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Raed Hiassat
 General Manager
 AI Naboodah Cargo Centre LLC



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Who likes a spoilt carrot?

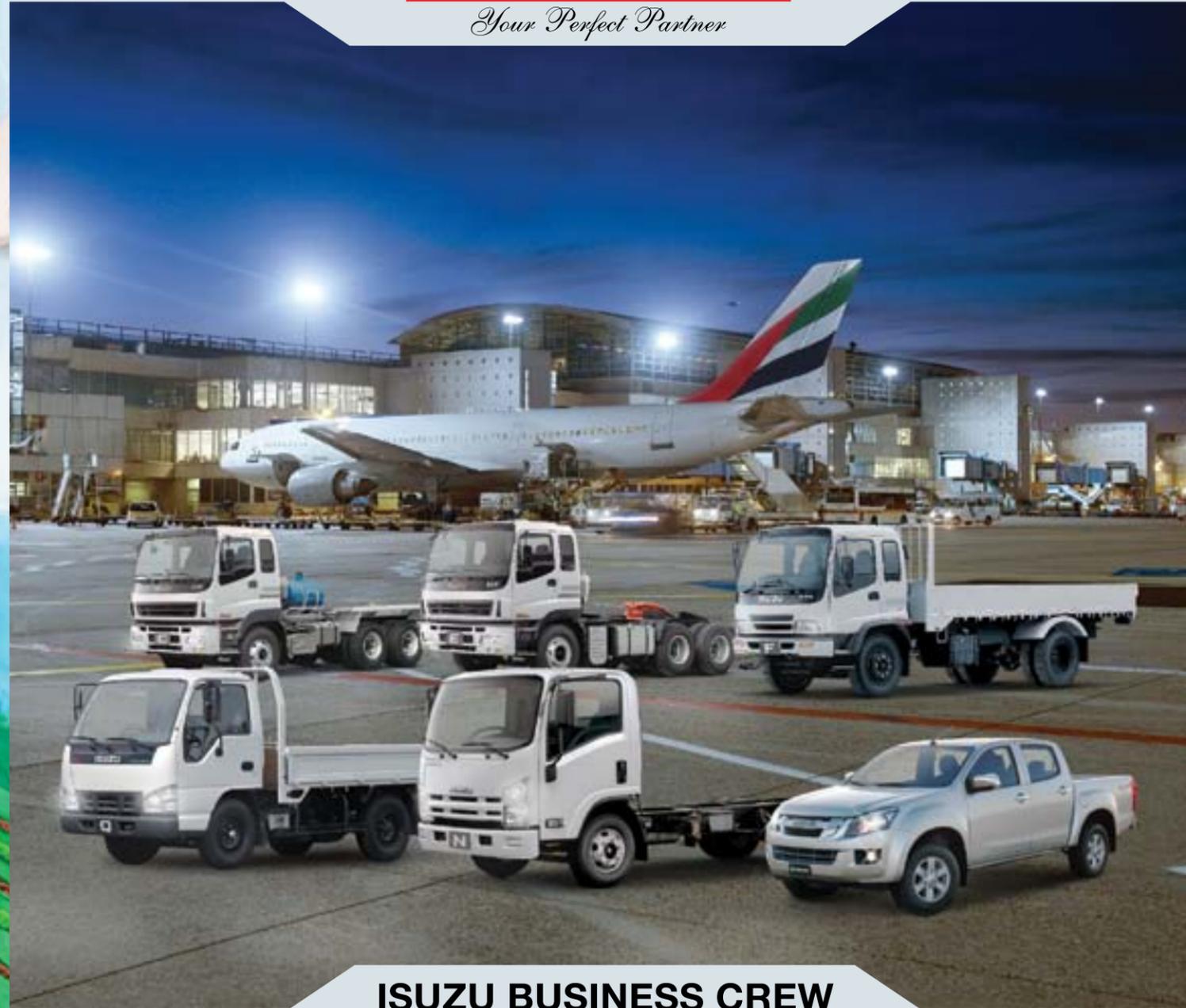
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Air Cargo Update serves as a platform to share news and discuss critical issues within the Air Cargo Industry from the Middle East, South Asia and African region.

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Editor's Note

Defying the odds – Dubai International

Dubai International, one of the world's busiest airports, has been facing tough times since the beginning of summer as the airport's two runways were closed for refurbishment, which put extra pressure on the single runway. However, the airport management revealed that Dubai International welcomed more than 5 million passengers during May. There was a slight decrease of 2.5 per cent in passenger traffic with aircraft movements also declining 26.6 per cent in the same period.

But, to compensate for the decreased number of flights to the airport, many airlines deployed larger aircraft during the runway closures, boosting the average number of passengers per flight 22 per cent year on year in May to a record 228 passengers, up from 186 in May 2013. This increase was largely driven by Emirates' growing A380 fleet which has been extensively deployed during the runway upgrade program lasting until 20 July. Defying the odds, the passenger traffic still topped 5 million – thanks to the clever strategy of the airport management, early consultation with airlines, careful planning and slot management.

Back to the global scene, a market data research company said 'the outlook for air travel is positive - global business activity (manufacturing + services) is now at a three year high.' However, growth in manufacturing and export orders, specifically, is yet to recover to 2013 year-end rates placing some doubts over strong acceleration in trade and business-related demand in the near-term. And according to IATA, although cargo markets had a boost in the last quarter of 2013, they have now leveled off. To be able to stay competitive, the airline organization insists that the air cargo industry needs to improve its value proposition and modernize processes and infrastructure cutting end-to-end shipping times by up to 48 hours.

With good news on the industry from the region and cautious reminders by international organizations, this edition of Air Cargo Update again provides the latest updates and informative articles tackling a variety of topics. The article by Frost & Sullivan takes a detailed look at the UAE logistics market and identifies its strengths and weaknesses. The article highlights that 'logistics services offer significant benefits and wider opportunities for the UAE economy and overall, the nation is on a growth trajectory and is witnessing developments that would help establish it as a prominent logistics hub'.

The summer here may look quiet but it is business as usual in our industry and the prospects are bright once the hot months are over. As we wish you a Happy Eid ahead, enjoy reading this edition and remember to send in your comments and suggestions on the look and contents of our magazine.

Sincerely,
Editor, Air Cargo Update

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flydubai highlights increased connectivity and links during trip to India

Following the announcement of 10 new flights to Delhi, Kochi and Thiruvananthapuram Dubai-based flydubai, during its inaugural trip to India, highlighted the increased connectivity of its network and the growing trade and tourism links between India and the United Arab Emirates (UAE). Tourism between India and the UAE and the rest of the flydubai network continues to drive demand for travel. There has been consistent and positive growth of Foreign Tourist Arrivals (FTA) from the Middle East to India over the last three years as investment, tourism and trade ties continue to strengthen between the two regions.

Ghaith Al Ghaith, Chief Executive Officer of flydubai, said: "We are thankful to the Indian authorities for providing us with the opportunity to deliver more options to passengers who are looking to travel between India and the UAE. The interest in this delegation reflects the increasing levels of investment, trade and tourism between the two business-friendly countries and the flydubai network highlighting the importance of improving connectivity. We look forward to working closely with the authorities going forward."

India and the UAE have enjoyed warm historical relations and have been long-term dynamic partners in the trade and economic sector. In 2013, India became the top trading partner of Dubai with a trade volume of US\$37 billion. The UAE is also India's top export destination, accounting for more than 10 per cent of its tangible exports.

Gama Aviation opens private aviation terminal at Sharjah International Airport



HE Sheikh Abdullah bin Mohammed Al Thani inaugurates Gama Aviation's private aviation terminal at Sharjah International Airport in the presence of other VIP guests

Gama Aviation FZE opened its exclusive executive terminal (FBO) at Sharjah International Airport, creating a full service private aviation hub serving Sharjah, Dubai and the Northern Emirates. The new facility, which is the latest stage of development by Gama Aviation, its investors including Crescent Enterprises, Growthgate Capital, and Sharjah's Department of Civil Aviation, was inaugurated by H.E. Sheikh Abdullah Bin Mohammed Al Thani during a ceremony.

The facility at Sharjah International Airport is already performing above its target for weekly movements as operators and owners seek to cut the transit time of principals and crew to the Northern Emirates.

H.E. Ali Salim Al Midfa, Chairman of the Sharjah Airport Authority, remarked: "Sharjah is getting increasingly popular for general aviation and business jet operators, given its uncongested ease of operations and speedy processes. Our partnership with Gama Aviation and their initiative in providing a world class executive terminal, at Sharjah International Airport, further enhances

this reputation, thereby contributing to fulfilling Sharjah's aspiration of a premier private aviation hub in the region."

Marwan Khalek, CEO of Gama Aviation added: "We have long seen the strategic potential of Sharjah as a private aviation hub. Our new lounge facility complements our dedicated hangars, maintenance facilities and fuel services. Phase two is to commence shortly with the development of a new hangar which will incorporate an expanded maintenance facility as well as a much needed increase in aircraft storage capacity."

Badr Jafar, CEO of Crescent Enterprises, also a Gama Aviation shareholder, highlighted the importance of the new terminal to Sharjah. "Over the last decade, Sharjah has developed into an internationally recognised hub for low-cost aviation and air freight. Much less well known is the extent of the airport's private aviation operations, which will be given a further boost with the opening of the new Gama Aviation terminal. Furthermore, it will help grow Sharjah's aviation economy by creating new employment opportunities and upskilling the region's talent."



Emirates SkyCargo strengthens Scandinavian trade lanes



An Emirates SkyCargo Boeing 777 Freighter

Emirates SkyCargo is set to further strengthen trade lanes between Scandinavia and its worldwide network with the start of operations to Oslo, Norway, from 2 September this year. Oslo, the Norwegian capital and centre of the country's shipping industry, will become Emirates SkyCargo's third gateway in Scandinavia after daily passenger and cargo services were introduced to Copenhagen, Denmark, in August 2011 and Stockholm, Sweden, in September 2013. The start of a daily service to Oslo, with an Emirates Boeing 777-300 ER, will provide a total of 322 tonnes of belly hold cargo capacity per week and create new trade and business

opportunities between Europe's largest oil producer and markets around Emirates SkyCargo's worldwide network.

With Oslo joining the network and the steady growth in operations since the start of the Copenhagen and Stockholm flights, Emirates SkyCargo now offers an extensive cargo service to and from Scandinavia. From flying Norwegian Salmon to cities as far flung as Singapore and Japan, electronics and pharmaceuticals to the Middle East, Africa and other markets, Scandinavian products and commodities are being moved across Emirates SkyCargo's extensive global network.

In addition to the belly-hold cargo operations, Emirates SkyCargo also currently operates six weekly freighter flights to Copenhagen, which will increase to eight when the two Gothenburg freighter flights are consolidated and shifted to Copenhagen from today.

"While Gothenburg is still an important destination, we can achieve greater efficiency by operating all the freighter flights alongside one of our key online passenger points. With eight freighter flights a week to Copenhagen, coupled with the belly-hold capacity of an all Boeing 777 operation into Oslo, Stockholm and Copenhagen, we will offer more than 2500 tonnes of cargo capacity, enabling new trade opportunities for importers and exporters across the region and across our worldwide network," said Robert Siegel, Emirates Vice President Commercial Operations Cargo, Europe and the Americas.

Emirates SkyCargo, which operates from its hub in Dubai, provides cargo services to more than 140 destinations around the world. It also operates a fleet of 13 freighters, 11 Boeing 777 Fs and two Boeing 747-400 ERFs, which operate from its new cargo terminal at Dubai World Central's Al Maktoum International Airport.

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Etihad Cargo starts freighter operations to Dar es Salaam



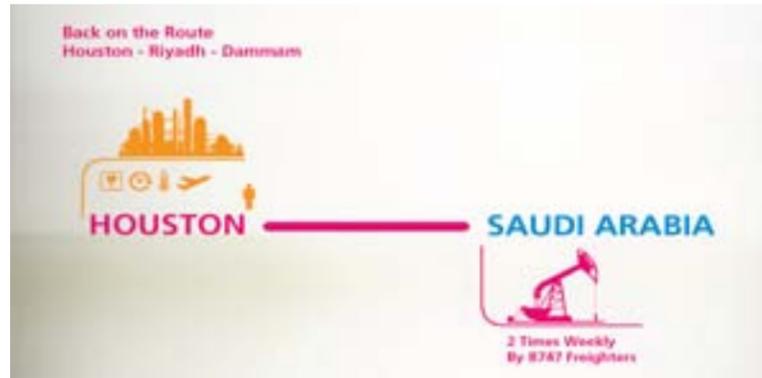
Etihad Cargo commenced a weekly freighter service to Dar es Salaam, Tanzania. On the return sector to Abu Dhabi, the freighter will also stop in Nairobi, Kenya. Dar es Salaam - Tanzania's biggest city - is a major industrial and economic centre in East Africa, and following the first Etihad Cargo flight, all subsequent weekly freighter services will operate every Monday to Julius Nyerere International Airport (DAR). Etihad Cargo will deploy one of its three Airbus A330-200 wide-body freighters on the route, offering customers heavy uplift capability of up to 64 metric tonnes.

Initially, the UAE airline expects the service to carry heavy electronics, medical equipment and food items to Dar es Salaam, with primarily perishable goods destined for the Gulf region and Europe loaded for the return flights.

Kevin Knight, Etihad Airways' Chief Strategy and Planning Officer, said: "Tanzania is a new market for Etihad Cargo, and our weekly Abu Dhabi-Dar es Salaam-Nairobi-Abu Dhabi routing will allow us to capitalise on the strong import and export demand to and from one of the fastest growing cities in Africa.

Etihad Cargo is the fast-growing freight business of UAE flag carrier Etihad Airways, offering services to 103 destinations internationally. The carrier

Saudia Cargo resumes freighter operations from Houston to Riyadh and Dammam



Saudia Cargo has announced that it is recommencing B747 freighter services from Houston, TX (USA) to Saudi Arabia as of 15 June 2014. The service will be operated with B747-400 nose-loader freighter once a week each Sunday from Houston direct to Dammam and Riyadh via Amsterdam.

"We are thrilled to be returning to the market with a direct freighter service from Houston to KSA," said Peter Scholten, VP Commercial at Saudia Cargo. "This is an important addition to our network, where we currently utilize the belly capacity on 17 weekly passenger flights from New York, Washington and Los Angeles to the Kingdom. A dedicated freighter service from the USA to Riyadh and Dammam will undoubtedly

Ethiopian Airlines adds eighth B787 Dreamliner to its fleet

Ethiopian Airlines has recently announced the addition of the eighth Boeing 787 Dreamliner to its rapidly expanding fleet. The new aircraft was delivered on 26 June. This latest additional aircraft will support the increased frequency of flights between London Heathrow and Addis Ababa as the airline moves to a daily schedule from London Heathrow on 8 July. Ethiopian, was the first airline in

strengthen our position on this strategic route" he continued. Houston is a key market for the cargo airline due to the region's lucrative oil industry. With demand estimated to grow following the introduction of this service, Saudia Cargo plans to add a second weekly flight as of September 2014.

Saudi Airlines Cargo operates a fleet of 15 freighters and sells the belly-capacity on 145 passenger aircraft for Saudi Arabia's flag carrier Saudia, spanning a rapidly expanding global network of 225 destinations. In addition to its scheduled freighter services, the cargo airline also provides cost-effective and practical worldwide charter flight solutions from a growing fleet of dedicated charter aircraft.

the world outside of Japan to receive the Dreamliner in August 2012; and was the first airline to bring the new jet to London's largest hub airport Heathrow. In addition it is already the largest operator of the B787 in Africa and is expecting a further two B787s to join the fleet this year. The existing Dreamliners in the fleet are being utilised for long haul routes between Africa, the USA, Canada and China.



Arik Air becomes first airline to link UAE and Nigerian capital Abuja



West Africa's leading airline, Arik Air, has further consolidated its position as West and Central Africa's largest commercial airline by expanding its network to include the Middle East and becoming the first airline to offer a commercial passenger service between Dubai and Nigerian capital Abuja. Arik Air will

launch its first commercial flight on this route from July 28th, and will operate five flights every week between Dubai and Lagos via Abuja. The operation of the flights on this sector will greatly benefit the growing number of Nigerian nationals living and working in the UAE as well as UAE businesspersons who travel frequently to Nigeria.

Dr. Michael Arumemi-Ikhide, Arik Air's Global Chief Executive Officer, said: "This is another exciting moment for us all at Arik Air, not only launching a new international destination, but becoming the first airline to link the capital Abuja to Dubai. As the Nigerian population in the UAE continues to increase, the need to connect the city of Dubai to Lagos Abuja was imperative." "The new flights between Lagos and Dubai recognize the increasing demand for travel between

these three very important commercial cities. There is a large community of Nigerian nationals in the UAE and the establishment of flights to Abuja and Lagos will allow them to travel to their home country directly without any delay," Dr. Arumemi-Ikhide added.

The airline has currently deployed a fleet of Airbus A330-200 aircraft on the sector with the aim of providing maximum in-flight comfort, luxury and convenience. Each aircraft is equipped with 30 Premier Business Class seats and 187 Economy Class seats.

Arik Air also announced the appointment of the UAE-based Dadabhai Travel, one of the long-serving and well-reputed travel agencies in the region, as its General Sales Agent (GSA) for the GCC region.

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In 2014 passenger traffic is expected to exceed 32 million people and Moscow Domodedovo Airport is the first Russian airport to have made it into the category of the largest airports in Europe, according to the classification by ACI (Airport Council International). Today 85 airlines, including 40 foreign operators, 28 Russian airlines and 17 air carriers from the C.I.S. countries are operating flights to Domodedovo. DME's network serves 241 destinations, 86 of which can be reached exclusively by traveling from Moscow Domodedovo Airport*.

*As of June 2014

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Qatar Airways and Hamad International Airport to pilot solutions



The International Air Transport Association (IATA) welcomed and recognized the participation of Qatar Airways and the newly opened Hamad International Airport, Doha, in two key industry programs that enhance security and improve passenger convenience.

Smart Security: Hamad International Airport, Qatar Airways, Airports Council International (ACI), and IATA signed an agreement for a pilot program for Smart Security. Smart Security is a joint project between IATA and ACI to strengthen security, improve the passenger

experience, and increase operational efficiency at airport checkpoints. Smart Security achieves this by strengthening security by focusing resources based on risk, using advanced screening technologies and process innovations. The pilot at Hamad International Airport is the third globally, after agreements with Amsterdam-Schiphol and London-Heathrow.

Fast Travel: Doha's Hamad International Airport includes five of the six Fast Travel options for self-service. These are Check-in, Bags-Ready-To-Go (known locally as the Qatar Airways My Q-Tag service), Flight Rebooking, Self-Boarding, and Baggage Recovery. Plans are also in place for the implementation of Document Check, the last of the Fast Travel options. In recognition of its achievement in giving passengers greater choice, convenience, and control over their journey, Qatar Airways was given the Fast Travel Green Award.

GCAS signs MoU with Emirates Group Security

Abu Dhabi Airports announced its training facility Gulf Centre for Aviation Studies (GCAS) signed an MoU with Emirates Group Security - Centre of Aviation and Security Studies (CASS) to provide a number of joint Aviation Security training programs.

The MoU outlines both parties' commitment to provide niche training and development in the field of Aviation Security in direct response to the industry's demands. The courses will train aviation security personnel to plan, co-ordinate and implement the application of a broad range of airport security measures in accordance with national and international legislation. Aws Al Khanjari, General Manager of GCAS said: "The UAE's aviation sector

is growing rapidly, mainly due to the steady increase in air traffic and cargo movements. Further growth is expected as a result of major aviation-related infrastructure development projects in the UAE. As such, special focus has been placed on further strengthening aviation security in the region. This MoU shows our commitment to the training and development of airport personnel across the UAE and to maintaining our high level of AVSEC standards." "The GCAS-CASS specialized aviation security training programs will equip staff with the necessary knowledge, skills and instincts required to successfully implement and manage aviation security measures. We would like to thank Emirates Group Security CASS for their commitment to this partnership and we

are excited to work together in line with our commitment to lead the development of the aviation industry in the UAE and the region by producing highly qualified aviation professionals," he added.

Additionally, Dr Abdullah Al Hashimi, Divisional Senior Vice President Emirates Group Security added: "Signing this MoU aligns with our philosophy that security is everybody's business. Through training and education we are striving to continuously enhance the security of our industry. To satisfy current and future demand our training teams are working with their colleagues in GCAS to provide high quality programs, tailored to meet our customers' needs and to be fully compliant with national and international regulations".



Aramex acquires Australian domestic courier company



Aramex, the leading global logistics and transportation solutions provider, announced its acquisition of Mail Call Couriers in Australia. The new acquisition strengthens Aramex's Asia-Pacific proposition and provides Aramex with important, technology-driven delivery capabilities in Australia. Mail Call

Couriers is a leading express courier company in the metropolitan markets in Australia. It has a strong brand and has built a reputation for developing innovative customer-focused technology and providing fast and efficient services.

Australian consumers are purchasing an increasing number of goods and products from overseas through e-commerce, with a recent study showing that only 53 per cent of online consumers buy domestically from Australian retailers. The Australian e-commerce market grew from \$30billion in 2011 to over \$37billion in 2013, with Australian consumers increasingly sourcing goods and products from the Asia Pacific region.

Australia is now the fourth largest e-commerce market in the Asia-Pacific region, providing significant opportunities for Aramex to expand its e-commerce

proposition across the region to take advantage of the increasing demand from Australian consumers for online shopping delivery solutions.

Hussein Hachem, Chief Executive Officer of Aramex said: "We are delighted to be adding Mail Call Couriers to Aramex's global network. The company has a very strong track record and an excellent management team and we are excited to support its next phase of growth. Mail Call Couriers is an excellent strategic fit for Aramex, with suitable, scalable synergies with Aramex's own global infrastructure, enabling us to play a key role in providing important delivery solutions to our customers in metropolitan markets in Australia. We will be taking Mail Call Courier's specialized 'WantItNow' technology and applying it to our other ecommerce markets across the globe."

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GLOBAL NEWS

DHL sets logistics milestone with new facility in Dubai



DHL recently opened the doors to its largest ground operations facility in the Middle East and North Africa located at Meydan in Dubai. The opening ceremony was hosted by Ken Allen, DHL Express Chief Executive Officer. In attendance at the milestone event were prominent members of the UAE business community and DHL customers including; Mr. Abdul Rahman Saeed Ghanim, Chairman Middle East General Enterprises; Mr. Abdul Rahman Saif Al Ghurair, Chairman Dubai Chamber of Commerce and Mr. Saeed Mohammed Al Ghandi, Al Ghandi Group.

DHL's latest AED 100 million investment is vital for the future of the logistics industry in the UAE and will help to further consolidate and enhance the

global connectivity of the country for at least the next 20 years. The investment will also endure DHL's continued growth and innovation in the UAE and the wider region resulting in even better transit times and network reliability.

Along with DHL partner, MGE Middle East General Enterprise L.L.C, the new facility will serve to enhance DHL's competitive advantage in the logistics industry due to its strategic location between Dubai International Airport and Dubai World Central – Al Maktoum International Airport, its state-of-the-art features and technological capabilities and best in class handling processes, all within one new modern and iconic facility.

Spanning across an area of 186,000 square feet which is equivalent to 2.5

football pitches, some features of the new facility include:

- Almost 100,000 square feet of indoor sorting and loading area
- Approximately 50,000 square feet of office space which will also serve as DHL's new head office for the UAE
- Indoor loading for up to 120 courier vans
- Over 100 CCTV cameras keeping track of every shipment across the facility
- A conveyor and sorting belt extending over two floors that's up to 300m long
- The conveyor belt can automatically weigh, measure and photograph up to 72,000 shipments per day

Saudi Kayan awards S.A. TALKE with additional logistics in Al-Jubail



S.A. TALKE - a joint venture of the German TALKE Group and their Saudi Arabian partners Sisco Group and Al-Jabr Group - is expanding its on-site logistics operations for

the petrochemical company Saudi Kayan, a SABIC affiliate, at its liquid chemicals production plant in the Saudi Arabian city of Al-Jubail. Effective immediately, S.A. TALKE is assuming additional responsibility for the supply chain management of the newly erected Natural Detergent Alcohol plant, which consists of a Fatty Alcohol Plant and a Fatty Acid Plant – there along with the transfer of material between two factories of Saudi Kayan. In connection with

these operations, S.A. TALKE has created more than 50 new jobs.

In the new factory, which is located on the grounds of the liquid chemicals production plant in Al-Jubail, Saudi Kayan produces so-called Natural Detergent Alcohol (NDA). That product is needed, among other things, to manufacture cleaning agents, lubricating oil and hygiene commodities such as shampoo. S.A. TALKE handles the complete production logistics for the new plant.

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SEKO Logistics invests to keep pace with growth in online sales



SEKO Logistics is keeping pace with phenomenal growth in UK retailers' online sales by investing in a further 152,000 sq ft logistics centre to support its omni-channel services for global fulfilment, delivery management, returns solutions and ecommerce development and design. The new location in Milton Keynes follows the opening of a similar size logistics

centre in Northampton last year and the launch last October of a dedicated omni-channel facility in Cranbury, New Jersey, for British retail brands starting out in the U.S. market. In the coming weeks, SEKO Logistics will also open a new centre at Heathrow Airport.

Keith O'Brien, SEKO Logistics' Group Managing Director, said: "Online

sales generated by UK retailers from international markets are forecast to grow sevenfold to £28 billion by 2020 and already stand at £4 billion a year. Analysis shows that international sales growth is dramatically outpacing the domestic market and will increase from its current level of 14 per cent of total online sales to 40 per cent over the next six years. We've worked with retailers and e-tailers for over a decade and have focused our investment in facilities, technology, people and services to enable them to respond to new consumer buying trends and fast track their way into the \$1 trillion global ecommerce market."

"Investing in this latest facility reinforces our position as a leading provider of logistics services in the UK and it will be a flagship operation in SEKO's global network. It will enable us to keep pace with the opportunities we are being offered by retailers and e-tailers and further demonstrate the unique choice of supply chain services we deliver to leading British and global brands as well as entrepreneurial SMEs with ecommerce-based businesses," Keith added.

CHEP Aerospace Solutions to begin trial of tracking solution for containers

CHEP Aerospace Solutions, the leading independent provider of outsourced unit load device (ULD) and galley cart services, has announced the start of a field trial of an innovative new energy-harvesting GPS and GSM* tracking solution for ULDs on board the aircraft of its customer airlines.

This latest ground-breaking innovation complements CHEP's full service ULD management and has the potential to simplify and enrich the information flows that track cargo as it moves through

the aviation supply chain. Customers will be able to use CHEP's ULDs as a proxy to track the movement of their shipment, while ensuring world-class asset control and damage reduction. CHEP developed its new tracking solution in exclusive partnership with OnAsset Intelligence Inc., the market leader in air cargo tracking solutions. The solution incorporates OnAsset's SENTRY FlightSafe® real-time data collection and GPS tracking technology—the only tracking solution approved by the Federal Aviation Administration

for use on board aircraft during flight. The tracking device installed on each ULD is connected to a solar panel and a customised power converter that harvests energy from sunlight and charges the on-board batteries. Through its upcoming field trial, which will involve 50 ULDs on board a range of aircraft, CHEP will test and validate the energy-harvesting component of the solution, and in parallel, will conduct impact testing at its Orlando-based Innovation Centre to prove the solution's overall robustness.



WACO System members move giant crocodiles to Dubai



The WACO System members Mainfreight Australia and Freightworks recently teamed up to transport two crocodiles from Queensland, Australia, to Dubai in the UAE. Ten animal handlers

took six hours to capture 40-year-old saltwater crocodile King Croc, and his mate of 20 years Queen Croc, and load them into crates designed for them by Mainfreight. "Our team specialises

in the handling and transportation of live animals internationally," said Greg Giarratana, National Airfreight Development Manager, Mainfreight International Pty Ltd. "We built crates for them specifically designed to ensure the temperature was controlled and the animals could be accessed and viewed from multiple points."

King Croc is one of the biggest saltwater crocodiles in the world, measuring five metres long and weighing 750kg, with Queen Croc measuring 3.2 metres long and weighing 186 kg. King Croc is expected to grow even bigger over the next decade. Once safely in their crates, the crocs boarded a plane to Sharjah Airport in the UAE on their way to their new home at the Dubai Aquarium and Underwater Zoo at the Dubai Mall.

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GLOBAL NEWS

Kerry Logistics wins double accolades in Asia



Kerry Logistics, a leading logistics service provider in Asia, was again honoured with two prestigious awards at The 28th Asian Freight and Supply Chain Awards (AFSCA) in Shanghai, winning Best Road Haulier - Asia and Best Logistics Service Provider - Project Cargo.

Edwardo Erni, Managing Director of China / Executive Director of Kerry Logistics, said, "We are delighted about the continuous recognition from our customers and the industry. Winning two awards for the second consecutive year mirrors our commitment to offer

best-in-class integrated logistics services and customised supply chain solutions to our customers. The awards attest to our leadership as well as consistency in service quality, innovation, customer relationship management and reliability."

AFSCA is one of the industry's top accolades in Asia and the only Asian freight award to determine its winners solely on customer satisfaction. More than 40,000 Cargonews Asia readers were polled to select the best service providers. AFSCA voters and

winners comprise leading global brand named shippers, freight and logistics companies. Kerry Logistics' unique ASEAN-wide road transportation network connects China (Shanghai, Shenzhen, Kunming) to ASEAN countries (Thailand, Vietnam, Laos, Malaysia, Singapore and Cambodia), providing shippers with effective long-haul trucking services as well as sea-land and air-land services in these geographically challenging areas.

Kerry Logistics delivers specialist services to the project cargo and heavy lift industry with customised solutions for large-scale and complex industrial projects. The Company's experts support customers with in-depth insurance expertise and on-the-ground knowledge of local customs and permit regulations. Kerry Logistics' global network and dedicated IT system ensure a flexible, cost-effective solution for projects with minimal risks.

Amadeus Gulf signs partnership with Mohebi Aviation LLC



Amadeus Gulf has recently signed a strategic partnership agreement with Mohebi Aviation LLC, the travel solutions and services division of Zainal Mohebi Holdings in Dubai. The partnership enables Amadeus Gulf to provide air and non-air content to Mohebi Aviation LLC, along with state-of-the-art products and services such as the recently

launched 'Travel Wizard'. The integrated hub allows travel agencies to benefit from a wide range of Amadeus smart solutions including Amadeus Selling Platform.

Graham Nichols, Managing Director – Amadeus Gulf, said: "The UAE is one of the fastest growing travel destinations in the world, with government and private

sectors collaborating effectively to develop quality infrastructure and facilities. This priority, in addition to the many attractions the region holds for tourists, positions the UAE's travel market on the fast-track for unprecedented growth. Amadeus is pleased to expand its presence in the market, and be a part of the revolutionary transition that the travel landscape in the region is undergoing."

Mohebi Aviation will additionally benefit from Amadeus' 10-year distribution agreement with 13 airlines from the Arab Air Carriers Organisation (AACO), besides enjoying the connectivity rendered possible by Amadeus' position in the travel sector. Amadeus' comprehensive travel content, including over 250,000 hotel properties and 36,000 car rental locations, will also be accessible to Mohebi Aviation LLC.

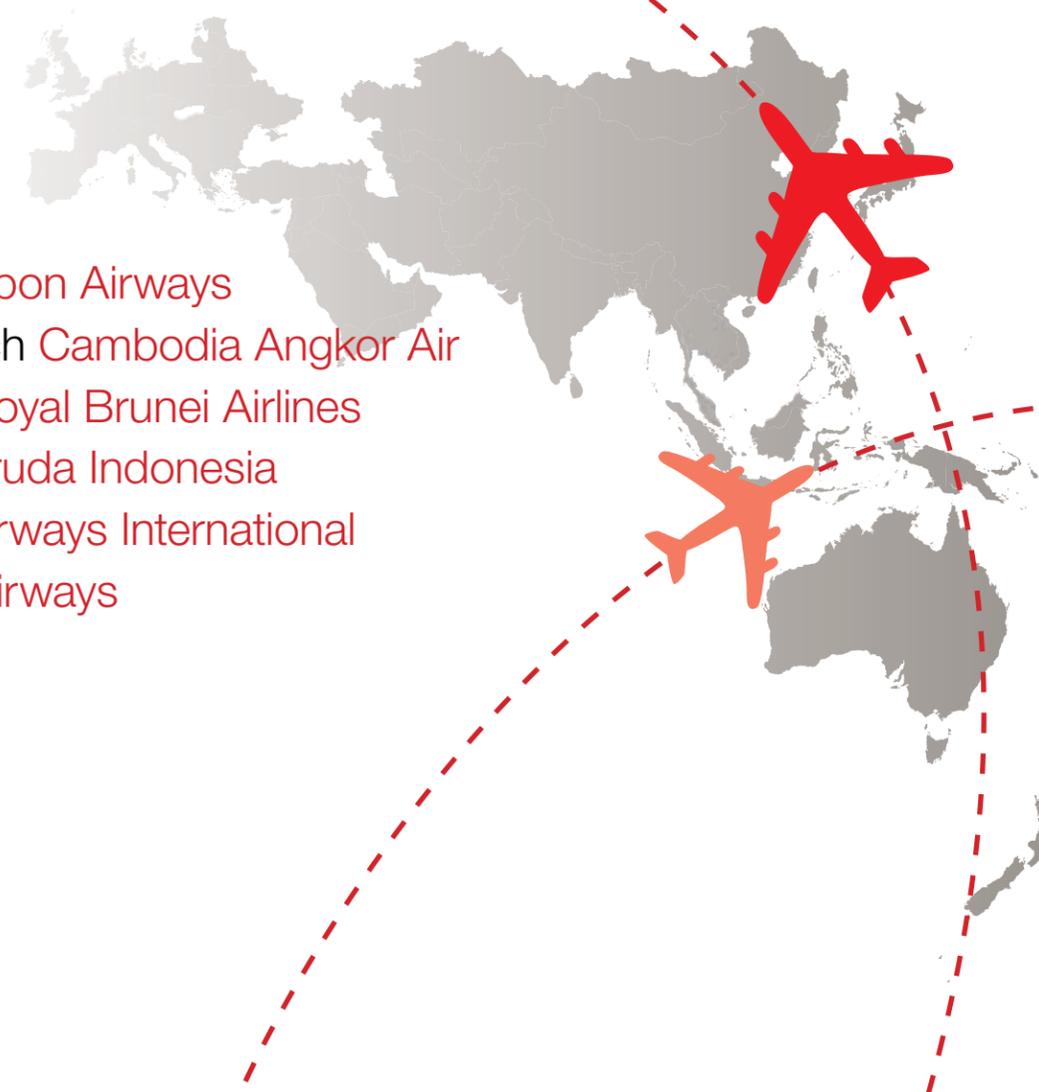
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مركز النابودة للشحن ش.ذ.م.م.
AL NABOODAH CARGO CENTRE LLC

Offering the best of multi-modal logistics services

AI Naboodah Cargo (AC), the locally owned multi-modal freight forwarder, plays an active role in many niche market activities such as Fairs & Exhibitions, Aerospace Logistics, Military Cargo and Sea-Air Cargo in addition to mainstream forwarding

With its strategic location and good accessibility by air, sea and land, the United Arab Emirates (UAE) has gained increased importance in terms of international trade and global logistics and continued to invest extensively in world class infrastructure. Frost & Sullivan estimates that the total logistics market in the UAE is worth US\$23.4 billion and without any doubt this figure is bound to go up in the near future.

The UAE's logistics scene may seem to be crowded but the leading companies strive to offer the best of innovative services and satisfy the complex needs of both local and international corporations based in the country. As a specialist in international freight forwarding and third party logistics, AI Naboodah Cargo Centre LLC began operations in 1994 and today successfully meets all logistics, contract and public warehousing requirements of its clients through experience, efficiency, and product care skills. Naturally, the company plays an integral part of its customers' supply chain.

AI Naboodah Cargo Centre LLC is part of the Saeed & Mohammed Al Naboodah Group, which provides a broad and diverse range of products and services through four core business sectors - construction, commercial, investments and real estate with over 55 years of history and now employing more than 14,000 people. Backed by nearly two decades of professional experience, high quality management skills and a dedicated work force, AI Naboodah Cargo Centre LLC has a wealth of experience and knowledge of local markets and an extensive network of well reputed partners all around the world, catering to global needs.

To find out more about what unique offerings AI Naboodah Cargo Centre LLC has for its clients, we talked to the company's General Manager Raed Hiassat in his office in Deira. Despite his busy schedule, he extensively talked about AI Naboodah Cargo Centre LLC's unique services, client base as well as expansion plans both inside and outside the UAE.

Total Logistics Solutions

"Being one of the leading freight forwarders in the UAE, we offer reliable and cost effective supply chain solutions via land, sea or air to meet even the most demanding requirements of our customers. With regional expertise as well as the global

AI Naboodah Cargo Centre LLC belongs to the Saeed & Mohammed Al Naboodah Group, one of the largest business houses in the UAE, which has several divisions that span across construction, investments, commercial activities and real estate



COVER STORY

"Our new location at Dubai Logistics City will provide facilities such as a freight forwarder's area with direct ramp access for air freight; temperature controlled warehousing; covered bulk storage and bulk facilities for sea freight. These will help Al Naboodah Cargo Centre LLC strengthen its position as a leading multi-modal freight forwarder in the UAE." – Raed Hiassat, General Manager Al Naboodah Cargo Centre LLC

exposure to suit every business need, we offer air, sea, land and 3PL with our warehouses inside Dubai Cargo Village, Jebel Ali Free Zone, Sharjah and Abu Dhabi," explained Mr Hiassat.

The company's air and sea freight teams work 24/7 for all urgent clearances and exports and they are known to be AOG (Aircraft on Ground) specialists in the UAE serving major airlines and shipping liners such as Emirates, Etihad Airways, Turkish Airlines, Qatar Airways, Maersk, MSC Line, Greenline, UASC, etc.

For Mr Hiassat who has started from junior levels and dedicated over 17 years to this sector, Al Naboodah Cargo Centre LLC is not a simple freight forwarder but a 'Total Logistics Solutions Provider' – offering more than 'moving an item from A to B'. His teams work closely with their clients to understand their needs and requirements and present favorable solutions: air, sea or land transport; warehousing needs; sensitivity of the cargo; areas of storage; bonded or not; customs formalities, etc.

"Moving cargo is the same, be it vegetables or delicate aircraft parts, which are equally important for the owner. Equally, any cargo item is precious for us and we strive to provide the best of services to all our clients. Even during the financial crisis that hit the region, our company was still profitable as we focused on niche areas, rather than struggling in already-crowded sectors with very low margins," continued the General Manager.

Wide range of services

Al Naboodah Cargo Centre LLC is strategically located adjacent to the Dubai Cargo Village, which is situated by the Dubai International. This ideal location has enabled the company to establish a proactive and professional relationship with all airlines that have offices within the Dubai Cargo Village and the airport. The company excels in air freight operations handling



substantial volumes of imports and exports ranging from general cargo and perishables to specialized commodities such as oil field equipment, military equipment, rally cars, live polo horses and many more.

Ocean Freight: As the traditional mode of international transportation for centuries, this trend continues through the new millennium and Dubai has been emerging as one of the prominent hubs in the global arena with a modern port at Jebel Ali Port. Operations, warehousing and logistics facilities at Jebel Ali and close proximity to Port Rashid, combined with the latest IT links and close co-operation with all the shipping lines, enable Al Naboodah Cargo Centre LLC to provide an efficient global service at competitive rates.

In-sourced Warehousing & Distribution: The company's own compact customs bonded warehouse within Dubai Cargo Village combined with own warehousing facilities in the Jebel Ali Free Zone allows Al Naboodah Cargo Centre LLC to provide its own range of value added ancillary services. In addition, storage facilities for perishables, temperature controlled cargo, dangerous goods and outsized cargo are made available in

close co-operation with the Dubai Air Cargo Terminal and the Jebel Ali Port Terminal.

Al Naboodah Cargo Centre LLC offers Third Party Logistic (3PL) and Warehousing and Distribution (W&D) services by implementing and enhancing its internal logistics operations with more cost effective and efficient solutions. The services include warehousing, distribution, fulfillment, transportation or a combination of all logistics operations as per the customer's choice and needs.

Sea-Air Services: The sea-air combined transport, the most innovative combination of sea and air freight for a single shipment (arriving at its destination twice as fast as ocean freight and at half the cost of air freight) has evolved as a popular mode of transport over the last three decades. Al Naboodah Cargo Centre LLC has been pioneers in handling sea-air traffic via all seaports and airports in the UAE and guarantees some of the quickest transit times achievable.

International Trucking: A fleet of insured trucks, combined with strategic alliances with major fleet owners, allows Al

Naboodah Cargo Centre LLC to deliver shipments, at customers' convenience, anywhere in the United Arab Emirates and in the Gulf. Refrigerated trucks, suspension trucks, low-bed trailers, and regular container trailers transport the full range of cargo.

Events & Exhibitions

According to Mr. Hiassat, Al Naboodah Cargo Centre LLC offers a diverse range of products. In addition to mainstream forwarding, the company plays an active role in many niche market activities such as Events & Exhibitions, Aerospace Logistics, Military Cargo and Sea-Air Cargo. Books cargo is one of the focus areas and Al Naboodah Cargo Centre LLC effectively controls over 75 per cent of the book industry logistics in the UAE. The company is the official forwarder for Abu Dhabi Books Fair 2014 and will be handling for the upcoming book fairs in each emirate. Working with all major distributors, the list of clients includes Jashanmal, Mutanabbi Bookshop, Book Worm, Royal Media, University Bookshop Sharjah, and many more.

Gaining substantial experience in exhibitions business over the years, Al Naboodah Cargo Centre LLC handles all complex needs of its clients in this sector. In addition to the timely delivery of all cargo for an exhibition, the company also can handle specific requirements such as securing permits from relevant authorities to ensure that whatever will be displayed in the exhibition is moved back and forth safely and on time.

Focus on technology

Information Technology is the backbone of successful supply chain management. Current global business trends demand information on all transactions to be available up to the

EDI systems ensure that customs documentation, manifest registration and clearance of shipments are conducted with ease. Interactive systems enable customers to access information on shipments at any chosen time

minute and with direct 24 hour access. The Al Naboodah Group companies have anchored their IT Solutions in the JD Edwards system. For its operational solutions, Al Naboodah Cargo Centre LLC has invested in the latest information systems designed for effective logistics management and link ups with the local customs departments, ports and airport authorities and local



and global partners, ensuring that all shipments are effectively tracked from origin to destination.

EDI systems ensure that customs documentation, manifest registration and clearance of shipments are conducted with ease. Interactive systems enable customers to access information on shipments at any chosen time.

"Technology should be used to our advantage. But, if not properly utilized, simple tasks may get more complicated. It is all about reducing mistakes. We keep pace with developments around us and take necessary steps in line with the changes

Al Naboodah Cargo Centre LLC aims to continually demonstrate the benefits as a 3PL and Warehousing & Distribution (W&D) services provider. The benefits include cost savings through economies of scale; establishing local or regional presence; and implementing best practices throughout the supply chain.

in rules and regulations. Remember that being a logistics solutions provider we regularly deal and maintain good relations with customs authorities," said Mr. Hiassat.

Expansion plans

As the company's business expands and takes advantage of Dubai's growing importance as a hub for Middle East and worldwide trade, plans are underway for Al Naboodah Cargo Centre LLC to establish a 15,000 sq m base within Dubai Logistics City (DLC), the world's first truly integrated multi-modal logistics platform in a single customs-bonded free zone environment situated in Jebel Ali.

"Our new location at Dubai Logistics City will provide facilities such as a freight forwarder's area with direct ramp access for air freight; temperature controlled warehousing; covered bulk storage and bulk facilities for sea freight. These will help Al Naboodah Cargo Centre LLC strengthen its position as a leading multi-modal freight forwarder in the UAE. In addition, the DLC will offer Al Naboodah Cargo Centre LLC extensive sales and marketing opportunities," remarked the General Manager.

With offices in Abu Dhabi and Sharjah, the expansion plans include other neighbor countries. A new office in Qatar is operational and by 2016 the company aims to be present in all Gulf Cooperation Council (GCC) countries serving a wider range of clientele.

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Strategic insights on the UAE logistics market

By Srinath Manda, Program Manager, Transportation and Logistics Practice, Middle East, North Africa and South Asia, Frost & Sullivan



Overview of UAE logistics industry

The United Arab Emirates (UAE), ranked as the second largest economy next to the Kingdom of Saudi Arabia (KSA) in terms of GDP among the Gulf Cooperation Council (GCC) nations, is a dominant provider to the global energy markets with its rich oil reserve base. However, the country's economy is largely dominated by the Non-Oil sectors like Manufacturing, Construction, Real Estate, Transportation, and so on. The Oil and Gas sector contributes to just about one-third of the total GDP, thus making it one of the well-diversified economies within the entire Middle East.

The UAE occupies a strategic location in the Arabian Gulf, as the major cross-road for emerging international trade and commerce between the Eastern and Western worlds, with ports on both the Arabian Gulf and Gulf of Oman. The country has gained high importance in terms of international trade and global logistics due to its advantageous geographical location and good accessibility by air, sea and road.

The transport and logistics industry in the UAE had gained from the country's location, world class infrastructure, and a progressive non-bureaucratic government that has played an active role in developing the industry. Extensive investments in state-of-the-art transportation facilities and infrastructure, flexible clearing procedures at ports and inter modal options from the UAE, are the major advantages that the country has in attracting foreign trade as compared to the other GCC nations. A positive economic outlook, corresponding population growth, and increasing potential for per capita consumption within the GCC nations also foster the positioning of the UAE as a core market for logistics services.

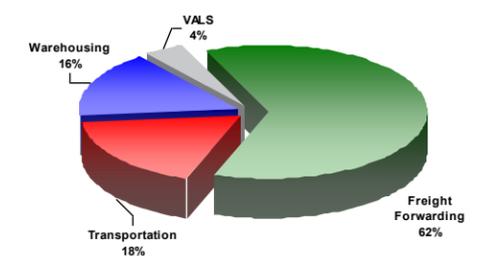
Market size and segmentation

According to Frost & Sullivan, the total logistics market in the UAE for the year 2013 was estimated at about USD 23.4 billion. This includes revenues from logistics services for domestic manufacturing, import-export trading, services and the agricultural sector. This market represents approximately 6 per cent of the country's gross domestic product (GDP) value for the year 2013.

The UAE occupies a strategic location in the Arabian Gulf, as the major cross-road for emerging international trade and commerce between the Eastern and Western worlds, with ports on both the Arabian Gulf and Gulf of Oman.

In terms of functional segments, the total logistics market in the UAE comprises transportation services, warehousing services, freight forwarding services, and Value Added Logistics Services (VALS). Freight forwarding represents the largest share with about 62.0 per cent; transportation is the second largest contributor with about 18.0 per cent of total logistics revenues owing to significant distribution activity. The final two contributors to logistics revenue are warehousing at about 16.0 per cent and VALS, such as packaging and labelling, at about 4.0 per cent.

Exhibit-1: Total Logistics Market Revenue Share by Segment (UAE), 2013



Source: Frost & Sullivan

Among end-users of logistics services, food and beverages, building materials, engineering equipment, and metals are industries with relatively higher logistics spend (higher logistics cost) than the other manufacturing industries, as a share of their revenues.

Freight forwarding is the mostly outsourced logistics function in the UAE with 80-90 per cent companies (end users) outsourcing this function to logistics service providers (LSP). Transportation is the next most outsourced function with 60-70 per cent companies across industries using LSPs for this function. Only 30-40 per cent of end users outsource the warehousing function and less than 10 per cent end users outsource value added logistics functions such as packaging, labelling, quality check, etc.

Low levels of local manufacturing

The UAE has very limited levels of domestic manufacturing activity, as the industry is largely characterized by trading and re-export activity. Due to this scenario industries need just freight forwarding services from LSPs in most cases, leaving very limited scope for using end-to-end logistics services. This restrains growth potential of the logistics market in the long run. Also, despite the revival of the economy and global trade, the UAE is anticipating a significant growth only in trading rather than showing signs of improvement in local manufacturing, which is discouraging for current and potential logistics service providers in the country.

High reliance on manual labor

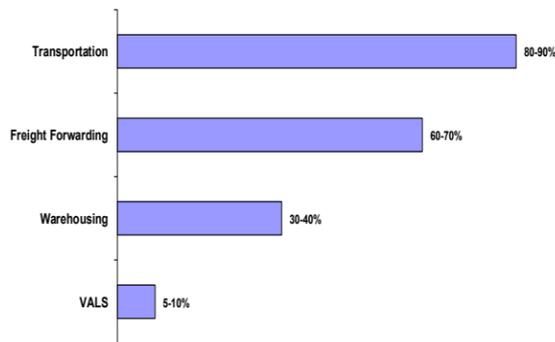
As of 2013, overall level of technology usage in logistics



functions by companies in the UAE was found to be significantly low; except among a few multinationals. Many logistics companies as well as end-user companies rely mainly on manual labor to get things done. Less than 10 per cent of the end users reported using some form of technology solution to support their logistics functions. These solutions included basic inventory management packages and barcode systems. Further, the limited availability of technology partners in the region, especially in the area of supply chain software, limits the adoption of logistics technologies among both LSPs and end-user companies. This is considered to be a major challenge in improving the domestic logistics market in the country.

According to Frost & Sullivan, the total logistics market in the UAE for the year 2013 was estimated at about USD 23.4 billion. This includes revenues from logistics services for domestic manufacturing, import-export trading, services and the agricultural sector.

Exhibit-2: Share of Outsourcing by Logistics Function (UAE), 2013



Competition overview for Logistics Service Providers

The logistics market in the UAE is highly fragmented with several thousands of unorganized participants holding the dominant share of the market. These include unregistered transporters, storage providers, and freight forwarding agents. In addition, foreign LSP definitely need to have a local partner in order to effectively penetrate the domestic logistics market.

The leading 3PL service providers in the UAE continue to

be those with strong capabilities in freight forwarding, international transportation and domestic distribution services. Multinational LSP such as DHL and Agility have a very strong presence, especially, in the freight forwarding market segment. Leading regional (Middle East-based) or domestic logistics players such as Aramex, GAC Logistics, Al Futtaim Logistics and Swift Logistics have strong position in domestic transportation and warehousing segments.

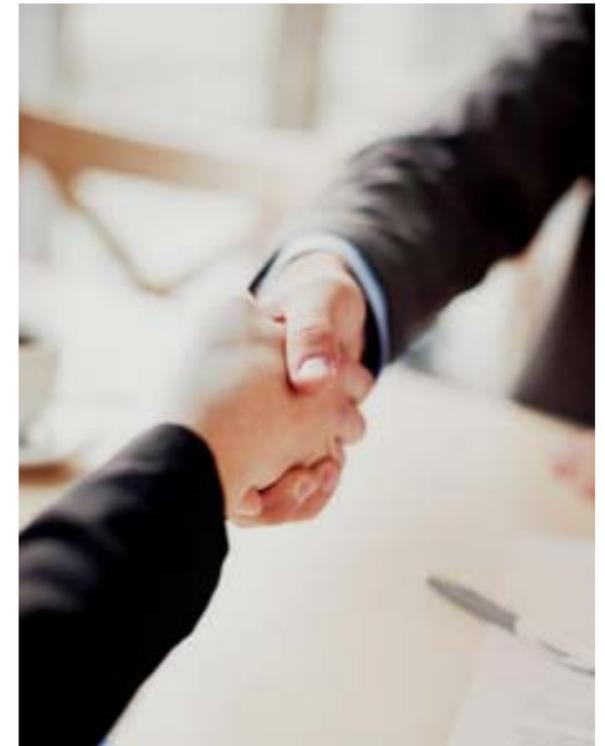
Government owned or supported entities dominate the market in their respective segments - such as Emirates Airways in Air Cargo; Abu Dhabi National Tanker Company (ADNATCO) in oil and gas cargo, and Jebel Ali Free Zone (JAFZA) in warehousing infrastructure.

Outlook for the UAE logistics market

Logistics services offer significant benefits and wider opportunities for the UAE economy. Overall, the nation is on a growth trajectory and is witnessing developments that would help establish it as a prominent logistics hub. The UAE logistics market is likely to benefit from strong growth of trade volumes between Europe and Asia, and also steady growth



Many logistics companies as well as end-user companies rely mainly on manual labor to get things done. Less than 10 per cent of the end users reported using some form of technology solution to support their logistics functions. These solutions included basic inventory management packages and barcode systems.



and development of manufacturing activities in the country and its neighbors like the Kingdom of Saudi Arabia.

Transportation practices in the UAE are likely to change with upcoming transport infrastructure developments in the region such as the GCC wide railway network with tracked freight lines, and road networks across the Emirates anticipating transformation into freight lines, both expected to be operational by around 2017-2018. Such projects are most likely to drive down transportation costs to a commendable extent. Warehousing and VALS practices are also expected to improve with improving logistics infrastructure.

The country is expected to witness healthy growth in import and export trade levels in the coming few years with improving growth of major developing economies such as China and India. Capitalizing on the availability of world-class port infrastructure, a surge in import and export trade volumes and steady upward trend of local manufacturing, the total logistics market is expected to reach USD 27.0 billion in 2015.

Significant growth opportunities exist for LSP in areas such as logistics infrastructure development, integrated global supply chain solutions, multimodal transport and specialized warehousing services. The increasing economic integration of GCC nations coupled with evolution of supporting logistics infrastructure is likely to result in progressive fortunes for the UAE logistics industry.

With billions of dollars being invested in fast-track development of transportation infrastructure, the UAE, a dominant provider to global energy markets, faces unprecedented opportunities and challenges to retain its position as a world-class logistics hub. The logistics fraternity is in for interesting times, as railways become the game changer in GCC transportation and its consequent impact is seen on the UAE logistics market.

Conclusion

The UAE's strategic geographic location in the Arabian Gulf and its superior logistics infrastructure in the Middle East have consolidated its position as a key logistics and transshipment hub for international trade between the manufacturing nations in the Asia Pacific and leading consumer markets in Europe and Americas. In addition, the country also acts as a key logistics hub for regional distribution to countries in Middle East and Africa. With a strong recovery in the global trade volumes as well as a steadily growing domestic market, the logistics market in the UAE is set to witness impressive growth in the next decade.

However, LSPs need to improve upon their capabilities in technology usage and also address emerging challenges such as shortage of skilled professionals, so that the growth momentum is not retarded. The Government on the other hand should actively focus on rapidly improving railway infrastructure for domestic cargo movement so as to provide an alternate mode of transport.



Re-energizing Air Cargo industry



A lot of hopes are pinned on the new government led by Narendra Modi of the Bharatiya Janata Party (BJP) in India. In the previous regime (a coalition government) there was policy-paralysis, indecisiveness etc which has had a negative influence on various sectors, thus slowing down the economy in general. The BJP in a clever campaign, orchestrated by Modi, came up with a development agenda and a strong and stable leadership. It worked. Now that the BJP is at the helm of affairs, it is on them now to fast-track development in various sectors, including aviation. The government seems have to started off on the right note, trying to entuse confidence in investors.

Redrawing air cargo plans

Recently, the Secretary for Civil Aviation, Ashok Lavasa, while reviewing the functioning of the Airports Authority of India (AAI), gave direction for drawing plans to develop domestic cargo terminals throughout the country. Highlighting the importance of air cargo infrastructure in the country which is a barometer of global economic health, Lavasa mandated that the works shall be in sync with the Government's plan for development of air cargo facilities throughout the country and development of national logistics network for faster movement of cargo goods.

24 Airports identified for cargo terminals

The Ministry of Civil Aviation believes that improving efficiency in the existing infrastructure is a continuous process, therefore, additional infrastructure is also to be planned and put in place wherever feasible. This is in continuation with the recent development of cargo terminal buildings at Coimbatore and Trichy. Similar



FEATURE

facilities are to be established at other airports also. The AAI accordingly has informed that it has recently established cargo facility at Mangalore airport with an area of 1400 sqm for international cargo and 1100 sqm for domestic cargo thereby providing an annual holding capacity of 5000 tonnes for international import cargo, 13000 tonnes for export cargo, 18000 tonnes for domestic in-bound cargo and 21000 tonnes for domestic out-bound cargo. The AAI said in all 24 airports have been identified for development of such domestic cargo terminals.

Presently, air cargo represents about 10 per cent of the airline industries' revenue and it has potential to grow further. About 35 per cent of the value of goods traded internationally, is transported by air. Transport and logistics industries are closely related so far as growth and development of economy is concerned. Thus with a boom in economic activity, demand for transport and logistics is sure to be in demand. Further, with globalization and present trends of international marketing boom in the industry, it is expected to boost the cargo traffic both in urban and urban areas.



The Ministry of Civil Aviation had setup a working group to study the air cargo logistics in India and had released a report in May 2012. The report envisages that there is strong relationship between growth in international trade and logistics infrastructure. During the year 2013-14, all operational airports maintained the two million metric tonne (MT) mark (1.4 MT international and 0.8 million MT

domestic); specifically freight handled was 2279.12 thousand tones, which indicates an increase of four per cent over the previous year. At a growth rate of five per cent by 2017-18, it is forecast to touch 2796 thousand MT and at a growth rate of 8.2 per cent beyond 2017-18, it is forecast to touch 4142 thousand MT by 2022-23.

Efficient Cargo System Essential

There is no doubt whatsoever that an efficient air cargo and logistics sector is vital for competitive trade and investment which had been affected in the recent past, though India follows an open skies policy with respect to all-cargo operations. Despite that the cargo sector has largely remained untapped. Bharat Thakkar states that if India is to join the global supply chain, then it is imperative that they be allowed to operate in terms of all-air cargo services or the government should create the necessary infrastructure (warehouses, high-volume through-put systems, road network, information technology etc).

Just creating infrastructure alone is not sufficient, the government has to create an eco-system for the aviation industry, including air cargo, to flourish. One of the requirements is creating dedicated air cargo capacity. A report by Deloitte has said that it was imperative to unilaterally dismantle barriers to entry, including 100 per cent foreign direct investment. This, it is believed may happen as the government has already announced 100 per cent FDI in sensitive defence sector.

Some of the major hindrances in India have been inefficient customer processing and long dwell times; archaic regulations; limited infrastructure, poor logistics network; lack of automation and security issues.

Cargo volumes consistent growth

Though India declared in 1990s the Air Cargo Open Sky policy, it has not leveraged the advantages that follow. Indian air cargo traffic witnessed consistent growth till 2010-11 at more than 10 per cent CAGR, decline in economic growth rates have resulted in a drop in traffic for 2011-12 and 2012-13. This is largely due to drop in international cargo volumes that accounts for two-thirds of the total air cargo. In 2012-13, air freight traffic stood at 2.20 million tonnes. Nonetheless, as the economy revives, air cargo volumes are expected to grow with industry estimates putting the growth at 8 to 10 times over the next 20 years.

The air cargo supply chain includes airlines, customs, ground services, air cargo forwarders, domestic transportation, air cargo terminals, distribution centres and integrated international express services centres. Facilities for handling and processing cargo at the airports are critical in this supply chain. Government of India has undertaken upgradation



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and modernization of air cargo facilities at various airports (Mumbai, Delhi, Chennai, Bengaluru, Kolkata, etc.) over the last 5-7 years in order to enhance cargo handling capacity at airports.

Air cargo traffic in the past decade has grown sharply on account of a robust overall economic growth and response by airports and airlines to meet the demand. To provide a boost to the sector, investment plans have been drawn by government as well as concessioned airports.

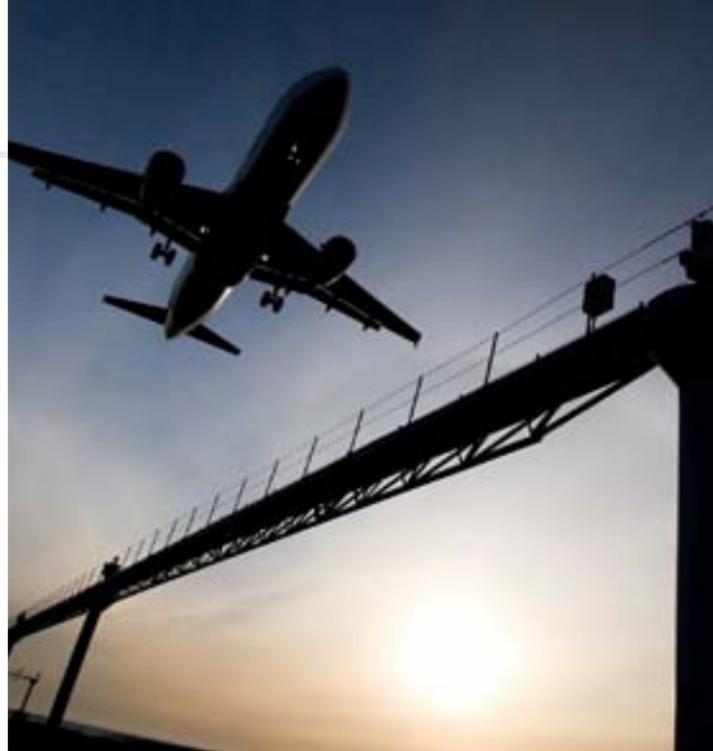
While a new air cargo terminal by Delhi Cargo Service Centre (DCSC) with a capacity of handling 1.25 million tonnes of air cargo has become operational at Delhi Airport, DIAL has already initiated consideration of building a world class cargo village to facilitate air cargo trade and provide freight forwarders on-airport warehousing and office facilities¹⁸. A deal has been signed to set up a free trade zone at Rajiv Gandhi International Airport in Hyderabad, India's first airport based commercial zone. More recently, AAI has issued RFQs for private participation in six airports including the Chennai and Kolkata airports on PPP basis with scope of works including building new cargo terminals.

The 12th Five Year Plan projections suggest that overall volumes of cargo will grow at 10.6 per cent CAGR to 4.4 million tonnes by 2016-17. In order to meet this demand, the Civil Aviation Ministry plans to establish cargo terminals at 24 major and non-major airports by 2020 in addition to the Multi-modal International Cargo Hub and Airport at Nagpur (MIHAN).

Most of the recent projects for development of airport infrastructure have been undertaken through PPPs. Over the 11th FYP, total investment made by private airport operators was to the tune of \$5 billion. The AAI spent around \$2 billion during the period to develop several major and non-major airports. In the 12th FYP, an investment of \$11 billion has been planned for the overall airports sector. Of this \$8 billion is expected to come from the private sector and remaining from AAI.

Policy initiatives to attract investments

The Ministry of Civil Aviation has formed an Inter-Ministerial Air Cargo Logistic Board headed by Secretary, Ministry of Civil Aviation. The Board is expected to establish policy guidelines for setting up of air cargo facilities at airports and will also set performance standards relating to the quality of service for air cargo. It will also review, on a continuous basis, the general and sectoral policy regime governing air cargo logistic operations to improve efficiency. Initiatives from the government to facilitate participation of private players in the air cargo business has enabled entry of several leading private – domestic and global cargo operators such as Celebi, CSC, Menzies bringing in the latest technology



and best practices. Other initiatives include introducing round-the-clock customs clearance services at 12 air cargo complexes. Augmentation of cargo handling capacities at the airports includes establishment of the Mangalore International Air Cargo complex by Airports Authority of India (AAI) and construction of a modern air cargo hub and fully automated cargo handling system at Chennai Airport. Non-metro airports including Guwahati, Chandigarh, Surat and Trichy have also planned for additional cargo capacity.

Sector Outlook

There is scope for growth in air-cargo sector in India as overall air cargo traffic in India remains less than that of individual airports like Dubai, Hong Kong, Memphis, Shanghai, Incheon and Anchorage. Even though cargo related infrastructure has been developed and enhanced at major Indian airports in recent years, procedural aspects may need continued focus to unleash future growth prospects.

Also, further investments may be required in cold chain infrastructure facilities to handle perishable commodities; agent warehouses, office areas and other facilities located near the terminals; off-airport cargo facilities; etc. Off-airport cargo facilities have been discussed by the industry for a long time and there has been a movement in that direction at some airports. Suitable policy measures such as spelling out the framework for sharing of charges / revenues between the on-airport and the off-airport facilities may need to be considered to facilitate investment in such facilities.

The new Minister of Civil Aviation, Ashok Gajapathi Raju on assuming office said that operationalisation is one of the key concerns whereas an immediate analysis of the crisis in the aviation sector is required, to take steps towards creating level playing fields for all airlines. Referring to the role of foreign players in the aviation sector, he said, 'we have to be of use to them without being detrimental to us'. There is promise of the sector getting a much-needed boost.



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Great risks and greater responsibilities in IT security

The need for advanced security is heightened further as we witness the transition to the third platform of computing as defined by IDC, driven by the emergence of cloud, big data and social technologies. "The third platform has matured rapidly since its emergence. 2013 was no exception. Adoption of Software-as-a-Service (SaaS) has grown significantly and that growth continues to accelerate. Adoption of Infrastructure as a Service (IaaS) is on a similar growth trajectory. Increasingly, businesses are demanding access to business applications on their mobile devices as the office becomes more and more virtual," reveals Art Coviello, Executive Vice President EMC, Executive Chairman RSA, The Security Division of EMC.

Coviello points to a recent independent global survey of 3,200 IT and business decision-makers, sponsored by EMC that identified third party access of company applications (43pc) and mobile access to corporate networks (40pc) as two of the top security concerns identified across all respondents. The findings elaborated a need for technologies and intelligence-driven security solutions in the era of the third platform.

Against, this context, Coviello highlights the top five predictions for security:

1. BYOD is so 2013. The new thing is BYOI: One of the interesting trends of the third platform has been the consumerisation of IT as companies have given employees greater latitude in accessing corporate resources and data via their own personal devices (BYOD). The next evolution of this trend will be the consumerisation of ID or identity as employees increasingly push for a simpler, more integrated system of identification for all of the ways they use their devices. Identity will be less entrusted to third parties and increasingly be something closely held and managed by individuals – as closely as they hold their own devices. 2014 will be the dawn of Bring (and control) Your Own Identity (BYOI).

2. The return of the insider threat: The insider threat is an issue that seems to rise and fall like fashion in our collective consciousness. The events of the past year have brought the issue front and center once again in a powerful way. In 2014, we will see companies pay greater attention to the insider threat and take steps to protect themselves from the risk of substantial damage to revenue, brand and even business continuity.

3. The future is cloudy: Expect both public and private cloud providers to aggressively address the security of their clouds as a competitive differentiator and to stave off advancing threats to their business. Providers of cloud security should have a banner year in 2014.

4. 2014 is the tipping point year of mobile malware: As businesses provide greater mobile access to critical business



applications and sensitive data and consumers increasingly adopt mobile banking, it is easy to see that mobile malware will rapidly grow in sophistication and ubiquity in 2014. We've already seen a strong uptick in both over the past few months and expect this is just the beginning of a huge wave. We will see some high-profile mobile breaches before companies and consumers realize the risk and take appropriate steps to mitigate it. Interestingly, the Economist recently featured an article suggesting such fears were overblown. Probably a good idea to be ready just the same.

5. The Internet of Things: The hacking target of tomorrow is the Internet of Things or the growing network of devices that sense and control real-world systems. From cars to medical devices to smart electrical grids, we will see an increasing number and growing sophistication of attacks on the Internet of Things. We will see more attacks that have truly destructive – as opposed to disruptive – power.

"While there are certainly significant challenges ahead of us, my conversations with our customers, partners, and industry peers leave me more confident than ever in our ability to meet those challenges head on. All in all, it's the industry's growing adoption of an Intelligence-Driven Security model, leveraging Big Data, in-depth analytics and

dynamic, integrated controls to provide contextually-aware security, that is enabling companies to effectively address the challenges they can see today and those still beyond the horizon that does give me confidence," he concludes.

Middle East businesses facing cyberattacks

In another announcement, Cisco revealed that Middle East businesses face unprecedented levels of cyberattacks, as global security vulnerabilities and threats against systems, applications, and personal networks have reached their highest-ever recorded level.

In the rapidly evolving world of security threats, total global threat alerts increased 14 percent year-on-year from 2012 to 2013, Cisco revealed in its Annual Security Report. Around the world, a sample of 30 of the world's largest Fortune 500 companies generated visitor traffic to websites that host malware, with the Middle East's energy, oil, and gas sector seeing a sharp rise in malware attacks.

"Organizations across the Middle East and Africa must realize that it is no longer if they will be targeted by cyberattacks, but rather when," said Rabih Dabboussi, Managing Director, Cisco UAE. "Chief Information Security Officers face growing pressure to protect terabytes of data on an increasingly

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porous network, manage information safely especially on the cloud, and evaluate the risks of working with third-party vendors for specialized solutions – all in the wake of shrinking budgets and leaner IT teams.”

The Middle East and Africa region is posting strong adoption of smart devices, set to grow from 133 million in 2013 to 598 million in 2018, and cloud computing, set to post the world’s-strongest cloud traffic growth rate from 17 exabytes in 2012 to 157 exabytes in 2017, according to Cisco.

However, while increasing mobility is rapidly enhancing daily lives and businesses, it is also driving more complex security threats and solutions. Businesses across the Middle East are at high risk, with 65 percent of employees not understanding the security risks of using personal devices to the workplace, according to Cisco’s recent Middle East ICT Security Study.

As a result, cybercriminals are increasingly attacking Internet infrastructure rather than individual computers or devices, with password and credential theft, hidden-in-plain-sight infiltrations, and breaching and stealing data.

Survey findings

The Cisco 2014 Annual Security Report also flagged up a host of troublesome trends, including Android mobile devices bearing the brunt of 99 per cent of all mobile malware, Java being the most frequently exploited programming language, and Multipurpose Trojans counting as the most frequently encountered Web-delivered malware.

Specific business sectors besides energy, such as pharmaceutical, chemical, electronics manufacturing, agriculture, and mining are showing sharp rise in malware attacks.

Furthermore, the report indicates a shortage of more than 1 million security professionals across the globe in 2014, as most organizations do not have the people or systems to continuously monitor extended networks or detect infiltrations, and then apply protections, in a timely and effective manner.

Advanced malware protection

Anticipating the high demand for state-of-the-art security solutions, Cisco and its company Sourcefire have fully integrated the Advanced Malware Protection solution into Cisco’s Content Security Portfolio of products, including Web, Email Security Appliances, and Cloud Web Security Service, to protect the more than 60 million enterprise and commercial users who use Content Security solutions.

Advanced Malware Protection’s effectiveness draws from integrating Cisco and Sourcefire cloud security intelligence networks, in order to detect and protect against cyberattacks. The solution also evolves to provide continuous monitoring and analysis across the extended network before, during, and after an attack, along with retrospective remediation of advanced threats.

“In order to restore trust in people, institutions, and technologies, our Advanced Malware Protection solution empowers defenders with real-time knowledge about expanding attack surfaces, and provides our customers with the best advanced malware protection – from the cloud to network to endpoint,” concluded Rabih Dabboussi, Managing Director, Cisco UAE.

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EVENTS

Region's \$15bn ICT spend boosts GITEX proposition off in Dubai



With regional ICT spending projected to cross US\$ 15 billion this year and hit US\$ 20 billion by 2020 (Source: IDC), this year's GITEX TECHNOLOGY WEEK is to solidify its position as the premier gateway to the world's fastest-growing and investment-rich ICT markets.

Positive spend in the developing regional ICT market has spurred exhibitor demand to an all-time high and the majority of floor space at the region's most important marketplace to showcase cutting-edge trends and agendas is already sold out. The significant demand increase has yielded early commitments from new country pavilions including the Czech Republic, Singapore, and

Switzerland. Africa, a huge ICT growth market, is represented this year with Nigeria selected as the show's Official Country Partner.

GITEX TECHNOLOGY WEEK will feature the world's top ICT brands in 12 sector-specific technology industries supporting four industry-leading themes: Smart, Cloud, Big Data and Mobility. Spanning more than 100,000 sq m of exhibition space, GITEX TECHNOLOGY WEEK – returning to Dubai World Trade Centre (DWTC) from 12-16 October, 2014 - will gather more than 142,000 ICT professionals, 25,000 C-level executives and over 3,700 exhibitors from 61 countries.

"GITEX Technology Week continues to evolve year-on-year and this year

is no different - our largest show to date will cover every aspect of the global ICT spectrum and showcase a raft of significant technology and mobile innovations that will shape our future societies for decades to come," said Trixie LohMirmand, Senior Vice President, DWTC.

"Our 34th show will host cutting-edge technology demonstrations, engaging conference programmes, wide-ranging discussion forums and unparalleled networking opportunities for tailored sectors across the ICT industry. Exhibitors, visitors and the industry at large can expect a dynamic offering in-line with this year's governing theme of 'Reimagining Our Future'.

With GITEX Technology Week presenting strategic investment inroads into the lucrative Middle East and African ICT markets, a host of international exhibitors and visitors will benefit from an evolved attendee experience integrating the latest ICT innovations. The new 'On Track for the Smart Experience' initiative will feature paperless mobile registration, smart networking and interactive navigation and marketing.

Turkish Cargo receives ANAMA award

Turkish Cargo was recently awarded from ANAMA (National Association Air Cargo Agency) due to its remarkable growing performance, frequency and destination development in Italy during 2013.

ANAMA is a leading association in Italy that brings together air cargo forwarders under its umbrella. The members of ANAMA annually vote by notary and rank air cargo sector players about different section performance.

During the gala dinner, which took place on 11 June was attended by Cargo Carriers, Cargo GSA, Ground Handling Agencies. Around 500 participants ranked and awarded special plaques which is known to be equally prestigious in Italy for air cargo business.

Furthermore, the ANAMA has a different voluntary role for supporting the children who suffer from leukaemia

disease and Turkish Cargo was one of the sponsors offering free tickets since 2010. Revenue gained from the gala dinner was donated to the hospital for treatment of children.

Finally, the company believes that this Award will positively affect Turkish Cargo's reputation in Italy market; increase visibility and motivate customers to work more with Turkish Cargo.

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EVENTS

Saudi Airlines Cargo wins industry award for 2nd year



Saudi Airlines Cargo has been awarded the "Air Cargo Industry Achievement Award 2014" in an event organized by Air Cargo Week in Shanghai (China) on 18 June 2014. Accepting the Air Cargo Industry Achievement Award on behalf of Saudia Cargo for the second consecutive year was Peter Scholten, VP Commercial.

"On behalf of the team at Saudia Cargo, I would like to thank the readers

of Air Cargo Week, without whom it would not have been possible for us to win this prestigious award," said Nabil Khojah, CEO. "I also wish to express my gratitude to Saudia Cargo staff for their continued in line with the company vision and mission. We have made significant progress in terms of improvement, and this award serves as recognition and evidence of that progress to date," he added.

The Air Cargo Week World Air Cargo Awards is an important annual event which celebrates excellence and achievement in the global air cargo industry. Based on readers' votes, this award takes into consideration a number of factors, including commitment to the development of air cargo, investment in new products and services and consistent pattern of growth.

Saudi Airlines Cargo has grown significantly over recent years, both in terms of its belly capacity as part of the Saudia fleet on the passenger side and its own freighter capacity. This growth has resulted in increased frequencies to existing destinations as well as new routes to several destinations across the globe. The airline continues to invest in new products, having recently launched Pharma.2.World Active, a high-tech solution used to maintain temperatures of pharmaceutical and life science products during transport, as well as other innovative solutions such as the OK2GO online tool and the electronic air waybill (e-AWB).

Countdown begins to 2015 UITP in Milan

The countdown to the 61st UITP (International Association of Public Transport) World Congress and Exhibition in Milan has begun, with the event now less than one year away. The city of Milan will play host not only to the Universal Exposition in 2015 but also the biennial UITP World Congress and Exhibition (8-10 June 2015). Politicians, transport CEOs and urban visionaries from around the world will convene in Milan to discuss the challenges facing public transport: dealing with growing urbanization; liberating cities from congestion; offering better quality services; finding alternative funding,

reacting to changing customer needs and more.

Alongside the Congress sessions, the 30,000 sq m exhibition area will present and demonstrate the latest innovative products and solutions from the world's leading manufacturers and the emerging trends set to shape the future of urban mobility in the years to come. "The 61st UITP World Congress and Exhibition comes at a time when many cities around the world are facing increasing congestion and pollution linked to private motorized transport," explained UITP Secretary General,

Alain Flausch. "The event will be the ideal opportunity to reshape the cities of tomorrow and advance the cause of public transport around the world".

The 60th UITP World Congress & Exhibition in Geneva in 2013 attracted over 2,000 Congress delegates from 75 countries with more than 25,000 visitors to the Exhibition. The International Association of Public Transport (UITP) is a passionate champion of sustainable urban mobility and is the only worldwide network to bring together all public transport stakeholders and all sustainable transport modes.



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TIACA's development workshop a success



Delegates representing diverse sectors of the air cargo industry took part in the first TIACA Professional Development Workshop in the Netherlands. The three-day educational experience culminated in students delivering presentations reflecting real-world air cargo business and operational situations. Topics covered included market and competitive analysis, brand management, digital marketing, revenue management,

understanding and analyzing financial statements, creating financial reports, business ethics, and leading teams.

"I really appreciated the respect from the start and sharing of experience and knowledge from the leaders, participants, and guest speakers," said Patrick Teixeira-Ribeiro, AirBridgeCargo, one of the delegates. The workshop was the first commissioned and sponsored by

TIACA in collaboration with Strategic Aviation Solutions International (SASI), following a joint industry study with IATA, ICAO, and FIATA released earlier this year, which identified the need for air freight-specific training to equip and educate a new generation of industry leaders.

Airlines, forwarders, handlers, and General Sales Agents (GSAs), as well as the World Bank, took part in the program, held near Schiphol Airport from 25-27 June.

Ram Menen, former Director of Emirates SkyCargo, Enno Osinga, current TIACA Vice Chair and SVP Cargo, Amsterdam Schiphol Airport, Ben Radstaak, Managing Director Air Cargo Netherlands, Stan Wraight, Executive Director, SASI as well as Jim Edgar took part.

A key course element to solidify and integrate learning was the assignment of case studies dividing participants into four teams with formal presentations the final day. The same group of leaders evaluated each based on credibility/feasibility of their proposal, financial impact, complexity and resources required.

Airline leaders to assemble in US in 2015

The International Air Transport Association (IATA) announced American Airlines, FedEx Express and UPS will host the 71st IATA Annual General Meeting (AGM) and World Air Transport Summit in conjunction with Airlines for America (A4A), the trade association for the US airline industry. The event will draw the top leadership from the air transport industry to Miami, Florida from 7 - 9 June 2015.

"Miami is well known as a gateway between North America and Latin America. Like aviation itself, Miami is a city that bridges cultures and nations. I am confident the AGM in Miami will be a huge success and an opportunity for

air transport industry leaders to share their vision for the future of commercial aviation while drawing lessons from this diverse part of the world," said Tony Tyler, IATA's Director General and CEO.

This will be the first time that the IATA AGM is held in Miami and the fifth time it will be hosted in the United States, following AGMs in Washington DC (2003), Honolulu (1971), New York (1955), and San Francisco (1950).

"On behalf of the US airline industry, we are pleased to co-host the 71st IATA AGM in Miami with American Airlines, FedEx Express, and UPS. Scheduled commercial aviation was born 100

years ago not far from Miami, and today aviation supports some 5.7 million jobs in the United States and drives \$1 trillion in economic activity. Aviation connects the world, and we look forward to welcoming global airline leaders to the United States, the birthplace of flight," said Nicholas E. Calio, President and CEO of A4A.

The 70th Annual General Meeting and World Air Transport Summit in Doha, Qatar attracted 1,000 participants. This included aviation leaders from among IATA's 240 member airlines, governments, international organizations, industry stakeholders, IATA strategic partners, and the media.



PACTL continues to grow and set new records



Shanghai Pudong Int'l Airport Cargo Terminal Co., Ltd. (PACTL) achieved tonnage growth of 12.36 per cent year-on-year and handled 121,178 tonnes of freight in June. Overall, the cargo terminal saw tonnage rise up by 13.78 per cent to a figure of 687,276 tonnes

in the first half of 2014. These are the best results achieved for the month of June and the first six months of any year in the company's history.

PACTL's domestic cargo volumes grew by 2.25 per cent year-on-year to 44,527 tonnes in the first half of 2014, while international cargo volumes rose by 14.68 per cent to 642,749 tonnes. Imports increased by 13.61 per cent to 274,758 tonnes, while exports grew by 13.90 per cent to 412,518 tonnes in comparison with the previous year. "In addition to the ongoing growth in domestic imports, we saw strong double-digit growth in our international business throughout the first half of 2014. The volume of international exports in particular continues to grow significantly. We are confident of setting a new record by the end of this year and reaching a figure of 1.4

million tonnes of air cargo for the very first time", said Lutz Grzegorz, Vice President of PACTL.

Shanghai Pudong Int'l Airport Cargo Terminal Co., Ltd. (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 JHJ 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. PACTL handled about 1.3 million tonnes of airfreight in 2013.



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Abu Dhabi Airports posts record results



Abu Dhabi International Airport recorded 27.4 per cent increase in passenger traffic for the month of May 2014, the highest in the airports' history. A total of 1,633,700 passengers used Abu Dhabi International Airport last May as compared to 1,282,185 in May 2013. Aircraft movements also increased by 15.8 per cent registering 12,931 movements when compared with 11,162 movements logged in May 2013. Cargo activity handling rose to 66,944 tonnes representing a 24.5 per cent increase when compared to 53,788 tonnes in May 2013. Manila was the most popular route in May

increasing by 21 per cent due to a boost in Philippine Airlines' operations, followed by Doha which increased by 27 per cent, affected by the increase in Etihad flights to Qatar. Bangkok was the third most popular destination followed by London which recorded an increase of 12 per cent followed by Mumbai which has grown sharply by 87% due to Etihad and Jet Airways' double daily flights, and became one of the top 5 destinations for the first time.

Eng. Ahmad Al Haddabi, Chief Operations Officer at Abu Dhabi Airports, commented on the May

traffic numbers saying: "Passenger numbers have continued to increase over the past few years, making the airport one of the fastest growing aviation hubs in the world. New code share partnerships between Etihad and various airlines have positively impacted our traffic numbers and we were excited to receive the first Aegean Airways flight on the 28th of May 2014. It is also important to note India, as one of our main traffic drivers, recorded a significant increase of 60 per cent this month due to an increase of Jet Airways flights to 65 flights per week, with a rise in the number of destinations to 6 from 3 last year."

"Abu Dhabi Airports is on track to handle this significant increase in air traffic through our current Capacity Enhancement Program, as construction on the new Midfield Terminal Complex continues on track. We are looking forward to a busy summer program as we strive to enhance the passenger's experience through a range of services and offerings."

Global ground handling standards released

The International Business Aviation Council (IBAC) and the National Air Transportation Association (NATA) released the International Standard for Business Aircraft Handling (IS-BAH). A set of global industry best practices for business aviation ground handlers, IS-BAH features at its core a safety management system (SMS) designed to meet the coming requirements of the International Civil Aviation Organization (ICAO).

"The business aviation community - operators and handlers - welcomed the IBAC-NATA announcement of IS-BAH in May," said Kurt Edwards, Director General of IBAC. "We are pleased

to be able to make it available now. The IS-BAH will further enhance safety and standardize practices at airports handling business aviation around the world."

"This is a fantastic moment for NATA, IBAC and our entire industry," said Thomas L. Hendricks the President and CEO of the National Air Transportation. "The release of IS-BAH marks the establishment of a world-wide standard for SMS implementation and standardized operations in business and general aviation aircraft ground handling." A global industry code of best practices, IS-BAH provides standardization to handlers and operators around the world.

Announced in Geneva by IBAC and NATA, the IS-BAH follows the long established structure of the International Standard for Business Aircraft Operations (IS-BAO) Program and incorporates the NATA Safety 1st Ground Audit Program.

The IS-BAH has a central SMS component and similar program content, voluntary registration process, auditor credentialing, and audit approval process. The program also features a manual and fully integrated implementation guide. IBAC will provide workshops on the fundamentals of and auditing for IS-BAH at locations around the world.

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Jeremy Greaves, Vice President Communications & PR, Airbus Group UK added, 'Airbus Group is proud to be sponsoring the 2014 Farnborough Airshow, one of the most prestigious and high profile aviation industry events in the world for both our customers and the public at large. We look forward to the opportunity to showcase our portfolio of innovative products, including our latest aircraft, the A350 XWB, which will be flying on wings made in the UK.'

Airshow organizers, Farnborough International Ltd confirmed Airbus Group is to sponsor the Farnborough Airshow taking place from 19-20 July. The aircraft manufacturer's decision to support the event comes after month of negotiation as the company sought to find the perfect vehicle to support its own rebranding exercise. The sponsorship activity will see Airbus Group branding across the show site.

Shaun Ormrod, Chief Executive for Farnborough International Ltd said, 'We're delighted that Airbus Group is backing the show. Airbus Group is one of the world's largest aircraft manufacturers with a long history of aviation firsts from the Concorde to the A350. The company has naturally always participated in the trade show, with this sponsorship it's an opportunity to interact with the

FA Live will bring the color, excitement and thrills of the world's best aviation show to life on stage and screen. The Labyrinth of Invention will be an all new immersive experience featuring live actors and special effects as well as physical and mental challenges taking on a journey through 100 years of aviation.

NATS develops new mobile aerodrome training simulator

NATS, the global leader in Air Traffic Management solutions, announced the adoption of new technology into its training facilities that have helped develop a new low-cost and flexible training concept. Currently under trial, the concept is a mobile aerodrome training set-up that combines NATS' own Ace simulator technology with a 360 degree easy to construct, pop-up dome that includes a display mechanism that provides a virtual reality environment of an ATC tower.

uses a number of projectors and Igloo's image capture system to warp and blend the image onto its inner surface. When in use the new system could provide NATS with the flexibility to offer its training services anywhere in the world at lower costs compared to established training facilities.

"Training controllers is an expensive business," said Phil Wood, Manager Simulation Design at NATS. "It often requires them to travel to a specific location and the technology is costly. In theory this concept offers a more flexible, lower cost alternative that could be taken anywhere and then remotely

supported with data and expertise by the NATS simulation team."

"At the moment this is just a trial, but one day it could support our training and development activities anywhere in the world," concluded Phil. NATS' state-of-the-art simulator technology is used to train Air Traffic Controllers at its training college in Fareham. It can simulate any airport anywhere in the world at different conditions. It gives us an immersive, but safe environment to train controllers under all kinds of weather conditions. It also provides them with a chance to experience various emergency situations.

Designed by Igloo, a company specialized in developing and delivering 360° display technology, the dome



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Volvo introduces I-Shift Dual Clutch system for drivers comfort



Swedish car brand Volvo introduces a dual clutch system for heavy vehicles known as I-Shift Dual Clutch. Thanks to power-shift gear changes without any interruption in power delivery, torque is maintained and the truck does not lose any speed during gear changes. For the driver, the result is more comfortable and efficient progress on the road.

I-Shift Dual Clutch is a transmission consisting of two input shafts and a dual clutch. This means that two gears can be selected at the same time. It is the clutch that determines which of the gears is currently active.

“When driving it feels like you have access to two gearboxes. When one gear is selected in one gearbox, the next gear is already prepared in the other. With dual clutches, gear changes take place without any interruption in power delivery. As a result, engine torque is maintained and driving comfort is significantly improved,” says Astrid Drewsen, product manager for drivelines.

I-Shift Dual Clutch will be available from autumn 2014 on the Volvo FH. Transmissions with dual clutches are already used in cars, but the Volvo

Group is the first manufacturer in the world to offer a similar solution for series-produced heavy vehicles.

It is particularly effective in long haul operations and conditions that require a lot of gear changing, for instance on hills or on roads with lots of twists and turns, or when driving through cities with plenty of roundabouts and traffic lights. I-Shift Dual Clutch also makes a big difference when transporting liquid cargoes and animals and during tanker operations since the seamless gear changes prompt less movement in the cargo itself. Thanks to I-Shift Dual Clutch power-shifting, there is less risk of getting stuck on slippery or uneven roads, for instance when hauling timber in the forest. I-Shift Dual Clutch will be available on the Volvo FH with Euro 6 D13 engines and with 460, 500 and 540 horsepower.

FUSO launches new truck range in Asia and Africa



Mitsubishi Fuso Truck and Bus Corporation (MFTBC) has launched in Bangladesh its new truck range developed for the growth markets in Asia and Africa. The custom-tailored FUSO trucks have already reached its sixth market following the launches in Kenya, Sri Lanka, Zambia, Tanzania and Zimbabwe. A total of five all-new FUSO ‘FA/FI’ light-medium- and ‘FJ’ medium-heavy-duty trucks were

unveiled on June 7, 2014, to members of the media and customers in Dhaka, Bangladesh. The new FUSO trucks were presented to over 100 guests invited from key local industries.

Najmus Ahmed, General Manager of Rang Motors Limited, MFTBC’s local distributor in Bangladesh, explained the product advantage of the FUSO trucks:

“These FUSO products have everything that our customers expect from our trucks to keep their business moving – reliability, robust payload capacity, superb fuel efficiency and low maintenance cost which significantly impacts customers’ overall Total Cost of Ownership. These robust trucks will greatly benefit our customers and the transportation industry in Bangladesh.”

These robust and fuel-efficient trucks, custom-tailored to meet the ever demanding customer expectations in the growth markets, reinforce FUSO’s leading presence in Asia and Africa. Rigorous testing has been assessed under the most strenuous driving conditions to ensure maximum reliability of the trucks. Following the market introduction in Bangladesh, the new FUSO trucks are planned for further introduction in Asian and African markets.



Tata Motors unveils ULTRA range of trucks



Tata Motors believes that its new range of trucks will provide buyers comfort in terms of driving and cost of ownership. To begin with, it has launched two models. Tata Ultra and Tata ULTRA 912. The ULTRA variants will be available in four colours. ULTRA is an entirely new platform and is modular. The ULTRA range of trucks was showcased at the Auto Expo in 2012.

Addressing a press conference in Chennai (India), Ravi Pisharody, Executive Director, Commercial Vehicles Business Unit of Tata Motors,

said with ULTRA range of products the company was looking at serving both the domestic as well as global markets. He said the company was exporting around 50,000 units at the moment. This number would go up to 150,000 units over the next three years, he added. The company would extend its geographical reach in the overseas market by expanding into countries such as Malaysia, the Philippines and Vietnam soon, he pointed out.

A top company official asserted that the ‘walk through cabin’, triple benefit insurance offer and AMC (annual maintenance contract) would ensure that the ULTRA range of vehicles went down well with the customers. The ‘walk through cabin’ especially, he said, would serve the needs of drivers in different countries.

Mr. Pisharody said the past couple of years had been tough, especially for the haulage segment. Taking a positive view, he said, “Growth will return at some point of time.”

Renault Trucks wins order for 190 vehicles in Qatar



Renault Trucks recently won a tender from Doha, the capital city of Qatar, for 190 vehicles of the Renault Trucks C and Renault Trucks D ranges. This could make Renault Trucks market leader in Qatar by the end of the year. Renault Trucks won last January a

bid launched by Qatar’s Mechanical Equipment Department (MED). This is an especially remarkable deal, one of the largest tenders issued by Doha’s MED, and the first time ever it has been awarded exclusively to one truck supplier, over 22 competitors.

The vehicles, 180 Renault Trucks C 320 rigids 4x2 and 10 Renault Trucks D 18t rigids 4x2 will be equipped with compactor bodies with a respective capacity of 16 m3 for the C range and 12 m3 for the D range. They will be delivered over the coming next 12 months.

Mack promises higher quality trucks to its customers



Mack Trucks, a subsidiary of Volvo group, has announced a \$26 million upgrade of the Macungie Cab & Vehicle Assembly facility in Macungie, Pennsylvania (USA), that will significantly improve the plant’s efficiency and help it deliver even higher quality trucks to Mack customers. The investment includes a comprehensive realignment of sub-assembly and material handling to more efficiently support the main vehicle assembly lines. The plant will also implement new processes and install new equipment to improve its post-production inspection and testing of completed vehicles.

“This investment speaks to our commitment to operational excellence,” said Vice President and General Manager Roger Johnston. “Our highly engaged workforce will use these enhancements to take another step in our journey toward truly world-class manufacturing in Macungie.”

Two new state-of-the-art dynamometers, which allow completed trucks to run on stationary rollers for enhanced testing of a variety of engine and vehicle systems, will be installed as part of the upgrade.



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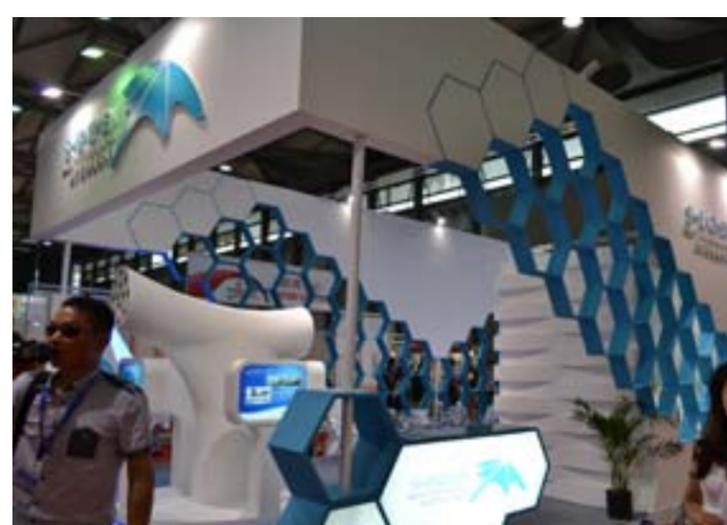
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