully adopted it across all regions and facilities, due to high certification costs; Complex Certification process; Regional disparities’ Alternatives and Overlapping Certifications; and lack of awareness or immediate demand,” he added.



Underlying the importance of training and certification programs are fundamental to operate a reliable and competitive air pharma facility. “They equip staff with the skills needed to meet regulatory demands, protect cold chain integrity, and adopt new innovations in the air pharma supply chain. Ultimately, they ensure that pharmaceutical products are handled with the utmost care and efficiency, building a trustworthy reputation and fostering client confidence,” said Gunnarsson.

Praising the efforts of Pharma.Aero, Gunnarsson suggests to strengthen it by expanding the CEIV Pharma certification to emerging markets; Drive digital transformation with a unified data-sharing platform; Increase emphasis on sustainability Initiatives; and Implement predictive analytics and AI-driven Insights. 🚚





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Q&A with Dr. Robert Schönberger Global Industry Lead, Messe München

Being part of an industry that actively shapes markets and supports businesses in achieving their goals is truly inspiring, and it's a privilege to help create spaces where industries can thrive.

By Gemma Q. Casas

From a small local market and trade center, global trade fair organizer, Messe München, was born in Munich, Germany with the help of the Bavarian government on April 1, 1964.

Just six decades on since its formation, Messe München grew to become one of the world's biggest trade fair companies, hosting as many as 40 own-branded trade fairs with spin-offs worldwide.

After incurring millions of losses during the Coronavirus pandemic years, the company made a resounding comeback in 2023, raking record sales of nearly EUR 350 million and a net income of EUR 47 million.

Messe München's 40 own events and abroad attracted around 809,000 visitors and 15,000 exhibitors. Most of its events overseas were held in China, India, and Singapore. This year, the company has further widened its global footprint through collaborations and acquisitions of major events across continents.

Marking its 60th anniversary this year, Messe München prepares for a bullish 2025 with its major events such as BAU, bauma, transport logistic, productronica, automatica, EXPO REAL, and drinktec.

In this edition, Air Cargo Update digs deeper into the formidable and inspiring business model that Messe München carved over the past 60 years with Dr. Robert Schönberger, the company's Global Industry Lead.

Dr. Schönberger is an expert in logistics and trade fair management with over a decade of experience at Messe München, where he directs the transport logistic and ceramitec event clusters.

Having earned his doctorate from the Technical University of Darmstadt, with international experience in Buenos Aires and Atlanta, Dr. Schönberger's career includes roles in Bremen, Frankfurt, and Augsburg. Known for his networking acumen, he brings a global perspective to shaping the logistics industry.

Industry Trends: What are the most significant trends shaping the global trade fair and exhibition industry, and how is Messe München adapting to these changes?

The trade fair and exhibition industry is evolving with growing diversification and internationalization, as various markets and target groups come into focus. For Messe München, this translates into a stronger presence in regions like Southeast Asia and the United States, where we can address local needs and reach broader audiences. Contrary to initial forecasts during the pandemic, the demand for in-person events has not only persisted but is on the rise. At the same time, niche markets are becoming increasingly relevant. Messe München is adapting by expanding our offerings internationally and focusing on emerging, specialized industries to better serve the needs of exhibitors and attendees worldwide.

Digital Transformation: How has digitalization impacted the trade fair and exhibition industry, and what role does Messe München play in driving digital innovation?

Digitalization has become a cornerstone of the industry, significantly accelerated during the pandemic, when various digital formats and offerings were trialed and tested. Today, it is clear that traditional trade fairs continue to hold their place and value. For Messe München, the focus now lies in digitizing the services surrounding the core event experience. This includes enhancing digital tools before, during, and after the event to streamline interactions, provide data-driven insights, and offer networking opportunities. Embracing and implementing new digital trends remains a priority, helping us enrich the overall trade fair experience and keep our services relevant in an increasingly digital world.

Sustainability: What steps is Messe München taking to promote sustainability and reduce its environmental impact at its events?

Trade fairs inevitably impact the environment, but there are numerous ways to make them more sustainable. Messe München has implemented various initiatives to support eco-friendly practices, such as eliminating specific materials like carpeting, promoting sustainable or circular booth construction, offering regional food options, and reducing waste and packaging. Additionally, we provide options for participants to offset their carbon





footprint from attending our events. These are important initial steps, and sustainability is becoming an ever-larger part of our conference programs as well, providing participants with practical ideas and inspiration on how they can contribute to sustainability efforts in their own practices.

Global Expansion: How does Messe München plan to expand its global footprint and reach new markets? Please share some info/insights about your recent acquisitions, including Miami's Air Cargo Americas Conference & Exhibition.

Currently, Messe München organizes around 40 own-branded trade fairs with spin-offs worldwide. Our global expansion strategy is driven by the goal of responding quickly to emerging markets and industry trends. This includes hosting more of our trade fair brands in Southeast Asia and the United States, and we're well established in these regions with our transport logistic events.

In the U.S., Messe München is also launching *analytica*, the trade fair for laboratory equipment. Following the launch of transport logistic Americas in 2022, we're excited to return to Miami through our acquisition of Air Cargo Americas and a close collaboration with the World Trade Center Miami. This acquisition allows us to offer the largest event for the logistics industry in the U.S. by 2025. Established in 1991, Air Cargo Americas is a pivotal event in Miami and will serve as a strong foundation for our vision to create multimodal logistics fair and foster continued growth in this key market.

Event Portfolio: What are the key strategies for developing and optimizing Messe München's event portfolio to meet the evolving needs of exhibitors and visitors?

Exhibitors seek reliability and the assurance that they will connect with the right audience, while visitors expect to find relevant exhibitors and an engaging conference program. Our strategy is firmly aligned with these needs. In each market and for each topic, this can look quite different, which is why our teams work with dedicated focus on individual trade fair projects, often

planning and developing them over several years. This long-term commitment allows us to identify and incorporate trends early, ensuring that our events stay highly relevant and continue to provide value for all participants. By tailoring our approach in this way, we foster an environment where both exhibitors and visitors can achieve their goals effectively.

Customer Experience: How does Messe München prioritize visitors and exhibitors' experience, and what innovations are being implemented to enhance it?

At Messe München, creating a valuable experience for both visitors and exhibitors is a top priority. We achieve this by focusing on seamless organization, well-thought-out layouts, and creating comfortable, accessible spaces that encourage networking and interaction. Our team pays close attention to every detail, from intuitive wayfinding within the venue to providing ample opportunities for informal exchanges.

Additionally, we work closely with exhibitors to help them present their brands and innovations effectively, while ensuring that visitors find relevant content, insightful presentations, and engaging conference sessions. This holistic approach allows us to create an environment where everyone can focus on building valuable connections and gaining meaningful insights.

Economic Uncertainty: How does Messe München navigate economic uncertainties and potential downturns in the global economy?

Messe München navigates economic uncertainties by prioritizing flexibility and resilience in our planning and operations. We offer tailored participation packages that accommodate different budget levels, allowing companies to remain active in their industries even during challenging times.

Additionally, our strategy includes expanding into diverse geographic regions and sectors, which helps balance potential downturns in specific markets. By maintaining strong relationships with our partners and staying attuned to the needs of our exhibitors and visitors, we're able to adapt our offerings and continue providing value, even in fluctuating economic conditions.

Competition: What are the key challenges posed by competitors and how does Messe München differentiate itself in the market?

In a competitive market, one of the main challenges lies in the emergence of specialized trade fairs that target very specific industries and audiences. Messe München distinguishes itself through a long-standing reputation for high-quality events that bring together leading global players across various sectors. We focus on creating an environment that fosters valuable personal connections and offers exhibitors and visitors alike a carefully curated program of presentations and discussions.

Our commitment to reliability and seamless event execution sets us apart, ensuring that participants can make the most of their time and achieve their goals effectively. This consistent focus on quality and participant needs allows us to maintain a unique position in the market.

Emerging Markets: Which emerging markets do you see as key growth areas for Messe München? How are you adapting your offerings to cater to the specific needs of these markets?

For Messe München, key growth areas include Southeast Asia, Latin America, and the Middle East, where demand for industry expertise, innovation, and networking is rapidly growing. In these regions, we adapt our trade fairs to reflect local industries and interests.

For example, in Southeast Asia, we emphasize sectors like logistics, manufacturing, and environmental technology, aligning our events with regional development goals and market priorities. We also invest in building long-term relationships with local partners and authorities, which helps us understand and anticipate the specific needs of each market. By tailoring

our approach in this way, we ensure that our events provide relevant content, foster meaningful connections, and support local industry growth.

Career Journey: What inspired you to pursue a career in the trade fair and exhibition industry?

The trade fair and exhibition industry captivated me because of its unique ability to bring people together from around the world to share knowledge, showcase innovation, and build impactful connections. There's an incredible energy at trade fairs—an atmosphere where ideas come to life and industries evolve. For me, the opportunity to contribute to this dynamic environment and facilitate connections across cultures and sectors was very compelling. Being part of an industry that actively shapes markets and supports businesses in achieving their goals is truly inspiring, and it's a privilege to help create spaces where industries can thrive.

Personal Insights: What advice would you give to young professionals aspiring to work in this field?

For young professionals looking to enter the trade fair and exhibition industry, my advice would be to stay curious and be adaptable. This is an industry that thrives on change, whether through evolving markets, new trends, or innovative formats. Being open to learning from every event and understanding the diverse needs of both exhibitors and attendees is essential. Networking is also a key part of this field—building and maintaining relationships will not only deepen your understanding but will also create valuable opportunities over time. Most importantly, keep a genuine enthusiasm for connecting people and fostering collaboration, as that is truly the heart of what we do. 🌍





Global trade, logistics and mobility to take center stage at Logimotion conferences

Dubai, UAE: Logimotion, a new exhibition for the international logistics and mobility sectors, will host three pivotal conferences featuring industry leaders worldwide. The event will take place at the Dubai World Trade Centre from 10-11 December and will coincide with Automechanika Dubai. Logimotion will showcase technologies and solutions within mobility and logistics while fostering industry insights through engaging conference sessions at SCALEX, the Global Trade and Infrastructure Summit and the TransMobility Forum.

The inaugural SCALEX conference is themed "Charting the Course of Global Excellence" and will explore supply chain innovations, including robotics, blockchain, Artificial Intelligence (AI), next-generation automation, and cybersecurity.

The global symposium offers a deep dive into enhancing efficiency, security, and talent management within the supply chain ecosystem, providing strategic insights and actionable solutions.

The extensive lineup of speakers at SCALEX includes Ahmed Halal, Senior Procurement Office, Prime Minister's Office; Guillaume Crozier, Senior Vice President Cargo UAE & Head, Global Cargo

Strategy, Dnata; and Michael Stockdale Group Head of Supply Chain and Logistics, Red Sea Global among several other international thought leaders.

The Global Trade and Infrastructure Summit (GTIS) will explore "Fostering Connectivity, Propelling Growth", where attendees will gain insights into trade agreements, sustainable trade practices and the transformative role of technology in shaping global infrastructure.

The conference will provide invaluable perspectives on overcoming the challenges faced by emerging markets and navigating geopolitical shifts.

At GTIS, Stefan Schröder, Managing Director, LNC Logistics Network



Consultants GmbH in Germany, a respected thought leader in logistics, will moderate a panel discussion on "Innovative urban trade and logistics solutions: overcoming challenges in congestion, delivery and sustainability."

Commenting ahead of the show, Schröder said: "The logistics industry faces significant challenges, including global and regional crises, rapid market changes, labor shortages and climate protection requirements. The industry is addressing these challenges by adopting 4-D Solutions: Digitalization, Decentralization, Disruption and Decarbonization, with a strong emphasis on resilient supply chains and success factors such as being green, lean and smart."

Rounding out the event's conference offering, the Transmobility Forum (TMF) will explore the theme "Navigating the Intersection of Innovation and Mobility" and will address critical topics such as autonomous vehicles, smart city integration, electric vehicle ecosystems and charting the path for sustainable, efficient and future-ready mobility solutions. 📍

Manufacturers demand data and AI driven supply chain transparency in time critical logistics says DANX Carousel

London, UK: Manufacturers now expect logistics suppliers to further integrate with their operating systems, DANX Carousel Chief Information Officer, Mohan Palaniandy, has told delegates at a recent supply chain transparency conference.

Palaniandy went on to list the benefits of AI and data, as improved efficiencies throughout the supply chain, brought through complete inventory oversight and final mile route optimisation, are now overcoming traditional barriers to data sharing.

"DANX Carousel will continue to enhance its time critical capabilities while reducing waste in the supply chain at every possible step in its operations - full digital transparency between stakeholders delivers both," said Palaniandy.

"DANX Carousel is committed to improving transparency in the supply chain and recommend businesses conduct internal training, review service level agreements and key performance indicators, and invest in technological advancements in the final mile, aiming for full integration with logistics suppliers."

Palaniandy's comments follow the publication of a research paper by DANX Carousel which formed the basis of a conference in Birmingham recently, bringing together industry experts to address transparency challenges in the supply chain.

During the conference, speakers, including Andrew Lowery, UK Managing Director, Carousel Logistics, noted how supply chain managers are increasingly arguing the case for seamless integration as the uninterrupted flow of data prompts manufacturers' replenishment workflow.

"The logistics industry is undergoing a digital revolution," said Klaus Rud Sejling, Chief Executive Officer, DANX Carousel. "AI, machine learning, and data are transforming supply chains, improving their transparency, efficiency, and profitability in turn."

"For time-critical logistics, increased data transparency across the supply chain must be the goal and we should now work across industries to break down data silos and embrace new technologies," he added.

The conference, held in Birmingham, was part of a series of events taking place across Sweden, Germany, and the UK exploring the benefits of a more transparent supply chain and best practice for companies. 📍



Mohan Palaniandy
DANX Carousel CIO



Breast screening with the 'Mammobile'

Munich, Germany: The 'Mammobile' is an attention-grabber wherever it goes. No wonder – the semi-trailer behind the white MAN tractor unit is completely pink, which attracts a lot of attention. And that's exactly how it should be: the decals support the Association Montpellier Hérault pour le Dépistage du Cancer du Sein (AMHDCS), a southern French organization committed to the fight against breast cancer.

"Thanks to this new vehicle, we can reach those women for whom prevention and awareness are most important even more effectively," said Silvia Loy Morel, the organization's director.

Since 1990, the AMHDCS has prepared, initiated and implemented breast cancer screening for women in the city of Montpellier, and later in the district of the same name and finally in the Hérault department.

As a pioneer in France, it now uses the mammobile, which travels throughout the Hérault department all year round. The aim of the campaign is to screen women between the ages of 50 and 74 and test them for breast cancer.

To date, the AMHDCS has carried out more than 600,000 screenings. The key is to detect tumors while they are still small – as is the case with about half of the cancers detected by the mammobile. This ensures that



women with the disease receive early treatment.

The Mammobile fully meets the requirements for breast cancer screening: the equipment installed in the trailer uses the latest generation of digital imaging technology and is subject to the same quality controls as all other medical facilities in France (university hospitals, general hospitals, private hospitals, radiology practices).

In addition, the association has invested in an IT solution for evaluating the images using special reading consoles and for their digital archiving.

Breast cancer is the second most common cancer worldwide, according to World Cancer Research Fund International. In 2022, 2.3 million new cases of breast cancer were reported around the world. 🌐

Lufthansa Technik Logistik Services enhances visibility and improves customer satisfaction through CHAMP Cargosystems' Shippy Vision Truck



Lufthansa Technik
Logistik Services



Luxembourg: Lufthansa Technik Logistik Services has signed a new contract for CHAMP's Shippy.Vision Truck which will be deployed throughout the German market.

This will allow Lufthansa Technik Logistik Services to track events for a shipment in or near real-time from the very first segment when a trucker picks up freight at its origin (first mile), through to the last segment when a trucker delivers it to the consignee (last mile).

Launched in 2021 with a key longstanding customer, Shippy.Vision Truck is unique in that it does not require any software installation or applications and is operated by drivers scanning a QR code with the camera of their device of choice. The ease of use and lack of required apps encourage and drive adoption with end users, which maximizes visibility for Lufthansa Technik Logistik Services.

CHAMP's Shippy.Vision Truck was created from the increasing demand for automated real-time tracking and visibility along the air cargo supply chain which reduces delays in communication by providing immediate messaging and status updates and allows drivers to report delays and discrepancies with photographic evidence.

By fostering efficient communication, transparency, and digitalization, Shippy.Vision Truck helps Lufthansa Technik Logistik Services streamline their logistics, especially when working with smaller couriers who may lack dedicated interfaces. This enhanced visibility

allows for the tracking of critical shipments in real-time, ultimately adding to customer satisfaction and overall service quality.

CHAMP and Lufthansa Technik have enjoyed a long working relationship over the last 20 years, defined by close collaboration and innovation. Both companies are aligned by shared values of creativity, transformation, innovation, and progression in the air cargo industry.

Christian Sass, Product Owner Track & Trace from Lufthansa Technik Logistik Services said "We are delighted to have found an effective and innovative solution in CHAMP's Shippy.Vision Truck. This will equip us with more accurate and immediate information, to better serve our customers. Real-time tracking and updates for courier shipments are critical for meeting our growing customer demands.

Ed Dorr, VP eCargo Portfolio from CHAMP said "Shippy.Vision Truck is an excellent tool and one that Lufthansa Technik is perfectly positioned to leverage for greater visibility and transparency. We have worked alongside Lufthansa Technik for many years, and it is our pleasure to provide them with open and innovative software solutions that drive growth and success." 🌐





9th Turkish Airlines World Golf Cup back to Dubai



Dubai, UAE: Turkish Airlines, flying to more countries than any other airline, arrived in Dubai at the Dubai Creek & Yacht Club with the Turkish Airlines World Golf Cup on 29th October. Local high-profile figures and members of the business community attended the event.

Since its inception in 2013, the Turkish Airlines World Golf Cup now brings together over 8,000 players who compete against one another in more than 118 tournaments in 67 countries worldwide.

The event at the Dubai Creek & Yacht Club was the 103rd of 118 tournaments in this year's Turkish Airlines World Golf Cup—with the victors competing in the Grand Finals in Türkiye later this year. From a global total of 118, those that win will go through to the Grand Finals and have the chance to stay & play at Gloria Serenity Resort & Gloria Golf Club

on the Turkish Golf Coast.

Representing Dubai, Alok Pant secured top position with 45 points, and Sameer Baht was runner-up, while Greogory Mathieu came third.

The Closest to the Pin competition was won by Narinda Ahuja for the men and Nonita Chand for the women. Lee l'Ons won the lowest gross score with a score of +4.

Turkish Airlines General Manager in Dubai, Mehmed Zingal said: "We warmly thank all of our guests who made the Turkish Airlines World Golf Cup here in Dubai a huge success. Once again, it was a thrilling tournament in the TAWGC series, congratulations to our winner, Alok Pant. We wish him the best of luck in Türkiye."

All Turkish Airlines World Golf Cup finalists will fly to Türkiye with the comfort and luxury of the Turkish Airlines' Business Class.

Turkish Airlines' support makes the past events, such as the Turkish Airlines Open and TAWGC in Antalya, an international premium destination for golfers with outstanding facilities. The Turkish Airlines World Golf Cup 2024 is supported by Gloria Hotels & Resorts and Ruck & Maul. 🇹🇷

Ethiopian Airlines to resume flights to Monrovia, Liberia



Addis Ababa, Ethiopia: Ethiopian Airlines, the largest carrier in Africa, is resuming its passenger services to Monrovia, Liberia, reaffirming its commitment to strengthening connections across the African continent.

Starting November 30, 2024, the airline will offer three weekly flights to Liberia's capital, restoring a critical air link that will enhance connectivity in West Africa and contribute to the region's economic development.

The airline said this service resumption is a testament to Ethiopian Airlines' continued expansion within Africa, where it has long been a driving force in facilitating trade, tourism, and cultural exchange. By reintroducing flights to Monrovia, Ethiopian Airlines aims to support Liberia's socio-economic growth while providing travelers with seamless connections to the rest of the world through the airline's extensive global network.

Flight ET933 is scheduled to depart from Addis Ababa every Monday, Wednesday, and Saturday at 10:30 AM, arriving in Monrovia at 01:50 PM. Conversely, flight ET932 will leave

Monrovia every Tuesday, Thursday, and Sunday at 10:20 AM, with an arrival time in Addis Ababa at 08:40 PM. The schedule is designed to accommodate both business and leisure travelers, ensuring a smooth connection to the airline's extensive global network. Ethiopian will deploy its ultra-modern aircraft on the route.

"Our resumption of flights to Monrovia underscores our dedication to bridging communities and fostering economic growth in West Africa," said Mr. Mesfin Tasew, Group CEO of Ethiopian Airlines. "With our modern fleet, we are committed to providing exceptional service, promoting tourism, and boosting trade throughout the region. We are dedicated to exceeding customer expectations by offering unparalleled services and exploring the rich tapestry of landscapes and cultures across continents."

Monrovia, a city known for its vibrant culture, rich history, and natural beauty, will once again be easily accessible to travelers from across the globe. Travelers will have the opportunity to explore Liberia's unique attractions, including its pristine beaches, lush rainforests, and historical landmarks. Ethiopian Airlines looks forward to contributing to Liberia's growth and development through this renewed air service. 🇸🇩

Saudia Celebrates Launch of New Flights from Dammam to Beijing



Dammam, KSA: Saudia, the national flag carrier of Saudi Arabia, has officially launched on 28 October its inaugural flight from King Fahd International Airport in Dammam to Beijing, the capital of the People's Republic of China.

The new route will operate twice a week in each direction, as part of a connecting flight from King Abdulaziz International Airport in Jeddah. Saudia is using Boeing B787 Dreamliner for Dammam which becomes the third city from which the airline operates flights to Beijing, following Jeddah and Riyadh.

Saudia celebrated the inaugural flight from Dammam to Beijing with a special ribbon-cutting ceremony in the departure hall. The event was

attended by Mr. Wang Qimin, The Consul General of the People's Republic of China, Engr. Mohammed Al-Hassany, CEO of Dammam Airports Company (DACO), and Mr. Wail Basaffar, the Assistant Vice President of KSA Sales at Saudia.

Eng. Mohammed bin Ali Al-Hassany, CEO of Dammam Airports Company, said: "The launch of flights to Beijing, in partnership with Saudia, reflects our commitment to diversifying the international destinations of King Fahd International Airport to meet travelers' aspirations and enhance their experience. This initiative is part of our plan to develop international air traffic, aiming to attract new airlines and increase direct destinations, which will support economic and tourism growth in the Eastern Province."

Mr. Wail Basaffar, Assistant Vice President of KSA Sales at Saudia, said: "This new route is a testament to Saudia's innovative and flexible operational model, which leverages our main hub in Jeddah as a cornerstone of our strategic plan. We also utilize other major airports for connecting flights to meet growing demand and cater to all guest segments. Our modern and expanding fleet further enhances the travel experience, ensuring we not only meet but exceed our guests' expectations."

Saudia remains dedicated to its role as a key player in promoting international travel and tourism, aligning with its objective to bring the world to the Kingdom. The airline has achieved impressive growth in demand for flights between the Kingdom and China. Since launching operations to Beijing, Saudia has transported over 84,890 guests on 482 flights. 🇸🇦

Abu Dhabi Airports transitions new US Customs and Border Protection Facility to Zayed International Airport



Abu Dhabi, United Arab Emirates: Abu Dhabi Airports announced the full transition of the new state-of-the-art United States Customs and Border Protection (US CBP) facility to Zayed International Airport (AUH), eliminating the need for lengthy queues upon arrival in the US and ensuring a smooth and expedited journey for all passengers when travelling to the United States from Abu Dhabi.

Following a smooth transition and close collaboration with US CBP, the new facility underwent an extensive and thorough vetting process confirming all protocols, and readiness of systems, equipment and personnel. The new US CBP facility will allow passengers to complete all US immigration, customs, and agriculture inspections before departing from AUH.

The facility features a cutting-edge biometric technology platform, including facial comparison capture devices at dedicated CBP boarding gates, along with corresponding agent display devices, further enhancing security and efficiency.

"On behalf of Abu Dhabi Airports, I would like to extend my sincere

appreciation to our team and our partners at the U.S. Customs and Border Protection for their exemplary and collaborative teamwork. This facility strengthens our ambition to be a leading travel hub, offering passengers a distinctive travel experience that is unparalleled in our region. We are incredibly proud to have completed the transition of the new U.S. Customs and Border Protection facility to Zayed International Airport," said Elena Sorlini, Managing Director and Chief Executive Officer at Abu Dhabi Airports.

Antonoaldo Neves, Chief Executive Officer, Etihad Airways, described it as a "milestone" that "reinforces Abu Dhabi's position as the most convenient gateway to the United States for travellers from across the Middle East, Indian subcontinent and Asia, and we are proud to offer our guests this unparalleled experience."

"With all Etihad flights now pre-clearing in Abu Dhabi, our guests can bypass arrival queues and, if connecting within the US, enjoy seamless transfers with minimal connection times through our partner airlines. Our guests consistently tell us they value the efficiency and security that clearing customs before they arrive in the US affords them, and this is one of the many reasons they choose Etihad," he added.

The unveiling of the new US CBP facility comes just days ahead of Zayed International Airport's first anniversary celebrations, further cementing its position as a leading global aviation hub. 🇸🇦



Space42 Debuts on Abu Dhabi Securities Exchange Following Merger of Bayanat and Yahsat



Abu Dhabi, UAE: Space42 (ADX: SPACE42) recently made its trading debut on the Abu Dhabi Securities Exchange (ADX) following the successful merger completion of Bayanat, a leading AI-powered geospatial solutions provider, and Al Yah Satellite Communications Company P.J.S.C. (Yahsat), the UAE's flagship satellite solutions provider. Space42 is the UAE's new AI-powered SpaceTech company with a global reach.

Integrating Bayanat's advanced geospatial analytics and Yahsat's leading satellite communications with AI capabilities enables Space42 to address the rapidly evolving needs of the global SpaceTech industry. The combined capabilities deliver advanced business intelligence solutions to governments, enterprises, and communities.

Led by Karim Michel Sabbagh as Managing Director, Space42 comprises two business units: Yahsat Space Services and Bayanat Smart Solutions. The Yahsat Space Services unit, led by Yahsat CEO Ali Al Hashemi, focuses on upstream satellite operations for fixed and mobility satellite solutions.

The Bayanat Smart Solutions unit, led by Bayanat Managing Director Hasan Al Hosani, integrates geospatial data acquisition and processing with an AI-driven multi-intelligence platform, gIQ. Operating as one integrated company, the expertise of each unit aids in decision-making, enhances situational awareness, and improves operational efficiency. The executive team also includes Andrew Cole as Chief Financial Officer.

Celebrating this milestone, Mansoor Al Mansoori, Chairman of Space42, commented: "The launch of Space42 represents a bold step forward, not just for our company, but for the UAE's vision of becoming a global leader in AI and space technology. By integrating the strengths of Bayanat and Yahsat, we are expanding the horizon of what's possible. Space42 is set to redefine the future of SpaceTech, and we invite the world to join us in this journey of imagination, collaboration, innovation, and boundless opportunity."

Space42 aligns with the UAE's accelerating efforts to achieve the objectives of the National Space Strategy 2030 and the AI Strategy 2031. The business is dedicated to boosting in-country manufacturing, positioning the UAE as a key provider across the space value chain. This commitment enhances national capabilities and strengthens efforts to nurture new generations of space and AI engineers and experts in a dynamic and rapidly evolving sector. 🌐

IATA Launches IATA Connect: A New Hub for Aviation Safety and Compliance



Marrakech, Morocco: The International Air Transport Association (IATA) launched in October **IATA Connect**, a new hub for aviation safety, security, compliance and operations experts at airlines, regulatory agencies and auditors.

With an initial focus on the IATA Operational Safety Audit (IOSA), IATA Connect community members will be able to access and use the platform to securely exchange safety documentation, share information, and collaborate to support further improvements in aviation safety.

In addition to the IOSA Registry, IATA Connect will also house a secure private documentation repository with analytical and benchmarking capabilities. Contents of the document repository include IOSA audit reports, standards and related information, guidance materials, 440 airline profiles, industry alerts and news sources which can be accessed and shared.

Some 2,300 aviation safety professionals have been invited to join the IATA Connect community covering regulators, IOSA registered airlines and auditors.

"IATA Connect will provide aviation safety and compliance professionals in government and the industry with a means to make flying even safer by facilitating real time collaboration. Whether it is sharing an IOSA audit report, responding to a compliance questionnaire, updating information on codeshare partners, benchmarking resources, or information gathering, IATA Connect will bring new efficiencies and greater capabilities. By collecting critical IOSA audit data in a single location, keeping it updated, and

making the mechanics of information exchange easier, IATA Connect will be a compelling tool for everyone involved in aviation safety compliance and oversight," said Willie Walsh, IATA's Director General.

The launch of IATA Connect responds directly to the growing challenge of safety professionals to manage compliance documentation. In the face of growing operations, regulatory requirements and increasingly complex operational environments (with commercial and outsourcing partnerships), exchanging audit information and documentation on a single platform is expected to greatly enhance efficiency.

Aiming for IATA Connect to become a virtual collaboration space for all aviation professionals, the platform is also available via a mobile App which will initially include two other key IATA safety offerings:

Safety Connect, a longstanding secure forum used by interest groups for discussion and resources specific to operational areas such as cabin, cargo, and ground operations, and; The publicly available **Safety Issue Hub**, where information on hazards and safety risks are posted to enable the prioritization and delivery of aviation safety improvement programs.

With time, and in response to user needs, IATA Connect will grow and add capabilities to make it the one-stop-shop for aviation safety professionals. 🌐

Over 800,000 jobs in Dubai will lean on aviation industry by 2030



His Highness Sheikh Ahmed bin Saeed Al Maktoum
Chairman and Chief Executive, Emirates Airline & Group, and Chairman of Dubai Airports

Dubai, UAE: Nearly 30 percent of Dubai’s GDP in 2023 came from aviation and the sector is seen to have a greater impact on the city’s economy with 185,000 jobs it will generate by 2030, apart from 631,000 jobs it currently supports, bringing to 816,000 the total number of people it will employ by then.

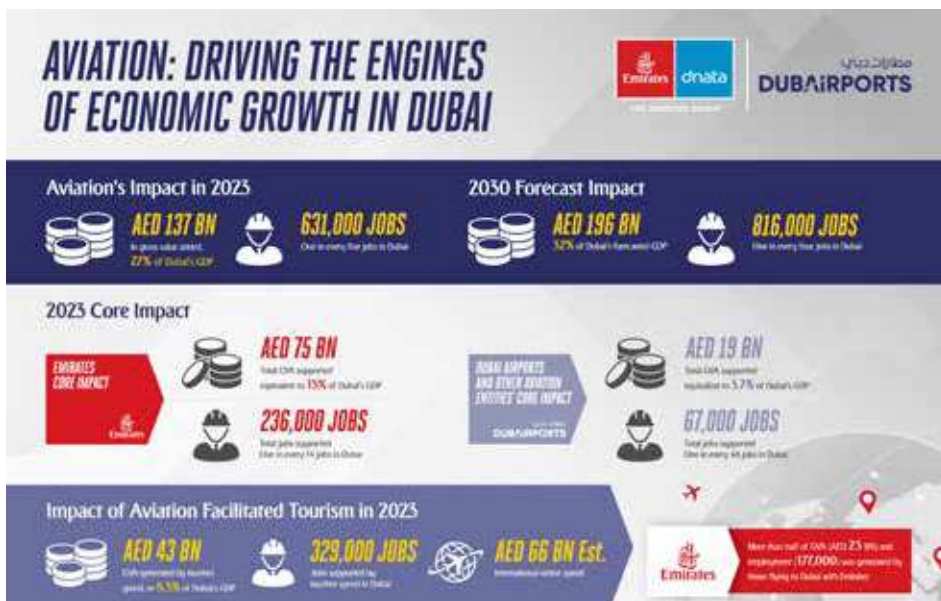
In a joint economic impact study compiled by global research firm Oxford

Economics, Emirates Group and Dubai Airports pointed out that aviation, along with tourism which is anchored in the industry, contributed AED 43 billion (USD 11.8 billion) to the local economy in 2023. Within seven years or by 2030, aviation’s GDP contributions is expected to grow by more than 40%.

His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline & Group, and Chairman of Dubai Airports said: “Under the leadership of HH Sheikh Mohammed bin Rashid Al Maktoum, Dubai’s aviation sector has been a core pillar of our city’s economic growth strategy to date, and it will continue to play a key role in the D33 Economic Agenda.

“Supported by strong air connectivity, Dubai has a prominent presence on the global stage for trade, investments, tourism, and is a leading player in aviation and logistics. Our ambitious plans for Dubai World Central – Al Maktoum International airport, and our ongoing investments to expand capacity at Dubai International, will unlock further economic opportunities by supporting the projected demand for air transport. Our growth plans will generate even more skilled jobs, and also help drive innovation as we work with leading technology partners to develop future solutions to enhance travel experiences and make operations more efficient and secure.”

Aviation sector’s contribution to Dubai economy



In 2023, Dubai’s aviation sector, consisting of Emirates Group, Dubai Airports (including Dubai International and Dubai World Central - Al Maktoum airports), and other aviation sector entities are estimated to have supported AED 137 billion (USD 37.3 billion) in gross value added (GVA), equivalent to 27% of Dubai’s GDP.

This included the core economic impact of AED 94 billion, and AED 43 billion from the catalytic impact of aviation-facilitated tourism. These figures are projected to increase steadily, with aviation activities facilitated by Emirates and Dubai Airports contributing AED 196 billion, or 32% of Dubai’s forecasted GDP by 2030 (in 2023 prices).

Aviation-led activity also accounted for 631,000 jobs across Dubai, equivalent to one in five jobs in the emirate in 2023. A further 185,000 aviation-linked jobs are expected to be created by 2030, with the total number of jobs supported by Dubai’s aviation sector forecast to grow to 816,000 jobs.

Dubai’s vital investment to futureproof its aviation sector and ensure it remains an economic driver, is evident in ongoing major investments to expand capacity and operations at Dubai International, in addition to a new generation facility at Dubai World Central - Al

Maktoum International.

The new AED 128 billion airport will be five times the size of Dubai International, with the first phase to be completed in 10 years. When fully completed, Dubai World Central - Al Maktoum International will consist of over 400 aircraft stands, with capacity to serve 260 million passengers annually. The expansion of Dubai World Central - Al Maktoum International is not included in the study’s main impact results; however, the construction project is expected to contribute an estimated AED 6.1 billion to Dubai’s GDP in 2030, as well as support 132,000 jobs.

Aviation is also the driving force behind the growth of international tourism to Dubai. As one of the most frequented destinations in the world, visitors stayed an average of 3.8 nights in 2023, spending an average of AED 4,300 on hotels, restaurants, attractions and shopping. According to the report, international visitors flying to Dubai spent an estimated AED 66 billion last year.

In total, aviation-facilitated tourism spending is estimated to have contributed: AED 43 billion in gross value added, or 8.5% of Dubai’s GDP, supporting 329,000 jobs. More than half of GVA, AED 23 billion, was generated by those flying to Dubai with Emirates.



Turkish Airlines carried 24.5 million passengers in Q3 2024

Türkiye's national carrier posts profit of \$1.3 bn during the period with cargo up 47%



Istanbul, Türkiye: Turkish Airlines' growth trajectory continues with third quarter numbers pointing a passenger traffic increase of 5.4 percent to 24.5 million passengers and cargo revenues increasing by 47 percent during the period with more shipments transported by air.

Türkiye's national carrier reported its total revenues between July-September 2024 increased by 4.9 percent year-on-year to USD 6.6 billion even with the high base effect from the same period in 2023. Passenger revenues, which accounted for 84 percent of the total, increased to USD 5.6 billion = driven by the strong contribution from the Far East region.

At the same time, the airline's cargo division, Turkish Cargo, posted a 47 percent revenue increase y-on-y to USD 911 million.

Turkish Cargo said the cargo volume during the period rose by

16.8 compared to the same period in 2023, becoming the world's third-largest air cargo carrier in September, with a market share of 5.7%, according to data published by the International Air Transport Association (IATA).

Due to competitive pressure on passenger unit revenues, along with the negative impacts of global inflationary environment and engine problems on costs, Profit from Main Operations recorded as USD 1.3 billion in Q3 2024. The Incorporation's EBITDAR amounted to USD 2.3 billion and EBITDAR margin stood at 35.2%, exceeding both its historical average and peers.

Financial income generated through Turkish Airlines' effective and dynamic portfolio management also played a key role in supporting its net profit.

Aiming to expand its fleet to 800 aircraft by 2033 as part of its 100th Anniversary Strategy, Turkish Airlines increased its number of aircraft by 9 percent during the first nine months of the year to 467 in spite of bottlenecks in aircraft production.

And as part of its diversification strategy to minimize financing costs and currency risks while growing its fleet, Turkish Airlines became the first airline outside of China to finance three Airbus A350 aircraft in Chinese Yuan in the third quarter.

Additionally, for the first time, Turkish Airlines' Incorporation secured a sustainability-linked loan for two fuel-efficient A321-Neo aircraft and thus marking its entry into sustainable finance. Known for its achievements all across airline industry, Turkish Airlines attracted attention with its innovative financing structures and received three separate financing awards from Airline Economics.

Employing over 93,000 people along with its subsidiaries, Turkish Airlines proudly represents its nation in the global air transportation industry with its unique flight network, modern fleet, superior service, and successful performance. 🌍

ATA & ASA Strengthen Cooperation

Geneva, Switzerland: The International Air Transport Association (IATA) and the Airport Services Association (ASA) are strengthening their collaboration to improve ground handling safety and efficiency. Together, the organizations said they will work to reinforce standardization, promote safety data sharing, and explore new approaches to enhance sector resilience.

"Global standards make aviation safer, and ASA and its members have been pivotal in helping develop the IATA ground handling standards we rely on today. By sharing data, we will be able to support this vital activity with data-driven insights and decisions. Maximizing the impact of data relies on broad contributions. We encourage ground handler participation to strengthen our collective insights," said Nick Careen, Senior Vice-President Operations, Safety and Security at IATA.

Fabio Gamba, ASA's Director General, commented, "This partnership is a significant milestone that leverages the expertise of both IATA and ASA. By coordinating our approach, we will ensure more robust support for ground and cargo handling professionals worldwide. Our goal is to ensure that standards and best practices are in place that the entire industry can rely on."

IATA and ASA collaboration will include:

► **Safety Data:** Through ASA's Safety Incident Database and IATA's Incident Data Exchange (a part of IATA's Global Aviation Data Management-GADM-



initiative), both organizations will share and analyze safety information to proactively address safety issues related to ground and cargo handling.

► **Industry Standards:** ASA will continue to work with IATA in the development of industry best practices and standards related to ground and cargo handling, taking advantage of relevant data. In particular, this work will focus on key documents such as the IATA Ground Operations Manual (IGOM) and the IATA Airport Handling Manual (AHM), their adoption by the industry and reduction of variations. 🌍

Saudia Cargo appoints Eng. Loay Mashabi as new CEO



Eng. Loay Mashabi

Riyadh, KSA: Saudia Cargo has named Eng. Loay Mashabi as the new Chief Executive Officer of Saudi Arabia's national airfreight carrier effective January 1, 2025, succeeding Teddy Zebitz who has led the company to record success while driving innovation. Zebitz will continue to serve as a member of the Saudia Board of Directors.

A leader in global air cargo transportation and a member of the world's biggest air cargo alliance, SkyTeam Cargo, Saudia Cargo aims to further expand its international network while advancing Saudi Vision 2030's goal of transforming the country into another global logistics hub.

Saudia Cargo Board Chairman Abdulkareem Abualnaser commented, "During Teddy's tenure, we have achieved remarkable milestones and navigated through numerous challenges, all while maintaining our commitment to performance and service excellence. Teddy's vision and leadership have been instrumental in building the capabilities of our company and in executing our strategies, and we are deeply grateful for all his valuable contributions."

Eng. Mashabi first joined Saudia Cargo as a board member in August 2021. In October 2023, he served as the company's managing director, bringing a wealth of experience in the transportation and logistics sector.

Prior to joining Saudia Cargo, he served as Deputy Minister for Logistics Services at the Saudi Ministry of Transportation and Logistics Services, and Deputy Governor for Planning

and Development of the General Authority of Customs. He also served as CEO of the inception phase of a Al Soudah destination at Public Investment Fund (PIF)

Eng. Loay Mashabi holds an Executive MBA from London Business School and a BSc in Petroleum Engineering from King Fahd University. 🇸🇦



Udi Sharon

Challenge Group names Udi Sharon as new CEO of Challenge Airlines IL

Malta: Challenge Group has named Udi Sharon as the new CEO of Challenge Airlines IL. In his new role, Udi will lead all company activities in Israel and join the senior executive management team of the global Challenge Group.

Udi brings vast experience in business and managing organizations within the global and Israeli logistics sectors, alongside extensive professional knowledge in air freight and global supply chain management.

Yossi Shoukroun, CEO of Challenge Group, commented: "I am delighted to welcome Udi Sharon as the CEO of our company in Israel. I am confident that in his role and as part of the Group, he will significantly contribute to optimize the company's local and global operations, strengthening the Group's position in both the Israeli and international markets."

For his part, Sharon said, "I am proud to join Challenge Group and lead Challenge Airlines IL's operations. I believe that with our dedicated team and the Group's global capabilities, we will continue to expand the services we offer to our customers and provide advanced and competitive logistics solutions in a dynamic and challenging market."

Udi Sharon's appointment as CEO of Challenge Airlines IL represents another significant step in the Group's investment in developing advanced supply chains tailored to the local market, and in strengthening the connection between the Group's activities in Israel and its global projects worldwide. 🇮🇱



Nathalie Altwegg

SITA appoints Nathalie Altwegg to spearhead growth for the company's world-leading Airports Business

Geneva: SITA, the global leader in air transport technology, has announced the appointment of Nathalie Altwegg as Senior Vice President of SITA's Airports business unit.

Altwegg will spearhead SITA's further growth in the airports market, building on the company's presence in more than 1,000 airports globally, as well as its drive to reinvent and digitalize

operations and journeys across the world through cutting edge technology and innovation.

Altwegg comes to her new role after serving as Chief Operating Officer for SITA Europe for two years, bringing extensive management experience in strategy, commercial, people, and portfolio.

With over two decades of experience in the air transport industry, Altwegg has gained deep understanding of the airports business, along with expertise in the areas of M&A, IT outsourcing, and business development of all sizes, including large and complex business opportunities.

"We're world leaders in the airport market, focusing on the future of our thousands of airport, airline and ground handler customers across the world. We're bringing great changes as we reinvent journeys and processes to deliver the ultimate travel experience with the most advanced, efficient and sustainable technologies. Our Airports business is a jewel in the industry and I can't wait to steer it into the future," said Altwegg.

David Lavorel, CEO SITA, said: "It's wonderful to be welcoming Nathalie to the executive team as a hugely experienced SITA expert with great insights into how to take our Airports business forward. Her knowledge and leadership will be of great value to our airport customers of all sizes right across the world." 🇨🇭

AVIATION FUTURE WEEK 2024



DUBAI HELISHOW 2024





UPCOMING EVENTS



Global Freight Summit 18-20 November 2024

Hosted by DP World, Global Freight Summit brings together international freight forwarding, trade alliances and supply chain communities to offer unparalleled networking opportunities, interactive sessions, fireside discussions and keynote speeches from some of the brightest minds in the industry.

This year's event, the third edition, will focus on actionable strategies under the theme "Acting on the Opportunities of a Changing World". This will be explored through key topics such as; winning in the race to digitalization, grasping the opportunity of sustainability, remaining agile and building more resilient trade routes and capitalizing on opportunities in a global market.

Dubai Exhibition Center, Expo City, Dubai, UAE

Saudi General Aviation Airshow-Sand & Fun 2024 19-23 November 2024

Now in its sixth edition, this event promises to be the largest aviation gathering in the region, featuring over 100 exhibitors, more than 15 airshow teams, and an expected attendance of more than 100,000 visitors.

Thrilling aerial displays, a diverse range of aircraft, interactive exhibitions, and an exciting concert lineup, all designed to celebrate aviation culture and inspire the next generation of enthusiasts will be showcased at the event. Families and kids are set to enjoy a variety of entertainment and food options, including exhibitions and musical shows that cater to all ages.

HRH Prince Sultan Bin Salman Bin Abdulaziz, Founder & Chairman of the Saudi Aviation Club, described the event as not just an airshow but "a celebration of aviation innovation and a testament to the spirit of flight that lives in the heart of the Kingdom. We are proud to host this event, which not only showcases the best in aviation but also inspires future generations to reach for the skies. We cannot fail to extend our highest thanks to our leadership, for their continuous support for the sector and for youth in all fields."

Al-Thumamah Airport, Riyadh, KSA

Air Cargo Forum 2024 11-14 November 2024

The nonprofit group The International Air Cargo Association (TIACA) will once again host the Air Cargo Forum which brings together industry leaders to tackle issues and trends affecting the sector.

People from a wide range of services and solutions from the entire industry are expected to participate at this event: Airlines & Airports; Road, Rail, Sea and Air Logistics Services; Freight Forwarders; Logistics Providers; Cargo Handling Companies; Supply Chain Management Companies; IT Solution Providers

Equipment, and; Control and Security Systems and Solutions. Connect with your industry, and unlock new opportunities for growth.

Miami Beach Convention Center

The MEBAA Show 2024 10-12 December 2024

MEBAA Show is the region's leading business aviation event and your gateway to endless opportunities in the Middle East and beyond. 93% of the event's exhibitors rate the MEBAA Show as important for their business.

MEBAA Show 2024 introduces unique set of new and exciting features, designed to facilitate premium networking opportunities and cultivate valuable connections, unlike anything seen before.

Engage in three days of cutting-edge content, featuring a stellar line-up of global and regional industry experts. Dive into the latest aviation trends, sustainability breakthroughs, and emerging markets.


DWC, Dubai Airshow Site

Logimotion 10-11 December 2024

Logimotion promises to be the ultimate gathering for thought leaders, innovators, startups, and industry professionals within the global logistics and mobility ecosystem. Network with international companies, experience innovative solutions from hundreds of prominent brands, and discover the latest trends shaping our interconnected world.

Over the two-day event, attendees will have the opportunity to engage with over 125 influential speakers at their Mainstage Conferences - The Global Trade & Infrastructure Summit, SCALEX, and the TransMobility Forum, shaping the next chapter in supply chain, transportation, warehousing and material handling.

Dubai World Trade Center



When you're on
THE lookout for
a versatile air
cargo expert,
the best
NAME to remember
IS one that rises
to every
CHALLENGE!

Whatever you see in the world is

FROM İSTANBUL

Nairobi ✈ İstanbul ✈ Tokyo

More than 2 million tons of cargo is transported to the world from SMARTIST annually with Turkish Cargo, the air cargo brand that flies to the most destinations in the world.



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SMARTIST**