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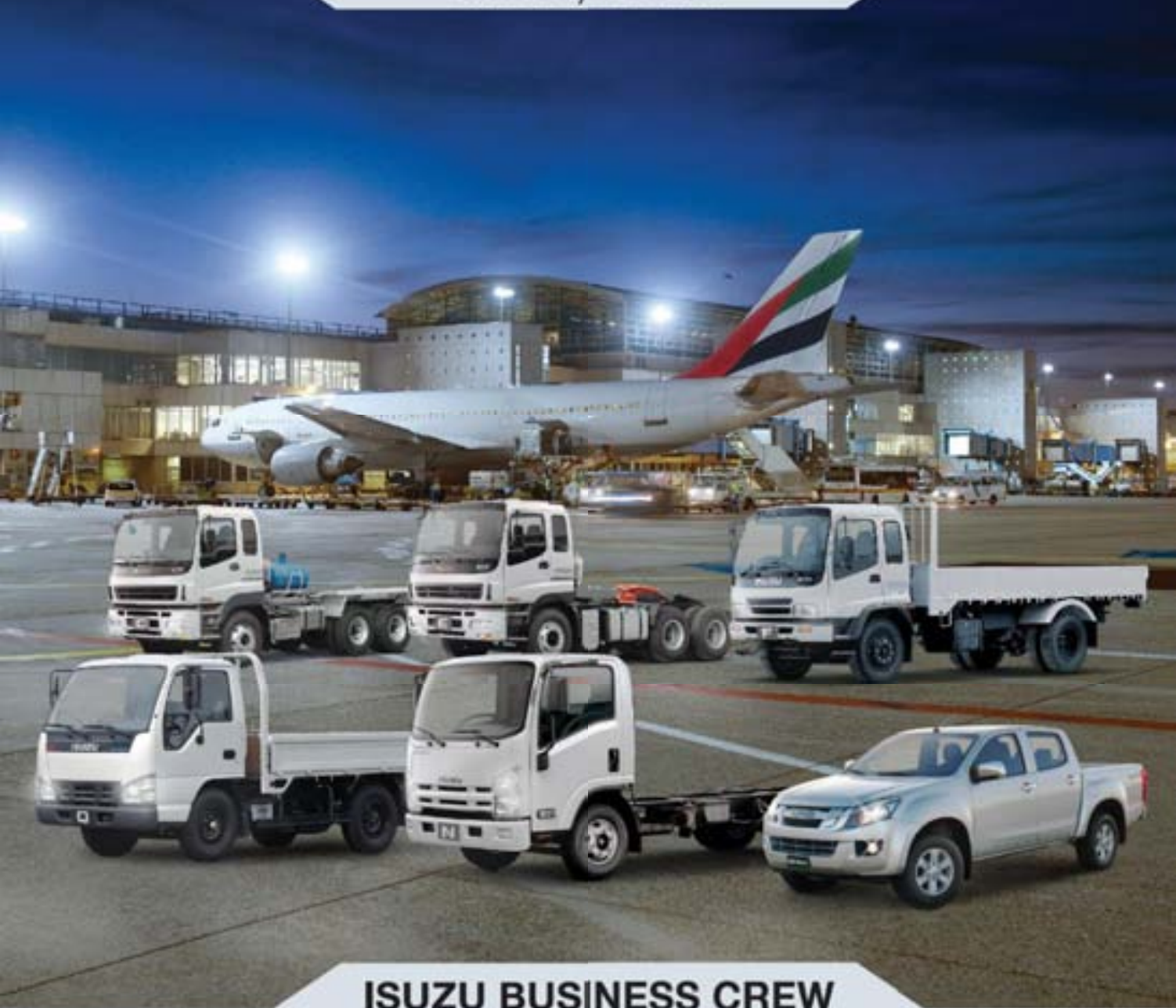
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## Qatar Airways starts flights to DWC and Sharjah



Qatar Airways recently launched two new regional routes, thereby growing its strong connections within the Middle East. The new routes, to Sharjah and Dubai World Central Al Maktoum International Airport (DWC), will both operate daily from the airline's hub in Doha and add to the existing Qatar Airways network of flights to Dubai (DXB) and Abu Dhabi, doubling the total number of destinations within the United Arab Emirates (UAE) from two to four.

The new UAE routes will both be operated by Airbus A320 aircraft and customers from around the world will benefit from the increased accessibility to the region as well as convenient connection times across the airline's

expanding global network. There will be three flights daily to Sharjah, with two flights per day to DWC.

Qatar Airways Chief Executive Officer, Akbar Al Baker, commented: "Over the years, we have focused upon the expansion of our route network, and today's launches to Sharjah and DWC demonstrate our commitment to the United Arab Emirates."

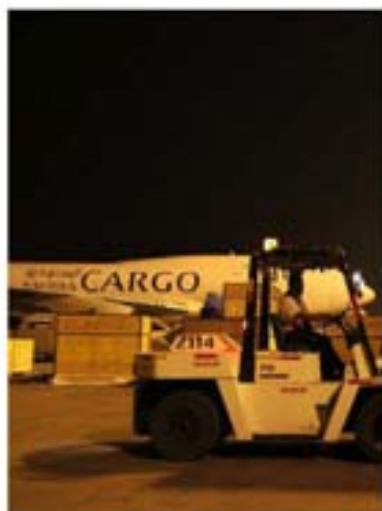
H.E. Sheikh Khalid Bin Essam Al Qassimi, Chairman of Department of Civil Aviation-Sharjah, said: "We would like to thank Qatar Airways for their choice to use Sharjah International Airport as a new destination within its international network. This will add

value to the travelers using the airport to reach their destinations in Europe, Asia and America. In addition, it will enhance the trade and transportation services between Sharjah and Doha."

Chairman of Sharjah Airport Authority, H.E. Ali Salim Al Midfa, said: "The launch of daily flights to Sharjah International Airport reflects the confidence of the international airlines in services and facilities provided by the airport. Today we are delighted to receive the inaugural flight of Qatar Airways, the international carrier with an excellent reputation, which will connect both Sharjah and Doha".

Qatar Airways has seen rapid growth in just 17 years of operations, currently flying a modern fleet of 129 aircraft to 136 key business and leisure destinations across Europe, the Middle East, Africa, Asia Pacific and The Americas. Over the next few weeks and months, the network will grow further with Larnaca, Cyprus (April 29, 2014), Philadelphia, USA (April 2, 2014), Sabiha Gökçen Airport, Turkey (May 22, 2014), Edinburgh, Scotland (May 28, 2014), Miami, USA (June 10, 2014) and Dallas/Fort Worth, USA (July 1, 2014).

## Saudia Cargo transports wild animals to Riyadh Zoo



Saudi Airlines Cargo has successfully moved a large number of wild animals from Johannesburg (South Africa) to Riyadh (Saudi Arabia). The operation, undertaken on behalf of Riyadh Zoological Garden, follows weeks of meticulous planning and coordination due to the special nature of the shipment.

The scale of the project was such that close cooperation between all parties was necessary in order to ensure that the logistical side of the undertaking was carried out according to plan. This included obtaining the required

documentation and approvals from the various authorities for the transport of such a large quantity of live cargo to the Kingdom.

Using one of the airline's B747 aircraft to carry the 16 pallets comprising 141 animals which included Giraffe, Kudu, Hartbeest, Gemsbok, Impala, Springbok, Blesbok and Duikers, the animals were safely delivered to Riyadh. The Riyadh Zoo management team was highly impressed with the efficiency and assistance that it received from the airline's ground staff in processing the shipment.



## British Airways launches new aircraft and flights from Jeddah



British Airways bolstered its commitment to Saudi Arabia with the introduction of a Boeing 777-200 on its Jeddah route. The aircraft recently touched down at King Abdulaziz International Airport. Jeddah customers will also benefit from an increased flight schedule with daily flights now available to British Airways' home at London Heathrow's Terminal 5.

The announcement is part of British Airways' investment in Saudi Arabia and the wider Middle East region. Keith Williams, Executive Chairman of British Airways said, "British Airways has been serving Saudi Arabia since 1965 and it continues to be a very important country for our airline. We now operate daily flights from Jeddah as we have thousands of passengers in Saudi Arabia who choose to fly with British Airways to London Heathrow, North America and beyond. We believe there is huge potential to grow our offering further.

The new, redesigned British Airways First cabin which has been rolled out across the majority of the fleet at a cost of over 100m GBP, will now be available to and from Jeddah. Passengers in the First Class cabin suites will enjoy a 60 per cent wider seat along with increased privacy and a personal wardrobe. In Club World, the fully 1st-bed seats are designed so customers can work or relax with power ports and the latest on demand entertainment.

Following the launch of the new aircraft, British Airways now offers daily flights from both Jeddah and Riyadh into London Heathrow. Across the GCC, the airline operates a total of 63 flights each week from eight cities in six countries. British Airways has increased the number of flights from the Middle East to London Heathrow by 40 per cent in the last five years due to a continued high demand from customers in the region.

## THAI Cargo announces policy on EU cargo regulations



THAI Cargo is taking serious action on security-related EU regulations concerning air cargo and mail carried from third countries to EU states. THAI was appointed ACC3 on 31 January 2012 for Bangkok port. On 1 July 2014, THAI applied to be ACC3 for two additional cities, New Delhi and Madras, in order to increase its capability to meet increasing demand for shipments to countries in the European Union in the aircraft belly and on freighter flights. Action was taken in accordance with the EU's ACC3 security rules for incoming cargo and mail from third countries.

As a Warehouse Operator, THAI Cargo was appointed as a regulated agent (RA) on worldwide security by the ICAO and renewed its license in 2013, with a certification validity of five years. Therefore, THAI Cargo is to guarantee an entirely secured process as an air carrier and warehouse operator for all shipments to EU states and on all flights across the THAI network.

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## GLOBAL NEWS

## Emirates SkyCargo gets ready for DWC move



Emirates SkyCargo is on track for its move to DWC on 1 May

Emirates SkyCargo is on track for its move to Dubai World Central (DWC) with the first phase of the building being finished. Starting 1 May, all 12 freighters will operate from the new cargo terminal. The cross docks and perishables areas have been fully completed and mark a critical milestone in the start of operations. The cargo handling system and interiors are due to be finalized shortly and are also well on schedule.

With the conclusion of the first construction phase Emirates SkyCargo is currently starting to test facilities and trucking operations between DWC and Dubai International Airport. Initially operations will start with 250 staff, which will be increased to 500 staff upon full operation of the entire terminal.

"The move of our freighter operations to DWC provides us with the opportunity to have a dedicated facility for our freighters with the required infrastructure, space and the opportunity to further expand and meet our customers' needs. The new terminal and facilities is a key part of our growth plans. With almost two million tonnes of cargo being processed per year at Dubai International Airport, the new facility enables us to increase our capacity addressing SkyCargo's long term requirements," said Dave

Gould Senior Vice President Cargo Operations World-Wide.

"During all these expansive changes, the customer remains at the core of our activities. We are committed to providing a smooth and seamless service. The freighters will be handled exclusively from DWC while passenger fleet belly cargo operations will continue to operate from Dubai International Airport with the service quality remaining at its well-known high standard," Gould continued.

Upon full completion, the terminal will be equipped to handle 700,000 tonnes per year, with the potential for further expansion to reach 1 million tonnes. The new Emirates SkyCargo terminal will feature state-of-the-art technology, including a fully automated material handling system which is one of the world's first to have an automated Quick Dolly Transfer System that enables quick transfer of 6 ULDs simultaneously. In addition, an automated pallet handling system, advanced storage system, offices, workstation areas, modern communication and security systems, canteens, and other amenities will be installed. The terminal infrastructure also includes 46 truck docks and 80 truck parking spaces, in addition to 12 aircraft stands directly in front of the terminal.

## SaudiGulf orders four Airbus A320ceo aircraft

SaudiGulf, a new Saudi Arabian airline wholly owned by Abdel Hadi Abdullah Al Qahtani & Sons Co. has signed a firm contract with Airbus for four A320ceo, to be delivered early 2015. The aircraft is equipped with Airbus "Sharklet" fuel saving wing tip devices. As one of the two airlines to obtain carrier licenses to operate domestic and international flights from Saudi airports, the airline will contribute to increase the Kingdom's air transport links with the region and the rest of the world. SaudiGulf plans to launch its operations out of Dammam, in the first quarter of 2015 before expanding to Riyadh and Jeddah.

"It is an incredibly exciting time for us, as we work to launch SaudiGulf next year," said Tariq Abdel Hadi Abdullah Al Qahtani, Chairman of Abdel Hadi Abdullah Al Qahtani & Sons Co. "The A320 is an ideal choice as it provides us with the perfect mix of performance, reliability, flexibility and great economics whilst offering a very high level of passenger comfort"

"The A320 is a market leader and will contribute positioning SaudiGulf as a premium service airline as soon as it begins its operations," said John Leahy, Airbus Chief Operating Officer, Customers. "It is used in a full range of services from very short-haul airline routes to intercontinental segments, providing a new airline with a great deal of flexibility. We are thrilled to see a new airline starting its business today and we feel privileged to be part of this journey."





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## GLOBAL NEWS

## Havaş provides ground handling services to Air France and KLM



Nurzat Erkai, GM, Havaş

Air France – KLM Group recently preferred Havaş at the Istanbul Atatürk Airport. Havaş now begins to provide ground handling services to Air France, France's national airline and KLM, the flag carrier airline of the Netherlands.

Havaş, Turkey's leading ground handling services company, provides ground handling services to more than 200 airlines at 23 airports in Turkey and 7 airports in Europe. Havaş is aiming at increasing its operations by 17 per cent compared to 2013.

Nurzat Erkai, General Manager of Havaş, said: "As Havaş, we are very happy to make an agreement with Air France – KLM Group for the operations at the Atatürk Airport; the Group is at a very significant position in the global aviation sector with close to 223 million passengers last year. For these operations, we will provide services for about 3,600 more flights per year at the Atatürk Airport. As Havaş Europe, we have been providing our services to Air France and KLM in Frankfurt, Munich, Berlin Tegel, Hamburg, Stuttgart and Düsseldorf Airports in Germany since 2012. We have added these services to our portfolio in Turkey with this cooperation. We are continuing to grow with our domestic and international investments."

KLM Airline has two arrival and two departure flights at the Istanbul Atatürk Airport every day of the week. Air France carries three arrivals and three departures at Atatürk Airport every day of the week. By the summer season, Air France is expected to increase its daily flights to four arrivals and four departures.

## LeasePlan reports 35 pc increase in profits in 2013

LeasePlan Corporation N.V., the world's leading fleet management and driver mobility company, published its annual results for 2013. In its 50th year of existence, LeasePlan managed to deliver results whilst further deploying its strategy of selective geographic growth. Net profit increased by 35 per cent to EUR 326 million, compared to EUR 241 million in 2012. The company had a healthy capital and liquidity position, year-end liquidity buffer of EUR 4.7 billion; Core Tier 1 ratio of 16.9 per cent, compared to 15.6 per cent at year-end 2012. Total number of vehicles under management was 1.37 million, (1.35 million at year-end 2012).

Furthermore, acquisitions in Austria and Italy allowed for expansion into small and medium enterprise market together with the start-ups in Russia and Canada.

Vahid Daemi, CEC said, "The results LeasePlan announced demonstrate the underlying strength of the group and the benefits of the geographical diversity of the business. While LeasePlan ended its 50th year positive about its strong level of performance, the company is fully committed to pushing forward with the actions it has taken in recent years to achieve further sustainable and profitable growth."

## Alitalia Group extends contract with Jettainer



The Italian airline Alitalia has extended its contract with Jettainer. The world's leading provider for outsourced ULD-services will continue to be responsible for the worldwide governance and maintenance of the airline's ULD fleet. In addition, Jettainer is now introducing eco-friendly light weight containers for Alitalia.

As part of the renewal of Alitalia's ULD fleet, overall 650 type AKE units will be converted to the light weight standard by the end of 2014. The use of new technology is able to reduce each of the containers' weight by 20 percent, from 82 kilograms to a maximum of 66 kilograms. This results in a weight reduction of at least 16 kilograms per unit, which will lead to a significant cut in fuel consumption and in turn lower carbon dioxide emissions.

"Working with Jettainer has resulted in a prominent increase of productivity for our ULD-management in recent years. We are convinced by the company's high quality service, and look forward to further cooperation," said Gianluigi Lo Giudice, Vice President Ground Operations at Alitalia. "By converting the fleet to the modern light weight containers, we will increase the efficiency even further in the next five years as well as decrease the airline's costs," added Alexander Pluemacher, Managing Director of Jettainer GmbH.



## Singapore's first ATM research institute takes shape



Singapore's first Air Traffic Management Research Institute (ATMRI) is taking shape. Jointly established by the Civil Aviation Authority of Singapore (CAAS) and Nanyang Technological University (NTU), the ATMRI conducts research and development (R&D) to develop or adapt solutions to enhance air traffic management (ATM) in Singapore and the Asia-Pacific region.

To provide strategic directions and steer the R&D efforts of the ATMRI, the ATMRI Governing Council has been established. Co-chaired by the Director-General of CAAS and the Provost of NTU, the

Governing Council consists of Members by invitation. The Members come from various organizations with strong interests and involved in ATM operations and development in Singapore, the region and globally. The Members themselves have extensive knowledge, expertise and experience with respect to ATM. Dr Hsin Chen Chung was appointed as the first Director of the ATMRI in October 2013. He reports directly to the Governing Council and leads the Institute's Management team.

Mr McLean said, "Today, the Asia-Pacific region is the world's largest market for air transport, ahead of Europe and the US. The region is expected to continue growing, accounting for 37% of global traffic by 2017 as compared to 33 per cent in 2012. It is critical that the aviation infrastructure, including air traffic management, is able to accommodate the anticipated traffic growth. As we embark

on the second century of commercial aviation, the work of ATMRI will help shape innovative solutions that facilitate safe and efficient aircraft operations. We look forward to sharing the global airline industry's perspective and experience from around the world in this collaborative initiative by CAAS and NTU."

In addition to R&D projects launched, the ATMRI will be holding a seminar on "Perspectives on Seamless Air Traffic Management" at NTU on 25 March 2014. Bringing together experts from the ATM field, the seminar will discuss the vision of achieving seamless ATM in the Asia-Pacific region. Speakers from various organizations including the International Civil Aviation Organization (ICAO), the US Federal Aviation Administration (FAA), EUROCONTROL, The MITRE Corporation, Thales and German Aerospace Centre (DLR) will share their perspectives and insights.

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## GLOBAL NEWS

## GCAA set to join European Community for safety of foreign airlines



A team of international auditors from the European Aviation Safety Agency (EASA) recently visited the General Civil Aviation Authority (GCAA) to assess and monitor the ability of the GCAA to discharge its safety oversight responsibilities over foreign airlines as set in the European Commission regulations and standards. This visit comes after the signature of the working arrangement between the two organizations in June 2013, which witnessed the UAE's accession to the European Commission's (EC) safety program.

H.E. Saif Mohammed Al Suwaidi, Director General, GCAA, met with the lead auditor of the European team, Mr. Ernst, who provided a brief summary of the objectives of this visit. He explained that it is to ensure the commitment and application of the GCAA to the European agency's regulations within the state.

Al Suwaidi also said the accession of the GCAA to the European program will help to reduce foreign airlines violation of safety standards in the UAE. In addition, it will allow the GCAA to

promptly inform the European agency and the Member States about such airlines violations.

Ismail Mohammed Al Balooshi, Assistant Director-General, Aviation Safety Affairs, explained the steps taken by the GCAA to ensure the effectiveness of the authority's commitment to the terms of the European agency. He described how the GCAA formed a research group to study European legislation and its provisions and then developed an action plan to implement them. Furthermore, the GCAA has provided training courses for the inspectors to apprise them on the new standards, regulations and European legislation.

The visit lasted a total of five days, during which there was a field tour of the airports to monitor the efficiency of the authority's inspectors and their application of European standards. At the closure meeting, the audit team expressed admiration for the level of the European safety standards applied and effort made towards the development of the Safety program in complying with the regulations and standards of the European agency.

## Air freight markets continue recovery

The International Air Transport Association (IATA) released data for global air freight markets in February showing a 2.9 per cent increase in demand compared to February 2013. The first two months of 2014 have seen an overall 3.6 per cent improvement in demand over the previous year. This continues the strengthening in cargo markets which began in the second half of 2013.

"Cargo has had a positive start to the year. There is good cause for measured optimism for the cargo industry's prospects in 2014. The 3.6 per cent growth in demand recorded over the first two months of this year is a significant step up from the 1.4% growth in demand over the whole of 2013," said Tony Tyler, IATA's Director General and CEO.

"There are, however, some serious trends which are not in the industry's favor. Companies continue to 'on-shore' their manufacturing supply chains. The world's top 20 economies implemented some 23 per cent more protectionist measures last year than in 2009. These factors are a major part of the reason why we are not seeing trade growth of 5-6 per cent, which we would expect to see at the current level of domestic production. Currently trade and domestic production growth is running at about the same level," said Tyler.

The vast majority of the growth in cargo was realized by airlines in the Middle East and Europe who recorded 11.9 per cent and 5.5 per cent growth respectively compared to the previous February.



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## GCAS hosts first ICAO Trainer Plus meeting



The Gulf Centre for Aviation Studies (GCAS), based in Al Bateen Executive Airport, hosted the first International Civil Aviation Organization (ICAO) Regional TRAINAIR PLUS Course Developers and Instructors Standardization Meetings (CDI/STDs) from 17 to 19 March 2014. The meeting was aimed at instructors, course developers and TRAINAIR PLUS validators from around the region who want to keep pace with changes affecting the aviation training industry.

The CDI/STDs enable participants to enhance their knowledge and implementation of the ICAO TRAINAIR PLUS course development methodology, which is based on ICAO

Doc 9941 - Training Development Guide, Competency-based Training Methodology, as well as any other Instructional Systems Design (ISD) methodologies they may be using. The TRAINAIR PLUS Programme's goal is to improve the safety and efficiency of air transport through the establishment, maintenance and monitoring of high standards in training and competency of aviation personnel on a world-wide basis and in a cost-effective manner.

Capt. Mostafa Hourmady, ICAO Global Aviation Training Manager said, "This first ICAO training standardization meeting, graciously hosted by GCAS, was geared toward training professionals from the Middle East,

Africa and Europe regions to keep pace with training standards and best practices, in addition to the evolution of technology. The meeting also allowed the aviation training community to identify challenges and potential solutions for their training functions related to the development and delivery of training courses."

Backed by leading global aviation training organizations, GCAS designs, develops and delivers the best possible training solutions to meet the needs of the industry in the Middle East. GCAS is one of the few aviation training centers in the world located in an operational airport, providing training with a unique on-the-job learning experience.

## UK forwarders welcome US plans for single customs window

The trade association that represents the UK freight forwarding and logistics industry has welcomed plans revealed in the USA that are aimed at streamlining export and import processes for the country's businesses that trade internationally.

The British International Freight Association (BIFA) said that it welcomes the Executive Order signed by President Obama last week, as it does with any initiative that appears to be aimed at promoting global trade and greater

efficiencies within supply chains. Specifically, the Executive Order is aimed at completing the International Trade Data System (ITDS) by December 2016, which is designed to reduce export and import processing and approval times from days to minutes for small businesses.

Today, as in many countries worldwide, businesses must submit information to dozens of government agencies, often on paper forms, sometimes waiting on

them to be processed for days, before goods can move across the border.

BIFA understands that the ITDS is designed to allow businesses to transmit electronically, through a "single-window," the data required by the US Government to import or export cargo, speed up the shipment of American-made goods overseas, eliminate often duplicative and burdensome paperwork, and make the administration of international trade more efficient.





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## GLOBAL NEWS

## Safi Airways names new Director Commercial



Safi Airways recently appointed John Brayford as the new Director Commercial. Mr. Brayford has over 25 years of experience in the commercial

aviation industry and has worked in strategic management positions for British Airways, flybe, Qatar Airways, Ark Air and in addition was the CEO of RAK Airways. His expertise and aviation knowledge will be a valuable asset and will be paramount in carrying Safi to new heights in the aviation industry.

Mr. Brayford is optimistic about the future prospects of Safi Airways and one of the key areas of focus for will be the training and development of Safi's Afghan staff to take on commercial leadership and management roles in the future. Mr. Brayford has a wealth of experience in coaching and leadership training.

## CHEP Aerospace Solutions acquires Airworld



CHEP Aerospace Solutions announced the acquisition of Airworld Services and Airworld Containers, a specialist unit load device (ULD) maintenance and repair organization (MRO) with facilities at London Heathrow, London Gatwick, Manchester and East Midlands airports, increasing the number of CHEP-owned MRO facilities to 29 stations worldwide.

Airworld's stations are EASA Part 145 certified and will be integrated into the global CHEP Aerospace Solutions MRO network connected through CHEP's proprietary web-based global repair management system ACTIS.

Airworld former owner, Gwyn Powell, said: "CHEP Aerospace Solutions' ownership is a natural evolution of the Airworld business and we are very pleased to have found in CHEP a strategic owner who will provide continuity for Airworld staff and

customers. The acquisition will bring considerable additional opportunities of growth, provide financial security and ensure access to CHEP's expertise, technologies and corporate values for the benefit of our staff, customers and suppliers. The Airworld team looks forward to working with its new owner and to the integration into CHEP Aerospace Solutions."

CHEP Aerospace Solutions President, Dr. Ludwig Bertsch, said: "The acquisition of Airworld is a further important step towards building a global Aerospace business. Airworld has an exceptional reputation in the industry and we were able to experience its high quality standards while the company performed repair services to CHEP Aerospace Solutions during 11 years as a sub-contracted ULD repair partner. We look forward to welcoming the Airworld team to the CHEP business and are confident that it will play an important part in our continued growth and success."

Airworld employs 86 staff and serves global airlines and service providers including British Airways and DHL.



## OCEASOFT announces Emerald for cold-chain monitoring



OCEASOFT, a leading designer and developer of temperature and environmental parameter monitoring solutions in the cold-chain, life science, and food safety fields, announced the release of OCEASOFT Emerald™, a wireless temperature tracker that connects to a smartphone via Bluetooth.

Slightly larger than a wristwatch, OCEASOFT Emerald monitors temperature-sensitive goods during transit and in storage. Emerald stores up to 4,000 temperature readings and does not require any dedicated computer equipment or complex installations. OCEASOFT's

free EmeraldView™ application for smartphone connects wirelessly via Bluetooth to program Emerald devices, view data, and optionally upload the information – including geolocation information provided by the smartphone – to the Cloud, where authorized parties can check the latest status in just a few seconds.

Laurent Rousseau, president of Oceasoft, said: "Emerald solves a long-standing temperature monitoring challenge for the cold-chain industry. With temperature-sensitive goods transported by many different means, notably in trucks, airplanes, and refrigerated containers of all kinds, it is difficult to track temperature conditions and have access to the information during transit. Emerald leverages today's widespread use of smartphones to read temperature data and push it to the Cloud. This provides a point-by-point tracking solution similar to those offered by national and international shipping services, without any heavy infrastructure or dedicated equipment."

## Maulflex conduit system ideal for harsh environments in aerospace



TE Connectivity (TE) presented the Maulflex conduit system, a light-weight, flexible and customizable shielded electrical conduit system for rugged environments within the aerospace industry, designed specifically to be used in ground support test equipment cables. The conduit system protects integrated

harnessing systems while allowing re-entry and repair. "The need to save fuel and space is driving many electronic designs in aviation and other modes of transportation to be lighter, tougher and to endure extreme temperatures," said John Kuster, Product Manager – Harness Components, Global Aerospace, Defense & Marine, TE Connectivity. "Conduit systems offering versatility of construction, robust performance and light-weight designs are becoming increasingly popular where heavy cable jackets are being replaced by lighter jacketing options."

The Maulflex conduit system is an integrated harnessing system composed of three layers.

## Konecranes launches new electric chain hoists



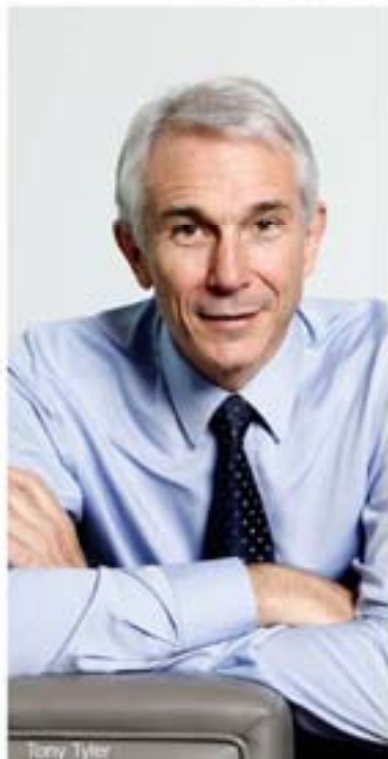
Konecranes is expanding its range of workstation lifting systems with newly developed SLX electric chain hoists. The new models with integrated hoisting inverter support more efficient processes and shorter production cycles – thanks to variable hoisting speed and automatic load recognition. In addition to a greater ease of use, SLX helps to achieve increased productivity and a longer service life. The SLX electric chain hoists can be used in standalone applications, such as assembly cells for the processing industry, as well as in workstation cranes.

With SLX, lifting and lowering are smooth and continuous to handle equipment with care and to maximize the service life of the systems in use. Due to the high hoisting speed, transport processes are also more productive under partial load, which helps to save energy. Konecranes is increasingly using frequency converter technology. The newly developed SLX models are available with lifting capacities up to 2,500 kilograms.

The SLX electric chain hoists come with Extended Speed Range (XSR). XSR technology offers an extended range of hoisting speeds with intelligent automatic load recognition. Compared to traditional electric chain hoists, for example, it maximizes the speeds depending on the safe working load.



## IATA releases 2013 safety performance



Tony Tyler

The International Air Transport Association (IATA) released 2013 commercial aviation safety performance. According to the statistics, there were 210 fatalities from commercial aviation accidents in 2013, reduced from 414 in 2012. The 2013 global Western-built jet accident rate (measured in hull losses per million flights of Western-built jets) was 0.41, the equivalent of one accident for every 2.4 million

flights. This was a step back from 2012 when the global Western-built jet accident rate stood at 0.21 - the lowest in aviation history. Looked at over the five-year period (2009-2013), 2013 shows a 14.6 per cent improvement on the five-year average of 0.48.

"Safety is our highest priority. The aviation industry is united in its commitment to insure continuous safety improvement. Importantly, that commitment has made flying ever safer. Accidents, however rare, do happen. We release this data as the world continues to focus on the search effort for MH370. The airline industry, its stakeholders and regulators are in the beginning of the journey to unravel this mystery, understand the cause and find ways to ensure that it never happens again," said Tony Tyler, IATA Director General and CEO.

### 2013 Safety by the numbers:

- More than 3 billion people flew safely on 36.4 million flights (29.5 million by jet, 6.9 million by turboprop)
- 81 accidents (all aircraft types, Eastern and Western built), up from 75 in 2012, but below the five-year average of 86 per year
- 16 fatal accidents (all aircraft types) versus 15 in 2012 and the five-year average of 19

- 20% of all accidents were fatal, unchanged from 2012 and below the five-year average of 22%

- 12 hull loss accidents involving Western-built jets compared to six in 2012 and the five-year average of 13

- Six fatal hull loss accidents involving Western-built jets, raised from three in 2012, unchanged from the five-year average

- 210 fatalities compared to 414 in 2012 and the five-year average of 517

Regional performance

- The following regions outperformed the global Western-built jet hull loss rate of 0.41: Europe (0.15), North America (0.32), and North Asia (0.00).

- The following regions saw safety performance decline in 2013 compared to 2012: Asia-Pacific (from 0.50 to 0.70), Commonwealth of Independent States (CIS) (from 0.00 to 2.09); Middle East-North Africa (from 0.00 to 0.68); North America (from 0.00 to 0.32).

- The following regions saw safety performance improve in 2013 relative to the region's five-year average: Africa (2.03 versus 6.44); Europe (0.15 versus 0.25); Latin America and the Caribbean (0.44 versus 0.86); Middle East-North Africa (0.68 versus 1.51) and North Asia (0.00 versus 0.07).

- CIS had the worst performance (2.09) after having had no Western-built jet hull losses in 2012.

## Cargo crimes rise 66 per cent in a year, TAPA EMEA warns

The Transported Asset Protection Association (TAPA) is calling for greater collaboration with law enforcement agencies in Europe to combat mounting cargo crime after its 2013 annual report revealed a 66 per cent increase in incidents recorded by the Association and average losses per crime of €235,000.

TAPA EMEA's Incident Information Service (IIS) captured data on 1,145 separate crimes against high value,

high risk goods moving in supply chains across the Europe, Middle East and Africa region in 2013, with the vast majority of thefts taking place in Europe.

In 2013, 165 'Major' crimes with a loss value in excess of €100,000 were recorded by TAPA EMEA. This is based on information provided by the Association's members, data from law enforcement agencies in the EMEA region and media reports.

"We know that manufacturers and logistics service providers that adopt TAPA's security standards as part of their supply chain security programs are three times less likely to suffer cargo crime. Nonetheless, the trend is clear; cargo crime is increasing, supply chains are being targeted by organized criminal gangs, and attacks are becoming more sophisticated and violent," said Thorsten Neumann, Chairman of TAPA EMEA.



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*"The least we can do during this period is to stay firm, focused and honest to our clients and partners. I believe this is the most added value feature we should provide in such a difficult environment."*

**Salokhidin Safarov**  
CEO UKAS FZC

# critical

## st care



*Securing its place amongst the leading cargo carriers in the region and major charter operators inside Afghanistan, UKAS FZC operates a fleet of AN-12s and IL76s and focuses on the airport-to-airport business serving over 15 destinations in Afghanistan and all major airports in the Middle East*

With a simple internet search for 'charter services in the UAE' one can probably find hundreds of companies to choose from for reaching remote destinations, carrying heavy and oversize cargo as well as humanitarian relief & cargo and even wet leasing. However, reaching the right company equipped with necessary expertise and experience to handle such complex missions may not always be possible.

Despite being a relatively young company, UKAS FZC has been able to carve a niche in the already-crowded market and completed many sophisticated missions. Established in August 2007 with a license to operate charter flights from and to Sharjah Airport in the United Arab Emirates, UKAS FZC quickly expanded its flight operations ex-Dubai and Abu Dhabi Airports within the same year and performed urgent relief and commercial flights to Kuwait, Iraq and Afghanistan. During the first year of operation, UKAS FZC operated two leased airplanes (both IL76TD) from Atlant-Soyuz Airline, owned by the government of Moscow and has successfully performed over 100 missions to various parts of the CIS countries and the Middle East.

Currently, UKAS FZC's headquarters is in Dubai and continues to deliver complete transportation solutions in the Middle East, Afghanistan and Central Asia including domestic and international air charter and consolidation services. Its qualified and dedicated team ensures that critical airlift requirements are met with utmost professionalism and integrity.

As part of its expansion process, UKAS has established several overseas offices around the world:

- In 2010, UKAS FZC opened additional office in Bishkek to support ongoing requirements in the region, connecting China and Central Asian routes.
- In 2011, the company has incorporated UKAS Group in London, UK to attract more clients and contracts from the lucrative EU market.
- In 2013, UKAS USA LLC has been formed as part of UKAS FZC to help grow its US client base and build 24/7 communication services around the globe.

Today, UKAS Group ranks among the leading cargo carriers in Middle East and major charter operator inside Afghanistan



## COVER STORY



with a fleet of AN-12s and IL76s. In the 2010 financial year, the airline transported more than 10,000 tons of general, outsize, rolling stock and perishable freight and mainly focused on the airport-to-airport business serving more than 15 destinations in Afghanistan and all major airports in the Middle East. Some other facts of operation up to 2013 include:

- Over 4 leased aircraft operation at the same time
- More than 4,000 flights up until now
- Average of 1,300,000 RTKs (revenue ton kilometers) per year
- Highest revenue of \$65,000,000 per annum at peak seasons

#### Wide body utilization

Aside from operating its own freighter aircraft, UKAS FZC utilizes wide body aircraft capacities such as 747F and AN-124-100s throughout the region and all over the world to ensure product delivery to desired destination regardless of its size and weight. Starting from early 2011, the company also uses available road-feeder service network in Central Asia and Afghanistan to perform door-to-door solutions.

The company's short term goal is to become the preferred 'Cargo Carrier & Freight Forwarding Company' which offers complete airlift and delivery solutions in Afghanistan and Central Asia equipped with innovative & tailored air transport methods based on several core strengths such as complete transparency and professionalism; flexibility and creativity; consistency & efficiency; and 24-hour dedicated customer service.

#### UKAS FZC's current client base includes:

- American President Lines part of NOL Group – Multi modal transportation air cargo contract;
- DB Schenker – Air cargo and delivery service in the Middle East and Africa;
- Chapman Freeborn – Partner air charter operator to difficult-to-reach areas and relief cargo;
- Supreme Group – Food service distribution in Afghanistan with small size aircraft and trucks;
- ExpoLanka, Part of Fedex Middle East – part charter and consolidation services;
- National Air Cargo – Part and ad hoc operation cooperation in the Middle East for wide body aircraft.

#### Interview with the CEO

Air Cargo Update caught with Salokhidin Safarov, CEO UKAS FZC to find out more about the company's unique offerings in a competitive sector. Our first question was on the value added services UKAS FZC offers in a challenging business environment: "There are many things we can say, but most of it would be same as anyone provides. Currently, we observe a situation where everyone is "hungry" for cargo and some "intriguing" games are played in order attract volumes. But at the end, client can or may get hurt or lose credibility with the end payer. The least we can do during this period is to stay firm, focused and honest to our clients and partners. I believe this is the most added value feature we should provide in such a difficult environment."





*Aside from operating its own freighter aircraft, UKAS FZC utilizes wide body aircraft capacities such as 747F and AN-124-100s throughout the region and all over the world. Starting from early 2011, UKAS FZC also uses available road-feeder service network in Central Asia and Afghanistan to perform door-to-door solutions.*

Considering the presence of many global logistics companies in the UAE, any potential client is actually 'spoilt' for choice and would look for the one with a competitive edge. And to stay afloat, any company needs to offer some advantages over its competitors. Mr. Safarov believes there is no such list per se, but every client they serve is respected and cared for at individual level. They make sure that they see how the company values every piece of business given to them. Apart from that, they pay very close attention to communication level keeping all involved parties up to date providing information even before they ask.

"Moreover, products we offer are unique in every situation and we strive to provide more convenience to our clients, even they would not expect. They can be small things, but they really make a difference," he added.

#### **Continuous capacity increase**

When asked if they focus on any specific sectors in the UAE or the GCC, the CEO remarked, "I must say that there is plenty of capacity and it is increasing every week. Since we specialize in project cargo and outsize freight, it is difficult to focus on the GCC only. Even if we did, we would not be able to compete. But



## COVER STORY



there are missions that require special care and long planning for movements from the GCC or out. For instance, large exhibitions attract various commodities and goods may come from any part of the world. Our services come handy for such requirements with advance planning and security, which clients are looking for."

Being directly involved in the industry, we also wanted to know how the CEO compares the UAE and the GCC with Europe in terms of embracing new technologies, investments and customer services esp. in logistics sector. "There is still a lot to learn and share from the EU technologies, ideas and developments. But the UAE has done an excellent job in attracting the best available. More importantly, there is a positive mood and desire to make things happen and that is actually the determining factor in achieving many goals. That mindset and vision has helped overcome many technological challenges, but the right pace is set to the right course, unlike in many parts of the world."

**Vast opportunities for many**

On the outlook of the logistics, supply chain and transportation industries in the UAE and the GCC, Mr Safarov offered a fresh perspective: "One who lives, but travels frequently outside of the UAE gets the impression that the UAE is the largest logistics hub. I think it is a true statement, but with short of a decade to add. With cosmic amounts of investments and developments poured in the country, it is

inevitable that the goal is clear. Infrastructure which is already in place doing its job, but with more conveniences added to the global market challenges, logistics and transportation industries in the UAE will become a key player with vast opportunities for many."

When asked about the changing role of different modes of transportation in moving goods across the globe as air cargo hasn't been able to fully recover 'yet' with growth being either minimal or negative, Mr. Safarov replied, "It is a good question. One must note that growth is the ratio of your existing capacity and cargo volumes. If we look at any airline, there is huge excess capacity available and there is more parked aircraft than during the last crisis. This even doesn't include future deliveries. Hence, growth maybe still there, but overcapacity could be a killing factor."

"Regarding the modes of transportation, ships are sailing at the same speed, but rail routes and new land lines are opening. With integration of global economies, trucking and railroads should be taking more share of the airfreight, especially on short hauls. Moreover, there are new developments in unmanned cargo aircraft that can cut cost significantly. Unfortunately, our forecast is not optimistic, but airlines may have to look at offering combined services, Air+Truck to sustain growth and optimize their capacity via leased aircraft vs outright purchases," he concluded.



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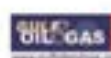
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A man with dark hair and a slight smile, wearing a dark suit, light blue shirt, and a blue and white striped tie. He is sitting in a black office chair. On his left lapel, there is a small Sri Lanka flag pin. The background consists of horizontal window blinds. The text 'Sri Lanka the Cargo Hub in the Indian Ocean' is overlaid in large white font.

# Sri Lanka

the Cargo Hub in the  
Indian Ocean





## INSIGHT

## Conveniently located in the premises of the Bandaranaike International Airport, SriLankan Cargo has been able to stay within the industry's growth rate range of 5.2 per cent and recorded an increase of 21 per cent on its revenue and also a 15 per cent increase on the tonnage

In 2013, SriLankan Cargo, the cargo arm of SriLankan Airlines recorded the highest revenue of Rs. 12.8 billion earned in a single financial year in the history of the airline. SriLankan Cargo also handled the highest tonnage of 101,000 metric tonnes last year, reflecting its competitiveness and the desire to expand operations.

SriLankan Cargo centre is conveniently located in the premises of the Bandaranaike International Airport with a storage space of over 20,000 sq m and has an advantage of being strategically positioned in the Indian Ocean between the commercial centers of the East and West.

Taking advantage of the strategic location, SriLankan Cargo recorded an increase of 21 per cent on its revenue and also a 15 per cent increase on the tonnage. Cargo export revenue out of operations in Colombo records an increase of 19 per cent above the previous year which also records an increase of 33 per cent in tonnage compared to last year.

SriLankan Airlines, Senior Manager Cargo, Worldwide Sales and Marketing Ali Kamil said, "This is a remarkable achievement considering the fact that Malaysia Airlines, Qatar Airways, Etihad and Cathay operated freighters and several airlines including Korean Air, Turkish Airlines operating wide-bodied aircraft to Colombo. Despite heavy competition, SriLankan Cargo will achieve the projected revenue target of Rs. 13.4 billion for the current Financial Year."

SriLankan Cargo has been able to stay within the industry's growth rate range of 5.2 percent predicted by IATA for the year 2012/13. Its contribution to the total network revenue is 12 per cent which is on par with the industry's norm.

Cargo operations in Sri Lanka are highly competitive and there is strong presence of freighters from overseas airlines as the country is import-dependent, while its exports mainly constitute textiles, tea and spices. Colombo, the capital of Sri Lanka, is strategically located in the Indian Ocean and has

enormous potential to become a major international cargo hub in the region.

The services provided by SriLankan Cargo vary from express cargo to onboard courier with special provisions for valuable, vulnerable and dangerous goods, handled by specially trained staff in accordance with IATA regulations. Having been the sole handling agent for cargo of all airlines that operate through BIA, its Cargo Centre is located in the premises of the airport.

SriLankan Cargo also manages the 5,000-sq m cargo facility at Mattala Rajapaksa International Airport which has a capacity of handling 60,000 metric tonnes. It is equipped with facilities to store live animals, dangerous goods, temperature regulated goods, customs and quarantine cargo, with special provisions for valuable cargo, weighing facility up to 15,000kg, and screening equipment.

### Innovative cargo services

During the holiday season (December- January), SriLankan Cargo, offered an amazing 50 per cent off on freight rate for goods sent to selected destinations. Going by the concept "100 kg to over 100 cities," SriLankan Cargo also provided door-to-door delivery for the goods sent to the United Kingdom. SriLankan Cargo's "Bag It" offer was a value added service that gave the opportunity for its customers to send personal belongings, books, gift items and production samples faster to over 100 worldwide destinations for a lower price and with an added assurance of safety.

Apart from the seasonal offers, SriLankan Cargo offers many benefits for students leaving for foreign universities, passengers who are migrating and exporters who send their samples abroad. The services provided by SriLankan Cargo vary from express cargo to on board courier with special provisions for valuable, vulnerable and dangerous goods, handled by specially trained staff in accordance with IATA regulations. To complement these services, there are trucking services available to far off places within Europe and India.

### Hub in the ocean

SriLankan cargo has the most economical global distribution cargo service for general freight. This service is available on all SriLankan Airlines flights. Express cargo is one of the airlines' specialty products designed to meet the distribution needs of time sensitive and urgent consignments. With On-board Courier the customer is provided with a convenient and economical method in transporting goods. The concept behind this product is to enable its customers to collect their cargo from the passenger belt. However this product would perform differently from country to country due to local regulations.

Handled only by specially trained staff in accordance with IATA laws and regulations, SriLankan Airlines provides safe and secure movement for dangerous cargo items such as explosives, radioactive materials, etc. The airline also transports



birds, live fish, horses, dogs, cats or even baby elephants. All live animals undertaken for transport are given the best possible care in terms of comfort, appropriate food, hygiene and safety. Perishables such as fish, meat, dairy, fruit and vegetables receive extra care with the airline as it has specially maintained temperatures and storage facilities. SriLankan Cargo provides maximum security to valuable commodities such as banknotes, jewellery and gemstones from acceptance through to final delivery at destination. Specially developed containers, highly secured storage areas and constant surveillance guarantees the highest level of security for the valuables.

#### **Dedicated freighter aircraft**

SriLankan Cargo has an AN12F, a dedicated freighter aircraft with a payload of approximately 18 tonnes each and has the capacity to carry out-sized cargo, live stock, perishables or dangerous goods. This service currently operates to Maldives and India, connects important markets in the Far East, Middle East and Europe. Colombo, the home base of SriLankan Cargo, is used as a hub to connect the trade route from Far East to Europe.

SriLankan Cargo presently flies to 52 cities in 33 countries. Additionally, it has dedicated freighter flights to Bangalore, Chennai and Thiruvananthapuram. In addition to scheduled flights, its freighter aircraft the AN12F and B727F are also available for charter services worldwide.

#### **Freight market to grow 8.7 per cent**

As per the forecast of the IATA Sri Lanka is to become one of the five fastest growing international freight markets over the period 2011 – 2016. The Sri Lankan air cargo industry is definitely set to grow further, stated Chamara Ranasinghe, Head of Cargo at SriLankan Airlines. Here is our interview in Q&A format.

**Bandaranaike International Airport in Colombo aims to become a cargo hub in the region. Could you give us an update on that and how SriLankan Cargo is contributing towards that goal?**

Presently, Colombo hub is mainly used by SriLankan Airlines. Almost 90 per cent of the transshipments through Colombo hub is moved by SriLankan Airlines. Average handled volume of transshipments per annum is 50,000 metric tonnes, which is approx. 25 per cent of the total handled (200,000 mts/annum). Furthermore, SriLankan Cargo uses almost 50 per cent of the total capacity at two cargo terminals which in total has a floor area of 20,000 sq m and a handling capacity of 300,000 mts/annum.

#### **How is the SriLankan cargo market developing?**

The latest forecast released by the IATA highlights Sri Lanka as one of the five fastest growing international freight markets over the period 2011 – 2016 with an average growth rate of 8.7 per cent. Considering this, the Sri Lankan air cargo industry is looking good ahead. The increasing growth rate of the market is further evident through the steady growth in uplifted tonnage by SriLankan Airlines since 2011 up to 2013, with an average annual growth of 6.3 per cent year on year. This increase in tonnage could be considered remarkable due to the fact that many leading global airlines have increased their freighter frequencies and wide body passenger belly operations to Colombo, thus resulting an over capacity situation.

#### **What are the key markets for SriLankan Cargo?**

The key markets for Sri Lankan air cargo industry are USA, UK, Germany, France & the Middle East. These markets have been named by IATA to be the super powers in the international freight industry by the year 2016. Catering to these sectors, primarily the European sector, where SriLankan Airlines offers the highest convenience through direct flights, has provided the airline with a key strategic advantage in the market.

#### **What are the challenges for an airline like SriLankan in this highly competitive cargo market?**

Our biggest challenge is payload restrictions faced on long Europe bound routes, but Europe being one of our key markets the team puts a lot of hard work to service our customers.





## INSIGHT



This has been an issue over the years, but now we have a plan in place to overcome the same. SriLankan Cargo has now have tied up several BSAs (block space agreements) on major carriers to Europe and beyond via the Middle East. SriLankan Cargo operates scheduled freighters to key Indian markets,

supplementing its scheduled narrow body line flights (A320 aircraft). We plan to expand our freighter network in the region and to further connect Colombo with our main O & Ds, such as China and Europe in the near future.

With the markets being currently saturated with an oversupply of capacity in relation to demand, the company has also embarked on a dynamic pricing strategy, since the competitor airlines have an option to opt for competitive rates. Additionally, with new airlines with larger network portfolios increasingly entering the market, in an industry driven by price and convenience, staying competitive requires significant levels of innovation to provide the benefit to the discerning end user.

#### Expansion plans of SriLankan?

SriLankan will officially join the oneworld alliance on 1 May this year, which will provide further expansion opportunities for the airline globally. Additionally, SriLankan has embarked on a much looked upon re-fleet program by adding A330-300's and A350-900 aircrafts to replace the older A340-300 and A330-200s ensuring focused improvement in efficiencies and a better product/service to its customers.

SriLankan Cargo contributes 12.5 per cent to 13 per cent of the airline's total network revenue utilizing passenger belly capacity, making this division an increasingly vital one for the airline.

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## CARGO SUMMIT 2014

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# *Preparing for the next wave of growth*

*The Cargo Summit 2014 focused on the urgency of  
improving multimodal logistics in India*





The two-day 'Cargo Summit 2014' with the theme 'Integrating the country's transport network' held recently in Mumbai has highlighted the challenges facing the Indian cargo sector and the opportunities that are likely to open up, keeping abreast of the rapid economic development India is witnessing.

Organized by the Institute of Logistics of the Confederation of Indian Industry (CII) in Mumbai, the summit focused on the urgency of improving multimodal logistics and called for a nationwide logistics policy. That the logistics sector is growing, despite the lack of a coherent policy, is another story, but it certainly can do better.

The 'Cargo Summit' made several recommendations, the foremost being improving physical infrastructure and transportation capacities for various modes of transport. Some of the key recommendations included:

- Developing dedicated freight corridors (DDFC) and improving rolling stock quality and quantity;
- Establishing multi-modal logistics parks and free-trade warehousing zones through private sector participation;
- Developing new air cargo hubs near major airports for proper handling of perishable and fragile commodities;
- Setting benchmarks and standards for the industry, thereby driving the uniformity of warehouses, storage and transportation equipment;
- Decongesting airports and seaports, shifting cargo-clearance activities away from expensive real estate to inland or port or airport locations;
- Setting up of an inter-ministerial committee to facilitate constructive and synergistic dialogue between key industry stakeholders to set the foundation for a clear, long term and sustainable vision that is all-encompassing and can serve potential future requirements to ensure enhanced integration among various modes of transportation.

#### **Urgency of air freight stations**

The summit urged the government to initiate programs to develop the air cargo industry and a key suggestion it has put forth includes the development of air freight stations (AFS). This would help in permitting the transfer of cargo to designate/customs-notified freight stations - AFS or inland container depots (ICDs) thus reducing congestion at airport premises. Though, the Ministry of Finance has notified the setting up of AFS, it is yet to become operational. The barriers preventing the establishment of AFS should be removed, and the Customs should be directed to issue the required regulatory clearances.

Unlike in the Middle East and the classic example being Dubai Cargo Village, there is no cluster development with regard to air cargo or logistics in India. In such a scenario, the 'Cargo Summit' suggested that the government initiate the development of air cargo villages.

*The aviation sector in India is expected to become the third largest aviation market in six years time, driven by substantial passenger and freight growth. Accordingly the Indian airports sector is expected to attract investments worth \$12.1 billion during the 12th Five Year Plan period, including \$9.3 billion from the private sector.*

The co-location of shippers, forwarders, agents, express operators, carriers and customs in integrated air cargo villages that have specialized facilities is required to facilitate effective handling of cargo such as agro-perishables and pharmaceuticals - Delhi in the North; Navi Mumbai, Nagpur and Pune in the West and Bangalore and Hyderabad in the South are ideal locations for air cargo hubs due to their strong intermodal linkages.

#### **Expansion of freighter fleet**

Experts in the industry called for policy support and robust infrastructure to drive efficiency in freighter operations in the country. In this context, a consistent policy for the allotment of dedicated facilities at any of the airports for dedicated freighter aircraft should be developed. Further, dedicated terminal space and facilities for express airlines should be provided to streamline operations.

Another key recommendation for the air cargo sector included sharing of information via a cargo community system: Inter-linkages and circular flow between airlines, airport operations and air freight stations, customs, banks, custom house agents (CHAs), and other allied agencies should be established to reduce unproductive delays.

#### **24/7 Customs operations**

The air cargo community sought implementation of 24X7 Customs operations in phases. The summit sought from the Customs authorities that it should introduce round-the-clock operations that will expedite clearances, which include the processing of documents, assessments, and examination and release of cargo.

The recommendations, according to KPMG which conducted the study, will be submitted to the government for further action.



## INSIGHT

*The Indian transportation and logistics industry is poised at the crossroads even as the nation comes to grips with sluggish economic growth. This is particularly important at this juncture in the light of the ongoing global economic uncertainty.*

The next wave of growth is going to happen in the logistics sector with enhanced connectivity between major metros, Tier II and III cities. The Indian transportation and logistics industry is poised at the crossroads even as the nation comes to grips with sluggish economic growth. This is particularly important at this juncture in the light of the ongoing global economic uncertainty that has been impacting the Indian market to an extent.

However, driven by strong fundamentals and consistent demand, the resilient Indian economy in general and the logistics sector in particular are seemingly well-positioned to sail through turbulent global waters. Rising investment, rapidly evolving regulatory policies, mega infrastructure projects and several other developments in recent times have been driving the Indian logistics market, simultaneously gradually overcoming infrastructure-related constraints and logistics-centric inefficiency.

The recommendations will be submitted to the government for corrective action including areas such as establishment of warehouses, skill development etc.

**Warehousing - a fragmented landscape**

The existing landscape of fragmented, unorganized small go downs is likely to undergo significant reorganization with the introduction of the long awaited uniform General Sales Tax (GST). The development of large hubs in key locations, coupled with small spoke warehouses closer to production and consumption centers is expected to emerge following the roll-out of the GST.

This change in legacy tax structure is expected to become the largest driver of modern warehousing infrastructure in the nation. While several companies have initiated consolidation and rationalization of existing warehouse networks, confirmed roll-out dates are yet to be declared.

**Skill development**

The summit noted that availability of skilled manpower - both management and operational - will be a constraint as the sector continues to evolve rapidly amid changing regulation and the entry of global retailers and service providers. By 2015, it is estimated that India will need approximately 30,000-35,000 warehouse managers alone.

The government, policy makers and private sectors players must take cognizance of this and develop a collaborative approach to establish training infrastructure and incentives in the form of job opportunities for qualified personnel.

**Development of new storage models and networks**

The emergence of advanced storage models such as multi-modal logistics parks (MMLPs), mega food parks (MFPs) and free trade warehouse zones (FTWZs), the summit said, should be aligned with the development of key infrastructure projects related to airports, ports, highway, and rail projects to facilitate cohesive network development.

**IT adoption**

The rapid transformation of physical infrastructure for storage would be incomplete without the adoption of supporting IT. Technology is expected to constitute the backbone of a strong and efficient modern warehouse that encourages accuracy, inventory tracking and lowered operational costs. Today, market offers multiple forms of warehouse-management systems, and service providers can select off-the-shelf solutions that best suit their level of complexity, the summit noted.

Some of the key speakers at the summit included Cyrus Guzder, Chairman, CII Institute of Logistics Advisory Council and Event Chairman; Prahlad Tanwar, Associate Director, KPMG; Michael Pinto, Former Secretary, Shipping, Govt of India; Ms Brigitta Worringer, Head- Directorate Transport Research Federal Ministry of Transport, Building and Urban Development and R K Saboo, Chairman EICI & Deputy MD, First Flight Couriers Ltd.

**Enormous potential**

The need to develop cargo hubs is urgent as there is going to be considerable movement of international trade. As such the aviation sector in India is expected to become the third largest aviation market in six years time, driven by substantial passenger and freight growth. Accordingly the Indian airports sector is expected to attract investments worth \$12.1 billion during the 12th Five Year Plan period, including \$9.3 billion from the private sector. India which is presently the ninth largest civil aviation market in the world is expected to reach the third position with a fleet size of 1,000 by 2020. As regards air cargo, majority of the movement will be through belly cargo.



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# Improving efficiency in logistics

*With DHL's Resilience360, customers can avoid production stop and sale loss by redirecting resources and adopting alternate strategies*





## FEATURE

"We understand that supply chains are the lifeblood of our customers' businesses and create solutions like DHL Resilience360 to help them meet today's challenges and anticipate tomorrow's. You can't eliminate risks or prevent them from happening, but you can manage them to help minimize the negative impact on your business." - Bill Meahl, DHL's Chief Commercial Officer



One of the world's leading logistics companies, DHL recently declared that it is introducing a unique new risk management solution called Resilience360 which will enable businesses to turn supply chain disruption and global environmental and socio-political volatility into competitive advantage and to provide them with a holistic end-to-end view of their supply chains and real-time risk visibility.

With the DHL groundwork, Resilience360 customers can avoid production stop and lost sales by redirecting resources and adopting alternate strategies when a disruption occurs, considerably supporting their financial stability and potentially capturing sales and market share from their competitors.

Bill Meahl, DHL's Chief Commercial Officer, says, "We understand that supply chains are the lifeblood of our customers' businesses and create solutions like DHL Resilience360 to help them meet today's challenges and anticipate tomorrow's. You can't eliminate risks or prevent them from happening, but you can manage them to help minimize the negative impact on your business. With the right tools, you can even capitalize on disruptions and disasters by having the correct measures in place to respond quickly and effectively when competitors can't."

Resilience360 will also give DHL customers the opportunity to access critical hotspots in their supply chains, visualize and then build a risk profile for initiating potential mitigation activities. The tool links information on natural disasters, theft, geopolitical and other risks with a customer's global manufacturing and distribution footprint, and is established on the basis of the four critical aspects of supply chain risks – operations, hazards, socio-political and natural disasters. Having mapped the entire supply chain of a customer, the tool provides real-time visibility of risks by working collaboratively with partners to provide options for immediate recovery.

**Smartphone sensors revolutionizing logistics**

A new study conducted by DHL has found that technologies originally designed for consumer electronics can be increasingly used in the goods industry. This marks a complete reversal of past practices in which new technologies were initially applied in business and migrated to private uses only later, according to the Trend Research team at DHL Customer Solutions & Innovation. The trend report "Low-Cost Sensor Technology" shows readers how technologies like Microsoft's video-game camera Kinect, smart watches and NFC (near-field communications) technology can be incorporated into logistics.

"The success of Smartphones and Tablet PCs has created a situation in which employees have better technology for personal use than they do for business needs," says Dr. Markus Kückelhaus, Director of Trend Research at DHL Customer Solutions & Innovation. "But they expect to have the same



## FEATURE



standard of technology at work. For this reason, we think companies have to step up and put Smartphone sensors in particular to work in logistics."

Tablet PCs and Smartphones contain a large number of sensors that recognize our surroundings. For some time now, it has been possible to measure acceleration, position or light with these devices. The technologies contained in them can also be put to use in logistics. These applications can include recording the arrival time of shipments in parcel centers as part of tracking and tracing services, pinpointing the shipment's exact location and updating their status on an online platform.

DHL has also successfully tested two other application areas. Two concepts used to measure pallet volume have been developed on the basis of sensor systems also found in Microsoft's Kinect. During testing, measurements made by depth-sensing technology have proven to be 50 percent faster than those performed with past technology. Other potential uses include fill level measurements for containers and trucks as well as the monitoring and documentation of freight damage.

Reasonably priced sensors hold a special appeal to the logistics industry because network-development investments are generally associated with high costs. But the economies of scale produced by the mass production of sensors offset these costs. Above all, customers will profit from this new approach: Volume measurement will make it possible to better utilize means and networks of transport. Furthermore, CO<sub>2</sub> emissions could be lowered as a result of optimal loading, and eventual freight damage can be better documented.

**Partnership with Etihad Airways**

Furthermore, DHL and Etihad Cargo has agreed to share the capacity at DHL's new five times a week freighter service operating through Abu Dhabi, the capital of the UAE. The new cargo services use DHL's Airbus A300-600 freighter fleet and operate from Bahrain to Abu Dhabi and onwards to Lahore and Karachi and back to Abu Dhabi, where cargo can transfer onwards to Etihad cargo destinations across the globe. The DHL Abu Dhabi service started in January 2014 and has already improved transit times for DHL cargo coming to the UAE from cities in Europe, the Middle East, Asia and North



America. Commenting on the partnership, Frank-Uwe Ungerer, Country Manager for DHL Express in the UAE, said: "Adding Abu Dhabi to our network will enable us to better service all-important trade lanes and markets in the Middle East and Asia. The partnership with Etihad Cargo will also enable us to offer customers of both carriers a wide array of flight options and speedier deliveries."

**Higher revenues in 2013**

In addition, DHL generated more than EUR55 billion revenues and boosted profitability once again in 2013. Compared with the previous year, revenues declined slightly, by 0.8 percent to EUR 55.1 billion, as a result of negative exchange-rate and other inorganic effects. Adjusted for these factors, however, revenues rose by nearly 3 percent. This gain was fueled in part by higher postal rates as well as rising volume and revenues in the parcel business in Germany.

Other revenue drivers included strong growth in the express business and revenue gains in the supply chain division. These improvements were the result of the company's exceptional market position in the world's growth markets, where the DHL divisions are now generating a significant share of their revenues.

This positioning also laid the foundation for margin improvements that led to an EBIT increase to EUR2.86 billion. Operating earnings thus finished the year 2013 within the targeted corridor of between EUR2.75 billion and EUR3.0 billion. Consolidated net profit reached EUR2.1 billion during the past year, an increase of more than EUR450 million compared to 2012.





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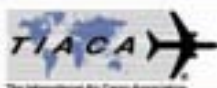
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# Staying safe & fresh

*Specialized services aim to deliver perishables in challenging and unpredictable environments*

Transporting perishable commodities is no easy task, particularly in challenging environments where a lot of factors including harsh weather conditions, politics, volatile security and poor transport infrastructure make it difficult for routine operations, and one has to focus on having everything under control in order to maintain the efficiency of the cold chain and deliver the temperature-sensitive goods uninterrupted and in good condition under any circumstance to be successful in the business. Move One, headquartered in Dubai, does exactly that says Greg

Forgrave, Product Manager Government Services, Move One, in an interview with Air Cargo Update.

#### **Specialized services for perishable cargo**

With over 35 offices and 1,000 employees around the globe, Move One Logistics is a project logistics company headquartered in Dubai, UAE, and has operations throughout the Middle East, Africa, Central Asia, Europe, and the Balkans. The company specializes in emerging markets and challenging environments.





## FEATURE



"Our customers are continuously faced with political instability, imperfect information, and underdeveloped infrastructure when setting up their operations. Move One aims to facilitate our clients' expansion into these areas by drawing on more than 20 years of logistics experience in challenging environments," says Greg Forgrave, adding that they have the local knowledge and the resources to overcome almost any logistics obstacle in any region of the world.

They transport all supplies and equipment that a government contractor, military, foreign embassy, and/or energy contractor would require to complete their project. The regular transport involves military vehicles, construction supplies, food and catering equipment, medical supplies, heavy equipment and MHE, etc, Forgrave says.

"Move One excels at the time-critical nature of cold chain. It specializes in the movement of temperature sensitive goods and perishable commodities that are liable to expire, decay, or spoil quickly. We began providing cold chain services in Afghanistan in 2005 in support of ISAF at an average annual volume of 5 million kgs. We now handle annually over 50 million kgs of Fresh Fruits and Vegetables (FFV) and frozen foods to some of the world's largest retailers and project sites throughout Africa, Central Asia, and the Middle East."

#### Major markets, key partners and customers

The company's major markets are Afghanistan, Central Asia, Iraq and East Africa and Move One has made over 4,500 perishable and frozen food deliveries for military and diplomatic missions in Afghanistan since 2005. The company arrange charters, liaises with airlines and provides the critical documentation necessary to ensure the custody chain is maintained. According to the Product Manager, they arrange air charters from the UAE, Netherlands, Sweden, and Germany, and their services also include temperature

controlled construction supplies (i.e. epoxy); food for camp catering; medical supplies; vaccinations; blood.

Their customers include Governments, Contractors, Freight Forwarders, Charter Brokers, and Ocean freight liners, Caterers, Vehicle and Equipment Suppliers, Energy Companies, Mining Companies, among others.

"We work with our key Airline and Broker customers to act as our vendors for transporting our perishable cargo by air. These two-way relationships are built on long-term, mutual trust and benefit. For Afghanistan we have been cooperating with a handful of partners for many years now and have built up successful and dynamic solutions which we jointly offer our customers," Forgrave comments.

Partners include leading airlines such as Emirates Airline and Etihad Airways that ensures seamless cold chain from multiple origins throughout Europe and the Middle East.

Move One's specialized services in Afghanistan are based on their large and wide footprint, with 13 offices in-country, of which 5 are based directly on US and NATO Airbases, the Product Manager notes. "On these airbases we provide charter handling services as well as our normal forwarding service offering, which means we have the trained staff in place, with their eyes and hands on the cargo immediately on arrival. Thus we ensure that cargo integrity is maintained, temperatures are monitored, and cargo receives very little handling and moves quickly from aircraft to pre-cooled trailer. Having our own staff truck the cargo to destination and attend the final delivery to the consignee ensures that the cargo is delivered on time, intact and as per our customer's instructions."

#### Airport facilities key for successful operations

Airport facilities are crucial, as receiving of perishable products should ideally be directly from pre-cooled trailer to cold storage room without exposure to outside temperatures for outbound cargo.

"This is challenging in Afghanistan as these types of options are not available," he says. For inbound cargo (which is nearly 100 per cent of perishable cargo in Afghanistan) the ideal solution is to have pre-cooled trailers next to the aircraft on arrival, he explains, adding that with regular engagement with Afghan airport authorities, security and customs personnel, these processes can be implemented which will greatly reduce product exposure and limit the opportunity for product spoilage.

"On the airbases, we have the required permissions from the military to take our pre-cooled trucks to the airside ramps where we can quickly load pallets from aircraft to trailer. Speed is vital, with limited handling."



## FEATURE

**Protecting integrity of shipments**

Forgrave says great attention is paid to temperature monitoring, not allowing prolonged exposure of product to outside elements; focusing on direct flight options without layover and opportunity for damage during handling; and communication between drivers and customers to ensure readiness and quick response.

"We use trusted drivers and vendors who have been vetted and have proven past performance; use host-nation security and move point to point in-country using secured convoys; regularly monitor road safety and security environment changes and ensure our trucks and drivers only move when safe to do so. We understand the complex market of Afghan domestic trucking and have systems and processes in place that we developed in order to deliver all products (perishable and other) safely and on time," he states.

Strict procedures are followed including inspection of the trailer and temperature control devices; photographing the internal trailer during loading; checking trailer number and driver identification; applying seal(s); finalising and signing loading checklist(s), giving authorities proper documentation for clearance and so on.

Real time visibility is offered through Move One's online tracking system and trucks are monitored 24/7 by their back office support teams in Skopje, Macedonia and Dubai, UAE. A detailed GPS system is installed in their trucks and trailers with devices providing data such as location and status of vehicle; temperature settings; open door alarm (break-in prevention); speed of truck; and fuel consumption rate.

"We utilize Ice Spys inside random pallets to perform in-house audits on our own processes and performance, and distribute results to all involved employees and corrective actions. In Afghanistan, we take accurate temperature readings with laser-sighted infrared gun-style thermometers at all stations and deliveries," the Product Manager remarks.

"Some fresh fruits and vegetables spoil quicker than others, so good load planning is done between the forwarder and the airline, which ensures the most perishable products are last out of cold storage and on to the aircraft at origin, and first off of the aircraft and into pre-cooled trailers at destination," he explains.

"We have worked tirelessly over the past nine years to mitigate spoilage and damages to products like strawberries and ice cream and we now have less than 1 per cent waste. Staff training, education and robust and detailed SOPs are the keys to ensuring product spoilage is avoided and temperature integrity is maintained."

For airfreight, insulated tri-walls help maintain temperature integrity and provide an easy-to-handle and stackable option, he points out. "This means the aircraft operator can utilise the aircraft better and the end result will be the most economical rates for the paying customer. Great care must be taken with dry ice, which is crucial to maintaining the temperature integrity of frozen products. However, too much dry ice can be dangerous to the cargo handling team and the crew operating the aircraft."

**Thriving on challenges**

Move One thrives in markets that offer challenges such as political instability, volatile security and poor transport infrastructure. "We have been successfully operating in emerging markets, harsh environments, war-torn, and disaster stricken areas for over 20 years," states Forgrave. In his view, the final mile is often the most difficult part of the supply chain, especially within the challenging regions where they operate, but with trained and experienced on the ground presence, Move One monitors shipments right from the time of arrival to the time of delivery, ensuring all operations are smooth until the consignment reaches the final destination.

In order to handle the military and government contracts – especially for the US Military and NATO – they have a high level of compliance, information management, and communication systems in place.

"We have the structure and systems that can handle rapid build ups and large projects with very little notice. We are often assigned large deployment projects from various military institutions, and are used by agencies handling emergency response for natural disasters or humanitarian aid. Move One staff has a broad understanding of the challenges that arise from political instability, volatile security, poor transport infrastructure and lack of complete information that are common in these projects. Vitrally, they have the necessary experience and contacts for handling project logistics in unpredictable environments."



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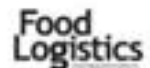
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# Boeing

## hosts airline planning seminar for financiers in Istanbul

Aircraft maker, Boeing, expects the worldwide market for commercial aircraft financing to remain strong as airlines continue to receive expected record levels of deliveries of new, fuel-efficient airplanes in 2014. Boeing provided the positive aircraft funding update at its ninth annual regional airline planning seminar for financiers in Istanbul, Turkey.

This year's seminar attracted 30 financing executives from regional commercial banks, investment firms, leasing companies and customer airlines from throughout the Middle East, Europe, Africa and Central Asia. The week-long program is a more convenient regional version of the manufacturer's long-running Seattle-based educational program for financiers. This year, Boeing was joined by executives from Turkish Airlines in the education process on how airlines determine their airplane fleet needs and finance them.

"Globally the liquidity balance looks good as the commercial aviation industry rebalances itself to move away from export credit support, due in part to its increased pricing, and more toward reliance on the commercial markets," said Ron Glover, regional managing director for Aircraft Financial Services at Boeing Capital Corp., the aircraft builder's financing and leasing unit and host of the event.

Boeing said worldwide the major aircraft manufacturers are expected to deliver roughly U.S. \$112 billion in new jetliners by year end to operators, creating opportunities for new entrants looking to invest in large aircraft.

Boeing noted that the industry is seeing a rare balance among the primary sources for new aircraft funding – aircraft leasing companies, commercial banks, the capital markets and export credit agency (ECA) support among them.

Boeing noted growth by investors in Japan, Russia, China and Latin America and called particular attention to progress in the Middle East, as the region fulfills its potential as an emerging aircraft investment center.

"In the Middle East in 2013, 65 percent of Boeing's deliveries were financed by local Middle East banks", said Glover. "This is a significant increase over the last few years and a clear indicator that the region's financiers thoroughly grasp the great investment opportunities associated with our commercial airplanes."

The company's latest market outlook reports Middle East airline industry growth is expected to continue over the next 20 years. The 2013 outlook edition pegged the Middle East market at \$550 billion over the next two decades, which translates into an expected need for 2,850 commercial jets.





# BRICS economies

## to enhance aviation capabilities

The UAE is looking to further develop its trade relations with the emerging BRICS economies of Brazil, Russia, India, China and South Africa, especially in the aviation and aerospace industries. Estimated by Goldman Sachs to account for nearly 40 per cent of the global GDP by 2050, BRICS countries are now looking to further develop their capabilities in the fields of aviation and aerospace as key economic drivers.

Scheduled to run in Abu Dhabi from 7-8 April, 2014, the Global Aerospace Summit is attracting C-level executives from airlines, aircraft manufacturers, satellite companies, aerospace associations and suppliers from established and emerging worldwide markets. The summit will focus on the challenges of driving industrialization and growth while adapting to global socio-economic change.

"Over the past 100 years, aviation transformed the world into a connected global community. This year we expect some 3.3 billion passengers to board planes. That's nearly double the 1.7 billion air travelers in 2000. It is clear that

people want and need to fly - to explore new places, do business or connect with family and friends. Connectivity is critical to the global economy - driving \$2.2 trillion in economic activity and supporting 57 million jobs," said Tony Tyler, director general and chief executive of the International Air Transport Association (IATA).

India is among the world's fastest-developing aviation markets, and IATA has estimated that the local industry will witness 6.6 per cent annual compound growth over the next five years. Looking to build up its airport infrastructure, India has recently urged the UAE to direct more foreign investment into the country, especially in sectors such as transport and aviation.

Airbus predicts that the global demand for commercial aircraft will reach \$4.4 trillion over the next 20 years, with India and China driving a significant portion of that demand. Trade relations between China and the UAE have improved considerably in the last few years. Recent market reforms planned by the Chinese government will potentially reduce investment restrictions and

have given renewed hope to UAE-based investors. The UAE's fourth largest trade partner and host to the world's second largest general aviation fleet, Brazil is another promising market for the industry. The booming economy is eyeing the emirates for investment and partnership in specific sectors, including logistics, infrastructure and transport. Last year, Etihad Airways extended its network to Brazil and other BRICS countries, connecting Abu Dhabi to these high-growth nations. The airline also conducted a major recruitment drive in Sao Paulo, allowing Brazilian candidates the opportunity to work in the UAE aviation sector.

A recent addition to the BRICS nations, South Africa aims to drive national growth through a strategic focus on aviation-enabled tourism. The South African aviation sector supports 350,000 jobs and contributes ZAR74 billion to the local economy. Aviation development is also an important consideration for Russia, as air transport plays a critical role in connecting the vast country domestically as well as to other international economic hubs.



## EVENTS

## First airworthiness safety conference takes place in Dubai



The 1st Airworthiness Safety Conference, held in Dubai on 9-10 March 2014, is the first event jointly organized by UAE GCAA and COSCAP-Gulf States. Several Safety partners such as EASA, IATA, FAA, IFA and French DGAC participated actively with inputs and updates on the new technologies, techniques, quality of products, regulatory framework and safety management system.

The Deputy Director General of General Civil Aviation, U.A.E., Omar Bin Ghaleo, welcomed the participants and highlighted the importance of 'Aviation Safety', which has become a worldwide priority for both the regulators and the industry as they have to face many challenges. A number of officials and experts from various GCC Civil Aviation Authorities as well as from

the industry gathered in Dubai for a two day conference to discuss issues related to airworthiness safety.

The experts discussed the measures of an aircraft's suitability for safe flight and the importance of performing the required maintenance actions and also the importance of understanding new generation products, their quality and production, thus increasing industry and regulatory awareness.

The papers presented at the conference included Updates on RASG-MID progress and working Plan, Aviation Safety in the MID region, and focus areas, Environment protection, Noise and Emissions Certification, Operational Suitability Data (OSD) such as regulated by the European Agency (EASA)– from a first concept to full implementation as well as the new concept of aircraft building. Wide discussions also focused on Flight Operations and Engineering interface, the industry and regulators' challenges.

## Abu Dhabi International Airport receives Skytrax award

Abu Dhabi Airports announced Abu Dhabi International Airport has been named as the 'Best Airport in the Middle East' by The World Airport Awards of Skytrax, for the third consecutive year. The airport also took home the award for Best Staff Service in the Middle East for the second time, having previously scooped this award in 2011.

H.E. Ali Majed Al Mansoori, Chairman of Abu Dhabi Airports expressed his delight at receiving both awards: "To receive two iconic industry awards, both as a result of direct passenger surveys, not only reflects the outstanding service which we provide to passengers; but it also shows our continued commitment to further improvements, having also won

both awards last year." "The awards are a tribute to the hard work and tenacity of our staff, partners and stakeholders who strive to deliver a high quality passenger experience at all times, and I would like to thank them personally for their efforts. The industry recognition we are receiving bodes well for the future, as our expansion plans gather pace with the Capacity Enhancement Programme and development of the Midfield Terminal Complex, in line with achieving our objective to become one of the world's leading transportation hubs as part of Abu Dhabi's Economic Vision 2030," H. E. Al Mansoori added.

Edward Plasted, CEO of Skytrax, commented: "Abu Dhabi International

Airport has maintained its position as a premiere airport of the Middle East, which is now one of the most competitive regions in the world for global air travel". "The fact that the airport has managed to build on its previous success by adding the Best Airport Staff in the Middle East to its awards collection demonstrates how much Abu Dhabi Airport has improved its customer experience in the last 3 years" added Plasted.

Skytrax operates "The World Airport Survey" through their Airline Rating System which is recognized worldwide as the professional, unified, airline-quality rating classification and the independent airline industry benchmark for quality excellence.





## EVENTS

## Abu Dhabi Air Expo 2014 generates AED5 billion in sales



Abu Dhabi Airports reported the total value of sales at Abu Dhabi Air Expo 2014 reached in excess of AED 5 billion, 35 per cent higher than the sales generated at last year's exhibition. The show, which ran from 25 to 27 February in its third year, also saw a 30 per cent increase in attendance, with 16,900 visitors and 175 exhibitors from local, regional and international companies participating.

Various sales in general aviation were made at the show included:

- 10 sales by Aeroprakt, the ultralight planes manufacturer
- Sale of 3 new SR22 Cirrus Aircraft with GCC specification
- More than 10 sales by AutoGyro, the German Gyro Copter announced
- Sale of 3 aircraft P2010 and P2008 by Tecnam

In addition to the sales of aircraft and other related equipment, several other important commercial developments and announcements were made during the Air Expo which included:

- The Gulf Civil Aviation Authority (GCAA) entered into an open skies agreement with Hungary.
- Falcon Aviation Services (FAS) officially opened its newly constructed 106,000 sq ft authorized Embraer Service Centre.
- FAS also signed a letter of intent with Bombardier for the delivery of up to two C Series aircraft.
- Royal Jet, the Abu Dhabi-based international luxury flight services company, announced that the planning and development of its integrated base at Al Bateen Executive Airport is well

underway with first phase completion targeted for Q4 2015.

• Abu Dhabi Aviation, the largest helicopter operator in the Middle East, entered into a strategic partnership with Agusta Westland for the supply of helicopter spare parts and maintenance services.

• Abu Dhabi Aviation also announced the delivery of the first AW139 simulator in the region, and the establishment of a specialized civilian helicopter training centre.

H.E. Ali Majed Al Mansoori, Chairman of Abu Dhabi Airports, said: "Abu Dhabi Air Expo goes from strength to strength, with over 60% more visitors attending compared to the first exhibition two years ago. The show has thus rapidly established itself as the main industry event within the region in the global aviation calendar. We are delighted that so many exhibitors were able to showcase their products and services at such an iconic and high profile event."

## UNWTO Task Force to meet at Routes Silk Road

The World Tourism Organization (UNWTO) will be holding its Silk Road Task Force meeting during this year's Routes Silk Road event which will take place in Tbilisi, Georgia on 6-8 July. This announcement comes soon after an agreement was reached at ITB in Berlin between Routes (part of UBM live) and UNWTO to work together in advancing matters related to air connectivity and travel facilitation.

"UNWTO's joint research with WTTC clearly demonstrates the impact that visa facilitation can have on economic growth and job creation. Routes Silk Road 2014 is an excellent initiative that will surely help

address the travel facilitation challenges along this tourism route and we are thus very happy to hold the UNWTO Silk Road Task Force meeting alongside Routes. UNWTO looks forward to working together with Routes and Georgia to make this edition the best yet", said Taleb Rifai, UNWTO Secretary-General.

"Routes Silk Road will be held in Georgia which is a gateway connecting several important economic regions including Europe, the New Independent States (NIS) and Central Asia and as such it is the ideal location for Routes Silk Road and the UNWTO Silk Road Task Force. Holding this important

meeting alongside our own event will further strengthen our partnership and we are excited about the opportunities this provides Routes," said Katie Bland, Director Routes, UBM Live.

The UNWTO Silk Road Task Force meeting brings together key representatives from Silk Road destinations, United Nations agencies, the private sector and associations to discuss and plan priorities for tourism development along this ancient route. The meeting aims to raise the profile of tourism along the Silk Road and drive sustainable and responsible tourism development by enhancing cooperation between the countries along the Silk Road.



## EVENTS

## Kingdom of Saudi Arabia to discuss space commercialization



Leading aviation, industry and education figures from the Kingdom of Saudi Arabia will participate at Abu Dhabi's second Global Aerospace Summit. Among the attendees are H.H. Prince Dr. Turki bin Saud bin Mohammad Al Saud, Vice President of King Abdulaziz City for Science & Technology (KACST) and Sulaiman Abdullah Al-Hamdan CEO of Nas Holding.

H.H. Prince Turki Al Saud will be speaking at a session highlighting the importance of developing space launch capabilities for countries that aim to enter the space commercialization industry. He will be

joined by a group of international experts representing the diverse sectors of the space industry. The group will debate the obstacles involved in one of the most technically challenging and unforgiving aspects of space flight.

"The development of knowledge-based societies and space exploration capabilities are closely interlinked," said H.H. Prince Dr. Turki bin Saud bin Mohammed Al Saud. "If nations are to further explore and expand their access to space, more research needs to be harnessed. And to be able to conduct research and share data,

more satellite and communications facilities are required." His Highness will stress that for countries to achieve successful national space strategies and meet their goals of space commercialization, it is essential to have access to low cost launch capabilities from developed nations.

"This might not be easy as it sounds," said Prince Turki. "There are a number of obstacles with regards to cost, schedule and commercial performance. These among other challenges will be discussed in detail among a number of international experts at Abu Dhabi's Global Aerospace Summit in April."

Al-Saud holds a PhD in aeronautics and astronautics from Stanford University in USA. He was appointed the Vice President of King Abdulaziz City for Science & Technology (KACST) in 2004 after heading the space research projects as Director of the Space Research Institute.

## Maritime experts to debate regional prospects



The opportunities and challenges faced by the Middle East maritime industry as world trade continues to grow steadily will top the agenda at the Seatrade Middle East Maritime exhibition and conference (SMEM), which takes place in Dubai from 28-30 October 2014 under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President &

Prime Minister of the UAE and Ruler of Dubai.

"According to the World Trade Organisation (WTO), world trade growth of 4.5 per cent is expected this year, which although slower than the 5 per cent previously forecast, it is still nearly double the 2.5 per cent growth expected for 2013. The WTO added that conditions for improved trade are gradually falling into place, although the past few years of sluggish trade growth had reinforced the need to make progress in the multilateral negotiations," said Chris Hayman, Chairman of organizers, Seatrade.

GCC trade continues to record a surplus - US\$558 billion in 2012 (Saudi Arabia accounting for almost half of that figure) and it is estimated the GCC trade surplus hit at least US\$492 billion last year. In

2012, GCC exports topped US\$1 trillion for the first time, double that of 2009, a third of which was exported from UAE ports. Hydrocarbons represented US\$ 692 billion or almost 70% of the total export value.

"Given the global economic backdrop, these are impressive figures, the GCC is now the 12th largest economy in the world reaching US\$1.56 trillion in 2012 according to the National Bank of Abu Dhabi," added Hayman.

More encouraging economic data came from the IMF, which claimed that the global economy will grow by 3.7 per cent this year and 3.9 per cent next year. However it is an uneven recovery, with the EU only growing by 1 per cent this year and 1.4 per cent next year, dragged down by the weaker southern European economies.



## Dubai Airports powers down for green initiative



Dubai Airports flipped the switch on Earth Hour earlier than usual this year by launching a campaign to turn off all non-essential lights at Dubai International for an hour everyday over 24 days in the run-up to Earth Hour on 29 March. The campaign, which commenced at

1900 (7pm) on March 6, did not affect essential facilities within the airport to ensure smooth operations. Paul Griffiths, CEO of Dubai Airports, said, "This is a great opportunity for us to renew and increase our environmental commitment and take the lead in setting the right

example. We have been participating in the global initiative since 2009 with hour-long switch off at the airport and realized there was scope to substantially increase our contribution to the cause by extending it over several days."

"As an airport that welcomes nearly 6 million passengers from more than 125 destinations across six continents each month, Dubai International is a perfect venue to spread the message of environmental conservation far and wide. The idea is to inspire people to join in and contribute to this important cause," Griffiths added. The 24 hours of power conservation saved the airport an estimated 300,000 KWH of energy which is equal to 129 tonnes of CO2 emissions, more than 23,729 gallons of gasoline, or the same as carbon sequestered by 5,427 tree seedlings grown for 10 years.

## Abu Dhabi Airports signs agreement with ADNOC Distribution

Abu Dhabi Airports signed an agreement with ADNOC Distribution to support Abu Dhabi International Airport's (AUH) growth beyond the opening of the Midfield Terminal. The fuel services agreement will secure the provision of fuel related services at 3 of its airports – Abu Dhabi International, Al Ain International and Al Bateen Executive – for the next 20 years.

In line with the development of the Midfield Terminal Complex (MTC), both Abu Dhabi Airports and ADNOC Distribution through this agreement will work in close collaboration to develop the support infrastructure necessary to enhance both existing and new fuel supply capacity, supporting the growth of the aviation sector in the Emirate of Abu Dhabi.

Both Abu Dhabi Airports and ADNOC Distribution will invest in the

development of a new fuel hydrant system – which is the distribution pipeline network connecting the fuel farm to the fuel distribution points – supporting the MTC as well as a new state of the art Fuel Farm. These developments will service both the new MTC as well as existing terminals delivering an increase in fuel storage capacity of 130 million liters, and an improvement in the management of fuel reserves through the latest technological advances, ultimately reducing operating cost. Stretching over 20 km, the new hydrant system will serve up to 130 aircraft stands on the ground.

The investment by both Abu Dhabi Airports and ADNOC Distribution includes:

- Delivery of a new hydrant system from both the existing and new fuel farm to 130 aircraft parking stands.

- Delivery of a new fuel farm increasing Abu Dhabi Airports capacity in terms of storage from 47 million liters to 130 million liters.
- Upgrade of the fuel pipeline from the Abu Dhabi and Ruwais refineries to the Airport
- Upgrade of the existing fuel farm currently located at Abu Dhabi International Airport.

Abu Dhabi International Airport will receive fuel via three pipelines from both the Abu Dhabi refinery and the Ruwais refinery ensuring that backup supplies will be available in the event of planned and unplanned maintenance, providing uninterrupted services to the Airport. In addition to the 70,000 sq m land occupied by the existing fuel farm, Abu Dhabi Airports will make available a further 80,000 sq m of land to support the development of the new fuel farm in the East Midfield.





# 8<sup>TH</sup> WORLD CARGO SYMPOSIUM

LOS ANGELES • HYATT REGENCY CENTURY PLAZA • 11-13 MARCH 2014









# 4<sup>th</sup>

International Exhibition & Conference on Civil Aviation

## INDIA AVIATION 2014

**March 12 - 16, 2014**  
Begumpet Airport,  
Sardar Patel Road, Hyderabad, India







## AIRPORTS

## Dubai International passenger traffic tops 5.6 million in February



Double-digit passenger traffic growth continued at Dubai International for the seventh consecutive month during February, according to the latest traffic statistics issued by operator Dubai Airports.

Passenger traffic reached 5,675,246 in February 2014, up 11.7 per cent from 5,080,360 recorded during the same month in 2013. Traffic was boosted by network expansion primarily from home carriers flydubai and Emirates Airline. Year to date passenger traffic rose 13.5

per cent to 12,075,352 passengers, up from 10,640,120 during the first two months of 2013.

Regionally, the Indian subcontinent recorded the highest growth in passenger numbers (+121,794 passengers) during the period, followed by Western Europe (+117,256), AGCC (+102,217 passengers) and Asia (+66,925 passengers). Australasia was the fastest-expanding market in terms of percentage growth (+30.5 per cent)

as a result of Emirates' partnership with Qantas, followed by Asia (+18.4 per cent), Eastern Europe (+17.4 per cent) and North America (+16.2 per cent).

India remained the top destination country (699,179 passengers) with financial capital Mumbai as the busiest destination, followed by Saudi Arabia (434,454 passengers) and the UK (405,141 passengers). Doha was placed number one on the list of top destination cities followed closely by London, Kuwait and Jeddah.

Total aircraft movements rose 4 per cent to 29,220 during the month compared to 28,085 movements recorded during the same period last year. Year to date aircraft movements came in at 61,845, rising 4.1 per cent from the 59,417 movements recorded during the same period in 2013. Passengers per aircraft movements in February rose 3.9 per cent to 209 from 201 recorded during the same period last year.

## Passenger traffic up 15.6 pc at Abu Dhabi International Airport

Abu Dhabi Airports has reported a 15.6 per cent increase in passenger traffic during February 2014 at Abu Dhabi International Airport, as compared to February 2013.

The airport's passenger statistics showed that 1,411,881 passengers used the airport during the month, growing from 1,221,686 during the same month a year ago. Aircraft movements increased to 11,174 in February 2014, recording 12.2 per cent growth when compared with 9,960 movements logged in February 2013.

Cargo activity handling rose to 56,902, representing a 13.8 per cent increase when compared to February 2013.

Eng. Ahmad Al Haddabi, Chief Operations Officer at Abu Dhabi Airports, said: "The year 2014 is anticipated to be another record year for Abu Dhabi International Airport as the airport continues to register double digit growth in passenger traffic."

"Such momentum will have no doubt its challenges in terms of capacity management, quality assurance, and efficiency. In spite of that, Abu Dhabi Airports is determined to continue provide and implement innovative solutions to ease the travel experience of passengers until the MTB is opened in 2017 to introduce new meaning to modern day travel."

Within the next few years, over 20 million passengers are expected to use Abu Dhabi International Airport as their origin, destination or transit point. The Midfield Terminal Building (MTB), Abu Dhabi Airports' iconic expansion project, is being constructed to handle increasing passenger traffic. The project features one of the largest terminal buildings in the world spread over a space of 700,000 sq m and holds mega arches that span to 180 meters at its longest and up to 52 meter high at its highest point. The MTB will also presents a space of 28,000 sq m of duty free shops and restaurants and provide an initial capacity of 30 million passengers per year.





## AIRPORTS

## Bahrain Airport Company and Gulf Air announce winners in Saudi Arabia



Gulf Air, the national carrier of the Kingdom of Bahrain, and Bahrain Airport Company announced the winners of a recent FalconFlyer Mile promotion that saw Saudi's residents Dr. Thomas Jacob, Nahil Abu Elrub and Kamal Pharran.

Dr. Jacob won a total of 1,000,000 miles, while Ms. Abu Elrub and Mr.

Pharran won 100,000 and 500,000 miles respectively. The winners were presented with their miles reward at the Gulf Air's Khobar office. Gulf Air FalconFlyer miles can be redeemed for a range of benefits including complimentary flights and upgrades to premium class as well as extra baggage allowance and lounge access.

Gulf Air has announced the winners of its FalconFlyer promotional campaign in Saudi Arabia. Two main prizes were on offer. The first included one million miles; the equivalent of 10 return flights to London from Bahrain on Falcon Gold class. The second was 500,000 miles, enabling the purchase of over 40 return Falcon Gold tickets for travel within the GCC and Middle East.

Gulf Air is a major international carrier serving 37 cities in 22 countries spanning three continents. The airline operates one of the largest networks in the Middle East, with double daily flights to over 10 regional capitals, from its hub at Bahrain International Airport. Gulf Air connects Bahrain to the world and, as such, is a key national infrastructure asset, serving as a powerful driver for the economy and supporting the Kingdom's on-going economic growth.

## PACTL sets new freight volume record in early 2014



Shanghai Pudong Int'l Airport Cargo Terminal Co., Ltd. (PACTL) has achieved a year-on-year tonnage growth rate of 12.52 percent. The company handled

191,361 tonnes in January and February 2014 and this was the best result for the first two months of the year in the history of PACTL. It beat the previous record set in 2011.

PACTL's domestic cargo volumes grew by 7.14 percent to 14,199 tonnes in January and February 2014 in comparison with the same period in 2013, while its international cargo rose by 12.97 percent to 177,162 tonnes. Imports increased by 22.68 percent to 81,949 tonnes, while exports grew by 5.95 percent to 109,412 tonnes compared to the previous year.

"This shows that we were able to continue the strong performance we achieved in 2013 when PACTL handled almost 1.3 million tonnes of air freight. The positive development not only reflects growth in the domestic market and the ongoing recovery of

the international markets, but our expanding client base too", says Lutz Grzegorz, Vice President of PACTL.

PACTL is a Sino-German joint venture based at Shanghai Pudong International Airport (PVG). It brings together three shareholders – Shanghai Airport (Group) Co., Ltd. (51%), Lufthansa Cargo AG (29%) and JHU Logistics Management Co., Ltd. (20%). PACTL offers handling services to airlines and forwarders transporting domestic and international air freight via Pudong. Founded in 1999, the company has become one of the leading cargo terminal handlers in the world and has played a key role in establishing Pudong as one of the major cargo hubs in China. Based on recent figures, PACTL employs 2,200 people and serves 46 permanent and several charter customers. PACTL handled about 1.3 million tonnes of air freight in 2013.



# B2B - Classified

## Air Ambulances/ Medevac

### FAI RENT -A- JET AG

JLT Branch  
Office 3204, X2 Tower  
Jumeirah Lake Towers  
P O Box: 31425  
Dubai, UAE  
Tel: +971 4522 422  
Email: dubai@falag  
(If you want the logo listing you can  
refer Aviation Guide 2014 for both  
FAI & Samana)



### SAMANA SPECIAL MISSION

Prince Sultan St, Al Mohammadia  
District  
Jeddah, KSA  
Tel: +966 694 2922  
Email: info@samana-sm.com

## Airline Cargo

### QATAR AIRWAYS

P O Box: 32433  
Dubai UAE  
Tel: 9714 2823410  
Email: CGandhi@ae.qatarairways.com

### COYNE AIRWAYS

DAFZ, Freight Gate 5 Building  
Office 125-131, P.O.Box: 54273  
Dubai UAE  
Tel: 9714 299 3922  
Email: gulf@coynair.com

### AIR BRIDGE CARGO AIRLINES

17,Krylatskaya Street, Business  
Center Krylatsky - hills, Building 4  
121614, Moscow Russia  
Tel: +7 495 786 23 13  
Email:  
wolfgang.meier@airbridgecargo.com

## Aircraft Charters - Executive Passenger

### EXECUJET MIDDLE EAST

DUBAI AIRPORT FREE ZONE  
P.O.Box: 32072, DUBAI - UAE  
TEL: 046016300, FAX: 042997818  
EMAIL: enquiries@execujet-mea.com  
WEB: www.execujet.net

### DANA EXECUTIVE JETS

P.O.Box: 32378  
RAS AL KHAIMAH - UAE  
TEL: 072448613, FAX: 072448615  
EMAIL: ops@danajets.com  
WEB: www.danajets.com

### EMPIRE AVIATION GROUP

UNIT F-06  
DUBAI AIRPORT FREEZONE  
P.O.Box: 293827, DUBAI - UAE  
TEL: 042998444  
FAX: 042998445  
WEB: www.empire.aero

## Aircraft Charter Leasing - Cargo



**DFS Middle East FZE**  
Specialized Transport Solutions

### DFS MIDDLE EAST FZE

Office: 401, West Wing 4A  
P O Box: 54505, DAFZ  
Dubai, UAE  
Tel: 9714 3155 866  
Email: prashanth.athreya@dfs-mid-  
dleeast.com



### AIR CARGO INTEGRATORS

Office 201, X2 Jumeirah Bay Tower  
Jumeirah Lake Tower  
P O Box: 28773  
Dubai, UAE  
Tel: 9714 435 7124  
Email: dolly@aci.ae  
Box: 73678, Dubai  
Tel: +971 4 345 3319  
Fax: +971 4 345 3318  
E-mail: jp@abjad-group.net

## Aircraft Charter Brokers



### Air Charter Service

**AIR CHARTER SERVICE FZCo**  
P.O. Box 293896 Dubai UAE  
PHONE: +971 4214 9200  
FAX: +971 4 204 5086  
E-Mail: sales@acs.ae



### Lufthansa Cargo Charter

**LUFTHANSA CARGO CHARTER**  
P.O.Box 9224, Dubai, UAE  
Tel: +971 4 299 3379  
Fax: +971 4 299 3389  
Email: sales@lhccharter.com



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### CHAPMAN FREEBORN AVIATION SERVICES

Office 2056, Building 7WA, Dubai  
Airport Free Zone, P.O. Box 54619  
Tel: +971 (0)4 200 7300  
Fax is +971 (0)4 299 7032  
Cargo email: Cargo@chpman-  
freeborn.com  
Passenger email: pax@chpman-  
freeborn.com

## Freight Forwarders

### TRANSLINK LOGISTICS LLC

P.O. Box: 83932, Dubai  
Tel: +971 4 2828766  
Fax: +971 4 2828522  
Email: trns\_air@emirates.net.ae

### UNASCO LLC

P.O. Box: 8821, Dubai  
Tel: +971 4 3479967  
Fax: +971 4 3479968  
Email: unasco@emirates.net.ae

### BARLOWORLD Logistics Middle East LLC

Office 118, Block 7, Gold & Diamond  
Park Sheikh Zayed Road  
P.O. Box 120219, Dubai UAE  
Tel: +971(4)3415723  
Fax: +971(4)3415724

### BRITISH AIRWAYS WORLD CARGO

PO Box 1989, Dubai Cargo Village,  
Dnata Import Building, 3rd floor  
Room No.3044, Dubai, UAE  
Tel: +97146090208  
Fax: +97142822098

### CARGOLUX

Dubai Cargo Village Building Room  
3023, Air Cargo Terminal  
P.O. Box 5977, Dubai-U.A.E.  
Tel: +97142822071





# QUICK Reference

## Logistics Services

### ABLE LOGISTICS GROUP

P.O.Box: 30667  
DUBAI - UAE  
TEL: 042865888  
FAX: 042865522  
EMAIL: info@ablelogisticsgroup.com

### IAL LOGISTICS

P.O. Box: 494188, Dubai  
Tel: +971 4 3245222  
Fax: +971 4 3244247  
Email: iali@ial.com

### TRANSNET LLC

P.O. Box: 62369, Dubai  
Tel: +971 4 2828186  
Fax: +971 4 2828192  
Email: info@transnet-group.com

### LOGWIN AIR & OCEAN MIDDLE EAST

LIU - 108  
P.O. Box 119796  
Dubai Airport Free Zone  
Dubai, United Arab Emirates  
Tel: +971-4-299 3555  
Email: air@logwin.ae@logwin-logistics.com

## Ground Handling

### JETEX

P.O. Box: 54698, Dubai  
Tel: +971 4 2689910  
Fax: +971 4 2123999  
Email: fttops@jetex.aero

### PALM AVIATION

P.O. Box: 293711, Dubai  
Tel: +971 4 2993100  
Fax: +971 4 2993200  
Email: fttops@palmaviation.aero

### HADID INT'L SERVICES

P.O. Box: 54508, Dubai  
Tel: +971 4 299 7777  
Fax: +971 4 299 7700  
E-mail: uae@hadid.aero

### DNATA

P.O. Box: 522, Dubai, UAE  
Tel: 9714 606 4000  
Facsimile: 9714 606 4040  
www.dnata.com

## COURIER SERVICES

1. SKYCOM EXPRESS LLC	600532224
2. TNT EXPRESS	8004333
3. UNITED PARCEL SERVICE (UPS)	8004774
4. FIRST FLIGHT COURIERS (ME) LLC	042627766
5. ARAMEX	600544000
6. DHL EXPRESS	8004004
7. FEDEX EXPRESS	80033339

## CARGO SERVICES

1. TRADE WELL CARGO	065434827
2. SAT ALBATROS SEA AIR SERVICES	042997911
3. OTTA CARGO	048813388
4. SNTTA CARGO	065623616
5. MATEEN EXPRESS	042734847

## LOGISTICS SERVICES

1. KATS WORLDWIDE LOGISTICS	042826998
2. CEVA LOGISTICS FZCO	048860399
3. KUEHNE+NAGEL LLC	048141600
4. AGILITY GLOBAL LOGISTICS FZE	048131222
5. GULF AGENCY COMPANY (GAC)	048818090
6. BARFLOWORLD LOGISTICS	048819595
7. PANALPINA WORLD TRANSPORT	048701111



## EVENTS CALENDAR

## APRIL

## OPS CONFERENCE

31 March – 2 April  
Kuala Lumpur, Malaysia  
[www.iata.org](http://www.iata.org)

## CARGO FACTS ASIA 2014

1 – 2 April  
Hong Kong  
<http://cargofactsasia.com/>

## WATS 2014 – WORLD AVIATION TRAINING CONFERENCE

1 – 3 April  
Orlando, USA  
[www.halidale.com](http://www.halidale.com)

## 2ND AEROSPACE MANUFACTURING CONFERENCE

1 – 2 April  
Alabama, USA  
[www.speednews.com](http://www.speednews.com)

## ROUTES EUROPE 2014

6 – 8 April  
Marseille, France  
[www.routesonline.com](http://www.routesonline.com)

## NORDIC AIR CARGO SYMPOSIUM

7 – 8 April  
Stockholm, Sweden  
[www.euroavia.com/nordic](http://www.euroavia.com/nordic)

## MRO AMERICAS

8 – 10 April  
Phoenix, Arizona  
[www.mroamericas.aviationweek.com](http://www.mroamericas.aviationweek.com)

## MIDDLE EAST AIR CARGO AND LOGISTICS EXHIBITION

9 – 10 April  
Abu Dhabi, UAE  
[www.dubaitrade.ae](http://www.dubaitrade.ae)

## AERO FRIEDRICHSHAFEN

9 – 12 April  
Friedrichshafen, Germany  
[www.aero-expo.com](http://www.aero-expo.com)

## CAPA AIRLINES IN TRANSITION SUMMIT 2014

10 – 11 April  
Dublin, Ireland  
[www.capaevents.com](http://www.capaevents.com)

## 5TH CHINA AIRPORT CHECK-IN SUMMIT

16 – 18 April  
Shanghai, China  
[www.summit-asia](http://www.summit-asia)

## ENHANCED IOSA WORKSHOP

16 – 17 April  
Dubai, U.A.E.  
[www.iata.org](http://www.iata.org)

## 2ND CHINA AIRPORT DEVELOPMENT SUMMIT 2014

17 – 18 April  
Shanghai, China  
[www.cdmc.org.cn/2014/cads/index.asp](http://www.cdmc.org.cn/2014/cads/index.asp)

## 10TH ANNUAL TRADE AND SUPPLY CHAIN SEMINAR

23 April  
Washington D.C., U.S.A.  
[www.lfc.org](http://www.lfc.org)

## 2ND MED PORTS 2014

Marrakech, Morocco  
23 – 24 April  
[www.transportevents.com](http://www.transportevents.com)

## 27TH IGHG GROUND HANDLING CONFERENCE

27 – 30 April  
Kuala Lumpur, Malaysia  
[www.iata.org](http://www.iata.org)

## 2014 GLOBAL SUSTAINABLE AVIATION SUMMIT

29 – 30 April  
Geneva, Switzerland  
[www.enviromsummit.aero](http://www.enviromsummit.aero)

## MAY

## MULTIMODAL 2011

29 April – 1 May  
Birmingham, England  
[www.multimodal.org.uk](http://www.multimodal.org.uk)

## 24TH CNS PARTNERSHIP CONFERENCE

4 – 6 May  
Texas, USA  
[www.cnsc.net](http://www.cnsc.net)

## 5TH MIDDLE EAST FAIR OPPORTUNITIES

5 – 6 May  
Riyadh, Saudi Arabia  
[www.sci.fleminggaif.com](http://www.sci.fleminggaif.com)

## AIRPORT SHOW

11 – 13 May  
Dubai, U.A.E.  
[www.theairportshow.com](http://www.theairportshow.com)

## ACI EUROPE'S REGIONAL AIRPORTS CONFERENCE &amp; EXHIBITION

12 – 14 May  
Madeira, Portugal  
[www.aci-europe-rac.com](http://www.aci-europe-rac.com)

## AVIATION FUEL FORUM

13 – 15 May  
Dublin, Ireland  
[www.iata.org](http://www.iata.org)

## POST EXPO 2014 ASIA PACIFIC

20 – 21 May  
Hong Kong  
[www.postexpoasiapacific.com](http://www.postexpoasiapacific.com)

## CABIN SAFETY CONFERENCE

20 – 22 May  
Madrid, Spain  
[www.iata.org](http://www.iata.org)

## 10TH TRANS MIDDLE EAST 2014

21 – 22 May  
Doha City, Qatar  
[www.transportevents.com](http://www.transportevents.com)

## THE 7TH CHINA INTERNATIONAL LOGISTICS EXPO

21 – 23 May  
Beijing, China  
[www.ci-le.com](http://www.ci-le.com)

## GLOBAL TRAINING PARTNER CONGRESS

27 – 28 May  
Montreal, Quebec, Canada  
[www.iata.org](http://www.iata.org)

## AEROEXPO

30 May – 1 June  
Northampton, U.K.  
[www.aeroexpo.co.uk](http://www.aeroexpo.co.uk)

## JUNE

## CARGO WEEK AMERICAN – EXPO CARGA

3 – 4 June  
Mexico City  
[www.expo-carga.com](http://www.expo-carga.com)

## 12TH ASEAN PORTS AND SHIPPING 2014

11 – 12 June  
Jakarta, Indonesia  
[www.transportevents.com](http://www.transportevents.com)

## THE 6TH AIR CARGO CHINA CONFERENCE

17 – 19 June  
Shanghai, China  
[www.aircargochina.com](http://www.aircargochina.com)

## TRANSPORTATION LOGISTICS CHINA 2014

17 – 19 June  
Shanghai, China  
[www.transportlogistic-china.com](http://www.transportlogistic-china.com)

## SCM LOGISTICS &amp; MANUFACTURING WORLD ASIA

23 – 25 June  
Singapore  
[www.terrapinn.com](http://www.terrapinn.com)

## TOC EUROPE

24 – 26 June  
London, U.K.  
[www.tocevents-europe.com](http://www.tocevents-europe.com)

## THE CARGO SHOW AFRICA 2014

30 June – 3 July  
Johannesburg, South Africa  
[www.terrapinn.com](http://www.terrapinn.com)

## OCTOBER

## SAUDI RAIL

27 – 29 October  
Riyadh, Saudi Arabia  
[www.saudirail-expo.com](http://www.saudirail-expo.com)

## SAUDI TRANSPORT LOGISTICS AND FREIGHT EXHIBITION

27 – 29 October  
Riyadh, Saudi Arabia  
[www.saudilogitrans.com](http://www.saudilogitrans.com)

## NOVEMBER

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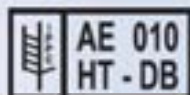
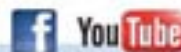
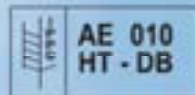
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