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**Brighter skies  
and a positive outlook for**

# flydubai

Ghaith Al Ghaith, CEO flydubai



08

**GLOBAL NEWS**  
Saudia Cargo upgrades Shanghai service to B747-8F



30

**FEATURE**  
Challenges in aviation sector



34

**PROFILE**  
Qatar Airways always aiming for the highest standards



49

**AIRPORTS**  
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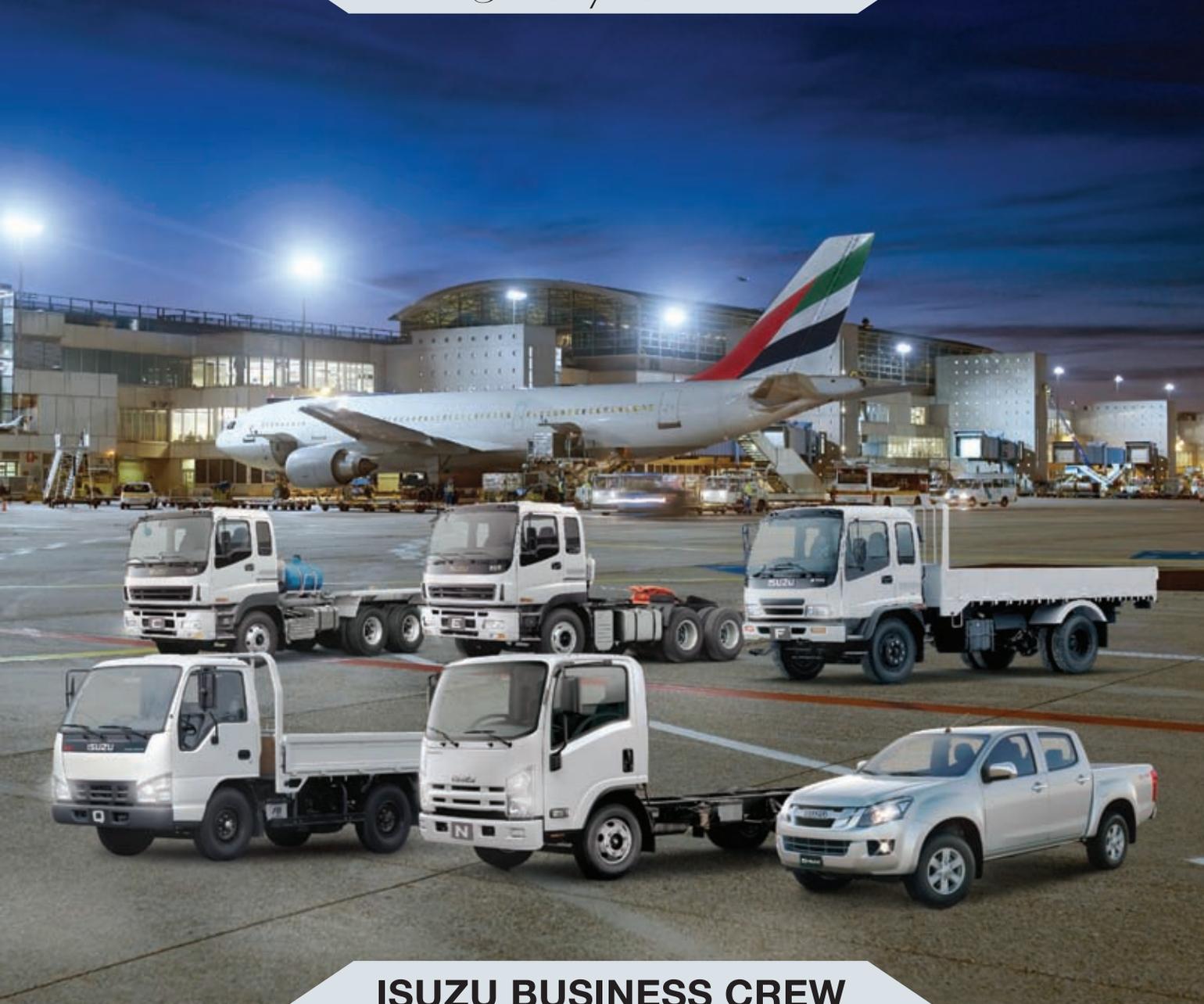


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## Editor's Note

### Improving value proposition in air cargo

The month of May in the GCC usually signifies the sudden rise in temperature. As outdoor activities become limited overnight, people tend to stay indoors and at the same time start making plans on their long summer vacation. To our advantage, the region's airports and airlines are well equipped to cater to the increased demand. But, despite the rush, business in general terms slows down during these hot and humid days. This is also valid for logistics sector. Passenger traffic may show signs of strength but cargo prospects for companies are not always bright.

Although we received some good news on the performance of the global air freight markets especially during the last quarter of 2013, air cargo volumes have basically been flat since the beginning of the year. According to IATA, this is related to the overall business confidence and world trade – especially the impact of a slowdown in Chinese manufacturing, which is into its fourth month. Motivated by the figures of last quarter's figures, people in the industry were expecting a better 2014 in terms of cargo volumes and profitability but so far the statistics have proven otherwise.

Rather than putting the blame on a variety of factors, experts suggest taking a closer look at the underlying factors in air cargo industry. Cutting end-to-end shipping times by 48 hours; modernizing air cargo processes and infrastructure; and improving its value proposition are just some of the positive steps to attain growth. Naturally, all these require a collaborative effort by both major and smaller players on a global scale.

Back to this edition of Air Cargo Update, we have talked about one of the most successful low cost airlines in the region – flydubai, which has been able to create a brand name for itself in a crowded market. Although many startups have failed in other GCC countries, flydubai is still flying high and expanding aggressively with new aircraft acquisition and personnel hiring. In addition, its facilities at Dubai International's Terminal 2 are being upgraded to offer much better services.

On the traditional side, we have featured another leading airline from the region – Qatar Airways. The five star airline is another success story and has managed to be consistently in the headlines under the leadership of its CEO HE Akbar Al Baker. The award winning airline has over 280 aircraft on order worth more than US\$50 billion, which is quite a large sum considering the GDP of many countries around the world.

The news section also provides an overview of what has happened during the last month in our industry and other feature articles offer insights on a variety of aviation related topics.

Enjoy reading our May edition and as usual, send in your comments and suggestions to help us enhance the look and quality of our magazine.

Sincerely,  
*Editor, Air Cargo Update*

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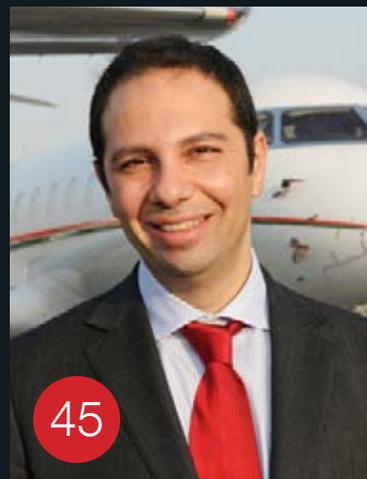
CONTENTS

8. Global News

Saudia Cargo upgrades Shanghai service to B747-8F

20. Cover Story

Brighter skies and a positive outlook for flydubai



30. Feature

Challenges in aviation sector

44. Events

Airport Show wins aviation industry backing

50. Trucking

Metro Logistics orders 77 trucks from MAN

40. Profile

Mumbai International Airport goes swanky but cargo has to wait

47. Airports

Hamad International Airport officially opens

New Renault Trucks promise no CO2 emission





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# Saudia Cargo

## upgrades Shanghai service to B747-8F



Saudi Airlines Cargo announced the upgrade of its Shanghai service to its B747-8 freighter with immediate effect. The airline now operates three weekly B747-8F flights from Shanghai directly to Europe and KSA, thus enabling customers to connect to the entire Saudia Cargo Network.

"We are very excited to be able to operate our B747-8F aircraft in the Shanghai market after obtaining the required permits," said Peter Scholten, VP Commercial at Saudia Cargo. "This is the beginning of our further expansion into the Greater Chinese market, where we already operate two weekly B747-400Fs in Guangzhou and 8 weekly B747s (both 400s and 800s) in Hong Kong," he added.

The move follows growing demand for greater capacity ex China and is expected to fulfill current market

requirements. "We had previously made a commitment to our clients in China that we would soon offer them additional capacity and shorter transit times to KSA and onwards to our network flights," commented Vikram Vohra, Regional Director Far East at Saudia Cargo. "By offering our Shanghai clients our latest 747-8F we have lived up to our commitment. The response so far has been very encouraging," he continued.

Saudia 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.

# Virgin Atlantic

## Cargo reports record load factors

Virgin Atlantic Cargo reported a turnover of £225.3m for 2013, exceeding expectations in a challenging global market. The year ended 31 December 2013 saw the airline achieve the highest ever average cargo load factor in its 30-year history of 76 per cent, up 6 per cent year-on-year.

Tonnage carried by Virgin Atlantic was 5 per cent higher at 224,500 tonnes in 2013 in a market that declined 0.5 per cent overall. Revenues were down 3 per cent compared to the previous year, reflecting the airline's 7 per cent reduction in capacity over the year.

John Lloyd, Director of Cargo for Virgin Atlantic, said: "Our 2013 results show that we outperformed the market for a second consecutive year and increased our share by 5 per cent at a time when many of our major competitors' businesses were in decline. The excessive amount of cargo capacity that started to return to the market in 2013 continued the downward pressure on yields but we have clearly been more successful in managing this challenge than many other carriers." Asia Pacific produced Virgin Atlantic's biggest cargo gains in 2013 with a 12 per cent increase in tonnage and a 3 per cent rise in revenues. Tonnage on its Americas network was 5 per cent higher and the Europe, Middle East and Africa region grew 3 per cent.

Shipments of fresh salmon to destinations including New York, Shanghai, Dubai and Johannesburg and the carriage of perishables from the U.S., Australia and South Africa in the first six months of the year contributed over 16,000 tonnes of cargo toward Virgin Atlantic's total 2013 uplift.



# Emirates SkyCargo

## Freighter operations begin at DWC



An Emirates SkyCargo Boeing 777 freighter parked at the new terminal

After months of construction, planning and testing, Emirates SkyCargo's freighter fleet officially started operating from its new cargo terminal on 1 May at Dubai World Central's (DWC) Al Maktoum International Airport. The official start of operations was marked by the arrival of an Emirates SkyCargo Boeing 777 Freighter from London Heathrow, carrying a full load of more than 100 tonnes of cargo. The load of cargo included vehicles, ship spares, pharmaceuticals, oilfield equipment and an aircraft engine, some of which are for distribution in the U.A.E., while other cargo will be carried onward by Emirates passenger aircraft at Dubai International Airport (DXB) to various markets around Emirates' network, such as South Africa, China, India and South Korea.

Construction of phase one of the cargo terminal and supporting facilities began in July last year, and with its

completion operations are now in full swing with 250 staff on site. The newly opened terminal is equipped with start-of-the-art technology and will be able to handle 700 000 tonnes of cargo annually and have 500 staff when phase two, scheduled to be completed by September this year, comes into operation. The terminal has the potential for further expansion to reach 1 million tonnes.

"The start of operations at DWC today is a major milestone for Emirates SkyCargo. Our various teams, along with many of our partners and stakeholders, have been working very hard over the past few months to complete phase one of the project. We have also held numerous trials to test the readiness of every aspect of the facility and the movement of cargo between the DWC and Dubai International to ensure a smooth

transition and enable us to meet our customers' expectations," said Nabil Sultan, Emirates Divisional Senior Vice President, Cargo.

The newly opened terminal is equipped with state-of-the-art technology. It features a fully automated material handling system which is one of the world's first to have an automated Quick Dolly Transfer System that enables quick transfer of 6 Unit Load Devices (ULDs) simultaneously. In addition, an automated pallet handling system, advanced storage system, offices, workstation areas, modern communication and security systems and many amenities for employees, including canteens have been installed. The perishable area has been designed to handle about 140 000 tonnes of cargo per annum, featuring three large areas each with different temperature ranges.

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## NATS signs agreement with **Airbus ProSky**



UK air traffic service provider NATS has signed a Memorandum of Understanding with Airbus ProSky, with the aim of providing new market propositions that can increase capacity and improve the efficiency of the air traffic system. NATS Chief Executive Officer, Richard Deakin signed the agreement with Paul-Franck Bijou, Airbus ProSky CEO, at the Airbus ProSky yearly symposium held in Abu Dhabi.

The two companies will work together, combining NATS' operational expertise in air traffic management with Airbus ProSky's innovative solutions and deep knowledge of airborne capabilities, to develop joint propositions to address industry challenges.

Finding ways to improve airport resilience in adverse weather, including in low visibility, thunderstorms and high headwinds, is expected to be an early priority for collaboration as it represents an area where the joint expertise of both partners can be harnessed. Other cooperation areas include air traffic flow

management and airspace design.

Mr Deakin said: "Collaboration is absolutely key to our future growth and this has the potential to be one of the most exciting partnerships in the entire industry. By combining our relative strengths, I believe we can offer something new and exciting to customers all over the world."

"Adverse weather is a major issue for our airline and airport customers. It is the single biggest cause of delay and together we want to offer a package of solutions that could radically improve resilience."

NATS already plans to introduce Time Based Separation at Heathrow Airport next year in a move that will halve delays due to high headwinds. Together with Airbus ProSky it now intends to target ways to improve capacity during low visibility. That work is expected to centre on enhancements to airport technology and low visibility procedures, delivering solutions that can benefit airlines and airports around the world.

## **TIACA**

### launches professional development program

The International Air Cargo Association (TIACA) has announced a summer launch for its new air freight-specific educational workshop series at its Executive Summit and Annual General Meeting in Istanbul. A practical series of professional development workshops will be launched in the Netherlands.

The three-day Air Cargo Professional Development Program is tailored for the air freight logistics industry to develop management and decision-making skills, including financial analysis and marketing, along with team-building leadership expertise.

"The new program addresses the specific needs of the air freight industry and will give students the practical information and skills they need to succeed on a day-to-day basis. The workshops will also provide the perfect backdrop for raising questions and thoughts, creating the process of change required for industry development and growth," said Doug Brittin, TIACA Secretary General.

The Program is the result of a strategic collaboration between TIACA and Strategic Aviation Solutions International (SASI), and aims to fill the management knowledge-gap identified in a report released by a TIACA-led Education and Training Task Force in January.

The report, based on a two-year study headed by TIACA's Education and Research Committee (ERC) in conjunction with the International Air Transport Association (IATA), the International Federation of Freight Forwarders Associations (FIATA), and the International Civil Aviation Organization (ICAO), concluded that focused courses were needed to teach vital "soft skills" in order to avoid a leadership crisis in the industry.



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## GLOBAL NEWS

## Etihad Airways boosts flights to key destinations



Etihad Airways will increase its services to Beirut and Amman from 18 flights per week to triple daily schedules from July 2, 2014. The additional flights will add over 800 seats per week between Abu Dhabi and the two Arab capitals. The flights will be operated with an A320 aircraft fitted with 16

Pearl Business Class seats and 120 Coral Economy Class seats. With the additional services, guests will now have greater flexibility to choose from conveniently timed flights when travelling between these major cities. The services to Beirut will improve connections via the Abu Dhabi hub to key

destinations in Asia and Australia, including Manila, Sydney and Melbourne. While the new services to the Jordanian capital will improve connectivity to a number of popular destinations for Jordanian travellers including Bangkok, Kuala Lumpur, Manila, Jakarta and Sydney.

James Hogan, President and Chief Executive Officer of Etihad Airways, said: "The Middle East network has been performing strongly. This increase in our services is indicative of the huge confidence we have in this important regional market.

"We have steadily increased frequencies on both routes in line with strong demand, not only to the capital of the UAE, but also via Abu Dhabi to and from key destinations in Asia and Australia.

## CEVA reports full year results



CEVA Holdings LLC reported results for the Fourth Quarter and Full Year ended 31 December, 2013. Fourth Quarter results demonstrated a continuing recovery in CEVA's business, with adjusted EBITDA up 57 per cent to \$77 million, compared to the same quarter last year, as cost reduction actions implemented in 2013 contributed to ongoing year-on-year improvements in Adjusted EBITDA. Fourth quarter cash flow continued to reflect the trend of improving working capital performance. CEVA finished the year with more than \$750 million in cash and committed facilities.

"The steps taken in 2013 have positioned CEVA for a future where we can invest and grow the business to serve our customers," said CEVA's CEO Xavier Urbain, who took over as the company's chief executive in January.

"The results of the team's efforts in addressing underperforming contracts in our Contract Logistics business significantly increased the company's adjusted EBITDA compared to a year ago. We are also seeing evidence of improvement in our Freight Management business as actions to

strengthen our Freight Management organization gain traction in the marketplace and with our customers.

Revenue decreased 8.3 per cent to \$8,517 million mainly as a result of weaker Freight Management volumes, with Freight Management revenue declining 12 per cent largely due to lower airfreight volumes out of Asia and disruption arising from the recapitalization in the first half. Strong performance in the US Automotive and European Consumer and Retail sectors were offset as a result of focus on addressing underperforming contracts.

CEVA continued to show growing marketplace momentum in the fourth quarter, announcing deals across the globe, including an extension of its partnership with Vileda in Turkey; extension of a customs brokerage deal with Avon in Latin America, an Oceanfreight project with Petrobras, Brazil; as well as contracts with Daikin Europe and Scania in Iberia.



GLOBAL NEWS

# e-AWB shipments hit 200,000 in March

Top-10 airports of origin (ranking by e-AWB volume)

Rank (previous)	Airport	e-AWB penetration (previous)	e-AWB penetration (current)
1 (1)	Hong Kong (HK), Hong Kong Intl (HKG)	46.8%	50.0%
2 (2)	Dubai (AE), Dubai (DXB)	84.5%	85.1%
3 (4)	Seoul (KR), Incheon International (ICN)	21.9%	23.9%
4 (3)	Singapore (SG), Changi (SIN)	34.9%	35.3%
5 (5)	Amsterdam (NL), Schiphol Airport (AMS)	15.4%	17.5%
6 (7)	Paris (FR), Charles De Gaulle (CDG)	12.9%	17.6%
7 (6)	London (GB), Heathrow (LHR)	8.5%	11.6%
8 (8)	Taipei (TW), Chiang Kai Shek (TPE)	11.1%	11.1%
9 (10)	Atlanta (US), William B Hartsfield (ATL)	15.9%	18.6%
10 (11)	New York (US), John F Kennedy Intl (JFK)	7.3%	8.7%

The March e-AWB number hit a record high, surpassing 200,000 shipments for the first time ever, the highest single month growth since the start of the industry initiative. According to IATA statistics, Emirates (EK) continue to lead this month, followed closely by Cathay Pacific (CX) and Korean Air (KE). On the domestic side, Delta Air Lines (DL) is at the top while China Southern Airlines (CZ) has overtaken Korean Air (KE).

IATA member airlines; SAS Cargo, Finnair Cargo, Lufthansa Cargo, Air France/KLM, Korean Air, Cathay

Pacific, Qatar Airways and Emirates have taken the lead in the Nordic market to implement the electronic-air waybill (e-AWB) for their air freight shipments. The 9 airlines plan to coordinate together to harmonize procedures, and improve data quality.

“Congratulations to the Nordics and Baltic countries, the airlines, forwarders and ground handlers involved, for implementing the e-AWB across the region. This is a fantastic example of cross-border cooperation and will be of immense benefit to businesses. I am confident that this will motivate other nations and regions as they look to accelerate the adoption of the e-AWB,” said Des Vertannes, IATA’s Global Head of Cargo

From the region, Saudi Arabian Airlines (SV) has successfully completed the first e-AWB shipment from Jeddah to Cairo. This opens up the way for e-AWB

in Saudi Arabia and is another example of effective industry collaboration through successful engagement by the national carrier, participation of a number of forwarders including Express Forwarding Services as the pioneer forwarder, as well as facilitation thanks to new innovative vendor solutions from Worldwide Information Network’s (WIN) which simplified the process.

Also, Dubai-based flydubai (FZ) continues to demonstrate strong growth through the implementation of 100 per cent e-AWB on import and export into and out of Juba, South Sudan. An A4 print out of the electronic AWB is provided for each shipment to customs. flydubai’s Vice President - Cargo, Mohamed Hassan, explained, ‘with cargo deliveries often requiring 20 or more paper documents each, the new initiative keeps our costs at a minimum, allowing us to be more productive, more reliable and deliver orders with greater accuracy.’

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## GLOBAL NEWS

## IATA calls for regional cooperation and global standards



The International Air Transport Association (IATA) called for regional cooperation and global standards to support the continued success of aviation in the Gulf area.

“A strong vision for aviation’s future supported by cooperation and global standards has laid the foundation for a very successful air transport sector. That foundation becomes stronger the more we work together as partners. I am absolutely confident that the Gulf region will play an even more crucial role in commercial aviation’s second century,” said Tony Tyler, IATA’s Director General and CEO in a keynote address in Abu Dhabi.

The fast-growing Gulf area is at the center of the success of Middle East aviation. Airlines in the Middle East are expected to contribute a record \$2.2 billion to the airline industry’s expected global profit of \$18.7 billion in 2014. Driven by the high speed growth of

airlines in the Gulf, the Middle East region’s share of global traffic increased from 4 per cent to 9 per cent in just over a decade. Aviation has become a key contributor to local economies. In the United Arab Emirates (UAE) over 430,000 UAE jobs and 14.7 per cent of GDP are linked to aviation and aviation-related tourism.

“Aviation in the Gulf is a great success story and air traffic gridlock should not become its Achilles’ heel. Airspace is finite. So capacity can only grow with efficiency. Each country has invested in impressive technology. But effective management needs regional and international teamwork. The players in the region urgently need to buy in to a vision for seamless airspace management in the region and then work together in a team effort to make it happen,” said Tyler.

IATA identified opportunities for progress in two areas - flexible use of military airspace; and seamless use of airspace. IATA also urged the region to continue to base its growth on global standards. “Global standards provide a common language for industry partners to work together. I would attribute a large part of the success of aviation in the Gulf to the importance that the stakeholders in the region - namely, governments and industry - have placed on them. Stay the course and resist the urge to fragment global standards with local variations,” said Tyler.

IATA further encouraged stakeholders in the Gulf region to strengthen their competitive advantage with early adoption of key industry initiatives such as the IATA Fast Travel program, Smart Security and e-freight.

## Geodis Wilson appoints new global director - FMCG

Global freight management company Geodis Wilson has announced the appointment of Mark Ness as new Global Industry Director - FMCG (Fast Moving Consumer Goods). Mark’s appointment reflects the importance to Geodis Wilson managing growth in the highly volatile FMCG - Retail ‘vertical’ - a truly global market sector in constant flux, with ever greater product ranges, faster item turnovers, and an increasing demand for flexible, transparent and seamless supply chain management.

“I am looking forward to meeting the challenges of evolving consumer demand through continuous enhancement of Geodis Wilson’s technology, know-how and services. My aim will be to support our clients’ needs for continuous improvement in business analytics, operational cost-efficiency, and supply chain control,” said Ness.

Ness has been more than 25 years in the logistics industry with a significant amount of time focused on the FMCG business. The majority of his career has been spent with logistics service providers but he was also employed for five years by a major food company, where his understanding of the FMCG sector from the customer’s perspective was significantly enhanced. Ness’s career to date spans a wide variety of roles and skills, both commercial and operational.

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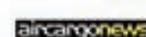
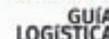
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## GLOBAL NEWS

## E-commerce growth creates compliance challenges



Doug Brittin, Secretary General, TIACA

Mail parcel volumes, growing because of e-commerce, are creating further

challenges for pending Advance Data Filing regulations, Douglas Brittin Secretary General, TIACA, advised a meeting of postal organizations. The new regulations would require individual shipment information to be submitted to destination regulatory agencies in advance of transportation, rather than the current Customs' requirement for information prior to arrival at the port of entry.

The air cargo industry and Postal Operators need to continue working closely with Customs and Civil Aviation Security regulators to ensure new data submission regulations and screening protocols are standardized and workable, Brittin told delegates at the Universal Postal Union (UPU)'s Postal Security Group meeting in Bern, Switzerland.

"With mail parcels, we are potentially dealing with a different type of shipper, and we are looking at significant and growing volumes," he said.

This may lead to a high percentage of shipments designated for additional security screening, he added. Operationally, the challenge would be identifying where the individual parcels are located if the information is not processed by regulators quickly and efficiently.

"A shipment may be only one piece in a Unit Load Device (ULD), but may be required to be found, off-loaded and screened. We need to work to ensure standardization of the data elements themselves, as well as security screening protocols, which now vary significantly."

## TE Connectivity's products provide protection in extreme environments



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

need to save fuel and space is driving many electronic designs in aviation and other modes of transportation to be lighter, tougher and to endure extreme temperatures," said John Kuster, Product Manager – Harness Components, Global Aerospace, Defense & Marine, TE Connectivity.

The Maulflex conduit system is an integrated harnessing system composed of three layers. The outer layer is made up of Helical (Helical Form Tubing, HCTE) conduit construction and is crush-resistant and flexible. The shielding layer (1 or 2 layers of shielding braid) provides EMI protection, while the internal layer (fabric mesh) protects wires from chafing. All components are ROHS (Restriction of Hazardous Substances) compliant and offer

low off-gassing. The Maulflex conduit provides flexibility in a light-weight, environmentally sealed and mechanically protected EMI shielded conduit system.

TE's Maulflex conduit system offers the utmost in versatility and reliability for applications where cables are repeatedly coiled for storage and then uncoiled for use, where light-weight sealing and EMI protection is needed or where custom circuits are newly designed and subject to change. For additional sophistication, team the conduit up with heat shrink boots and backshells for a complete water-tight shielded conduit system that is flexible, versatile and light-weight for tough environments where temperatures range up to 200 degrees Celsius.



GLOBAL NEWS

# Emirates receives validation for EU-initiated security standards



The ACC3 certificate is presented to HH Sheikh Ahmed bin Saeed Al-Maktoum and to Tim Clark

Emirates has successfully completed the validation process for the European Union-initiated ACC3 security regulation, becoming the region's first air carrier to do so. ACC3 is short for 'Air Cargo or Mail Carrier operating into the Union from a Third Country Airport.' The validation ensures Emirates SkyCargo's uninterrupted services into

the EU. Through close collaboration between Emirates Group Security and SkyCargo, Emirates completed the ACC3 security validation at the Dubai hub before the deadline on 1st July 2014. Failure to complete the validation would have potentially prohibited Emirates from transporting cargo into the European Union – severely

disrupting SkyCargo's operations. Emirates' air cargo business accounts for over 15 per cent of the airline's total transport revenue.

Dr Abdulla Al Hashimi, Emirates' Divisional Senior Vice President-Group Security said, "We placed the highest priority on the inspection and validation of our cargo operations in Dubai being the hub for our operations. Emirates is seeking similar validation at other stations from where Emirates regularly operates freighter flights direct to the European Union. We take pride in the fact that we're the first carrier in the region to complete this ACC3 requirement."

An approved, independent inspector reviewed the air cargo processing and security measures in place at SkyCargo's facility in Dubai. The Department for Transport of the United Kingdom of Great Britain granted Emirates' ACC3 status on behalf of the EU.

# Sunscreen keeps drugs out of the heat



Reports are being received that some Pharma distributors have experienced large losses as a result of being unprepared for sudden temperature events such as the recent record-breaking heatwave in parts of South America. The latest triple-action air cargo covers from DuPont provide vital sun protection to pharmaceuticals that are exposed to potentially damaging solar

radiation during their journey to market. In recent months the world has witnessed a succession of temperature extremes generally attributed to global warming and believed to be part of a long-term pattern of greater weather severity and uncertainty. It is a trend that has not gone unnoticed by an industry that relies on being able to keep goods in transit under strictly controlled temperature conditions.

"As the frequency and intensity of extreme weather events accelerates so does the need for improved temperature control of pharmaceutical products during their transportation to market," says coolchain expert Tony Wright of Excelsius Ltd, a respected coolchain consultancy.

One of the weakest links in the pharmaceutical coolchain, however, relates to a high incidence of solar radiation spikes during external air handling operations, a problem that is causing some manufacturers to switch from fast and efficient air carriage to the considerably slower sea freight; an option offering relatively poor traceability and flexibility. "Solar radiation is a prime cause of air-freight temperature excursions," continues Tony Wright.



## GLOBAL NEWS

## UAS announces Nairobi regional office launch



(L-R) Jared Musyoka, UAS Operations Supervisor, Kenya; Cyrus Kikuyu, UAS Operations Supervisor, Kenya; Fred Kiige, Regional Operations Manager, East Africa

As a part of its expansion plans into emerging markets, UAS International Trip Support, a preferred provider of global trip support services for flight operators, VIPs, and government officials, is enhancing its local presence and service across Africa. In addition to having opened its Africa Headquarters in Johannesburg, South Africa, and an office in Lagos, Nigeria, UAS recently

launched its regional office in Nairobi, Kenya. UAS's decision to open a regional office in Nairobi is a response to the strengthening economic conditions in Africa. Moreover, Kenya is one of the continent's fastest-growing business jet markets. "Kenya was the third largest purchaser of business aircraft in Africa in 2012, and many airlines have made Nairobi their African headquarters. This

is where they base their operations to connect to European airports and pick-up passengers brought in by local and regional operators," said Wynand Meyer, UAS Regional Director Africa. "Our new office in Nairobi will allow us to better support our commercial and general aviation clients with their international operations as well as activities across Africa."

Having served more than 7,000 flights in Africa in 2013, UAS expects to grow its business on the continent by 30 per cent this year and by 50 per cent in 2015. "Our business from Kenya will be a major force underpinning our growth projections," said Mohammed Husary, UAS Executive President. "All indicators have shown us that the aviation industry is one of the fastest growing sectors of the Kenyan economy and that this is the right time for us to enter and invest in this market."

## New air cargo terminal at Helsinki Airport chooses Q-step

The new commercial air freight terminal ASR Cargo Center recently opened the doors in immediate proximity of Helsinki-Vantaa airport. Due to its location the new terminal will primarily serve goods moving by road feeder service. More than 70 per cent of entire Finnish air freight volume is carried by road to and from major hubs in Europe.

"Our concept has received astonishing positive response from airlines, GSA's and freight forwarders. There is clearly a demand for a new terminal with this kind of advanced operating concept at Helsinki-Vantaa airport area", says Pasi Nopanen, ASR Europe Oy's Managing Director.

"Physical handling of goods, however, is only a part of the terminal function. One of the essential components of the terminal is warehouse management software, which is capable of handling all cargo handling processes. To name only a few important features: status messages to airlines, real-time ECS/ICS message exchange with customs, communication with clients etc. Modern software must fully support the company's operations and help us to put up a cost-efficient terminal. We are convinced that Q-step is the right tool for us" says Nopanen.

ASR Cargo Center is a multipurpose-terminal operated by ASR Europe Oy and located in Vantaa, Finland. ASR Europe

Oy is owned by ASR Holdings group, a Hong Kong based 3PL neutral operator serving the airfreight industry in Asia since 1991. ASR Holdings group is listed in Hong Kong stock exchange. Q-step is a cargo handling supporting software, founded and developed by Estonian software company Q-step loigiciel Ltd.

The tool is unique as it is developed based on needs identified by actual users and not developed as a concept which then has to be implemented downwards. Q-step has been applauded by a number of major players in the international airfreight community," states Haiti Arendi, Member of the Board of Q-step loigiciel Ltd.

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# Brighter skies and a positive outlook for flydubai

*Future outlook remains positive as well as  
challenging in 2014 for the Dubai-based carrier*

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*"As flydubai approaches its fifth year of operation it has created a network of 74 destinations in 35 countries. Our commitment to further strengthen the trade, travel and tourism links in the region by opening up previously underserved markets supports The Dubai Tourism Vision 2020." - Ghaith Al Ghaith, CEO flydubai*

In an already crowded market, flydubai has managed to carve a niche in a relatively short period of time. Being a low-cost budget airline currently operational at the Terminal 2 of Dubai International Airport, flydubai is Dubai's first low-cost airline and was set up by the Dubai government in March 2008. In June 2008, flydubai placed an order to buy 50 Boeing 737-800 NG aircraft. The next year in May, flydubai's first aircraft arrived and on 1 June it started operations with the first flight to Beirut, the capital of Lebanon.

As more aircraft were delivered, flydubai increased the number of routes, flying to cities across the GCC, Middle East, North Africa, the Indian Subcontinent, Asia and Central & Eastern Europe. By the end of 2009, flydubai opened seven more routes and by July 2010, it carried its one millionth passenger.

flydubai has increased its networks within a five hour flying radius of Dubai. It has also opened 46 routes that were previously under-served or did not have direct air links to Dubai. Passenger numbers across a flydubai's network show

strong demand with 17 per cent growth in Africa, 24 per cent in the Caucasus, 39 per cent in Central Asia, 55 per cent in Europe, 37 per cent in GCC and the Middle East, 41 per cent in the Indian Sub-continent. flydubai also launched its Business Class seating in October 2013. flydubai grew its international team, drawn from 99 nationalities, to more than 2,250 employees including 499 pilots and 922 cabin crew.

"Our results reflect the strategic gap we fill, in particular, the approach we have taken to open 46 routes that did not previously have direct air links to Dubai. The achievements of the past year could not have been delivered without the commitment and hard work of our experienced team, together with our partners, who are focused on exceeding our passengers' expectations on board flydubai," remarks Ghaith Al Ghaith, CEO flydubai.

#### **Profits increase in 2013**

flydubai's full-year 2013 net profit of AED 222.8 million (USD 60.7 million) was an increase of 47 per cent compared to 2012. The airline's contribution in support of thriving commercial



and tourism sectors is demonstrated by a revenue of AED 3.7 billion (USD 1.0 billion).

His Highness Sheikh Ahmed Bin Saeed Al Maktoum, Chairman of flydubai, said: "We started the year having achieved our first full year of profitability; and to support our future growth we placed the largest single-aisle Boeing aircraft order in the Middle East. flydubai remains focused on playing a vital role in the UAE's economic development and creating free flows of trade and tourism in previously underserved markets."

Continued demand for travel within a five hour flying radius of Dubai resulted in an increase in passenger numbers to 6.82 million a 38 per cent increase compared to 2012. Aircraft delivery was accelerated resulting in seven new Next-Generation Boeing 737-800 aircraft joining the fleet. Together with the rolling retrofit program a total of 14 aircraft are configured with a business class cabin. The airline, which operates an average of 1,100 flights a week, launched 17 new routes during 2013 bringing the network to 66 destinations.

### flydubai Cargo

flydubai also transports cargo across its network and beyond. The cargo sector began operations in 2012 by conducting transport services for perishable items, textiles, electronics, courier items, pharmaceuticals and general cargo. At the start of 2013, the cargo division completed its first successful year of operations with an average of 3,200 tonnes of cargo transported each month, more than double the forecast of 2012. flydubai Cargo services operate to more than 68 stations across its network, while offering more than 150 stations through its interline agreements with other airlines.

Recently, the sector has also introduced electronic airway bills (e-AWB) throughout its operations. The new technology focuses on the elimination of using paper for cargo deliveries while streamlining the process between different entities. According to Mohamed Hassan, flydubai Vice President Cargo, "Switching to electronic airway bills is an important milestone in the history of flydubai's cargo operations. With cargo deliveries often requiring 20 or more paper documents each, the new initiative keeps our costs at a minimum, allowing us



to be more productive, more reliable and deliver orders with greater accuracy.”

“flydubai’s implementation of electronic airway bills is another example of our commitment to provide an innovative and reliable service for our freight forwarders who have signed a multilateral agreement with IATA. About 90 per cent of all airway bills issued by flydubai are electronic, significantly higher than the current industry average of 29.5 per cent emphasizing flydubai’s support of this IATA’s initiative. We look forward to continuing to provide a simpler, accessible and efficient operation for our customers in previously undeserved markets,” Hassan adds.

#### **Orders and financing**

At the 2013 Dubai Airshow, flydubai committed to ordering 75 Boeing 737 MAX 8s and 11 Next-Generation Boeing 737-800s, valued at \$8.8 billion at list prices. In addition, the airline retains purchase rights for 25 more 737 MAXs. The first aircraft from this order, 11 Next-Generation Boeing 737-800s, will be delivered between 2016 and 2017. Deliveries of the first

Boeing 737 MAX will commence in the second half of 2017 and continue until the end of 2023. The remaining aircraft from the order placed at the 2008 Farnborough Airshow will be delivered by the end of 2015.

In 2013, flydubai continued to finance its sources of funding. During that year, an agreement for US\$228 million (approximately Dh836.76 million) was signed with five regional and international banks to finance six Next-Generation Boeing 737-800 aircraft. AED 6 billion (USD 1.8 billion) has been raised in competitive financing or committed from the market to fund the acquisition of 43 aircraft to date.

#### **New routes announced**

In May, flydubai announced five new destinations. Building on the momentum from last year, when 17 new destinations were added to the network, the airline has announced doubling of its network in India with the addition of flights to Delhi, Kochi and Thiruvananthapuram. Furthermore, Kazakhstan will join flydubai’s network for the first time and flights will launch later this year to two destinations Almaty and Shymkent.



COVER STORY





## COVER STORY



*Based in Terminal 2 at Dubai International Airport flydubai flies to 66 destinations in 35 countries. The airline currently operates a fleet of 36 new Boeing 737-800 aircraft and recently placed an USD8.8 billion order for 86 new Boeing aircraft.*

Another market that has become important to flydubai's network is Russia and last year flydubai doubled its network to eight points. flydubai has now become the largest operator out of the UAE to Russia by number of destinations since it marked its first entry to the

market in 2010 with the start of flights to Samara and Yekaterinburg.

As announced, flydubai will start daily flights to Moscow in September 2014. flydubai entered the Russian market in its second year of operation and launched direct flights to Dubai from Samara and Yekaterinburg in October 2010, followed by Kazan and Ufa in 2011. Last year, the airline doubled its network in the country with four new destinations: Krasnodar, Mineralnye Vody, Rostov-on-Don and Volgograd.

Last April, flydubai also announced it will launch a three times weekly service to Aden and a twice weekly service to Kandahar, starting 1 August and 25 July 2014 respectively. flydubai will become the first UAE-based carrier to fly directly to both Aden in Yemen and Kandahar in Afghanistan. The airline first began operations to Sana'a, the capital of Yemen, in 2012 and Kabul, the Afghan capital, in 2010.

Earlier this year, extending its reach into the Eastern Province of the Kingdom of Saudi Arabia, flydubai announced the launch of flights to Hofuf, the largest city in the Al-Ahsa governorate. The new twice-weekly service brought the total number of destinations served by the carrier in the Kingdom to 11. flydubai became the first airline to offer a direct air link between Dubai and Hofuf, opening up new opportunities for trade and tourism. Beginning operations to the Kingdom in 2010, flydubai now serves the following points in Saudi Arabia; Abha, Dammam, Ha'il, Hofuf, Gassim, Jeddah, Madinah, Riyadh, Tabuk, Taif and Yanbu.

- Reports AED 222.8 million (USD 60.7 million) profit for 2013
- Total revenue for the 12 months was AED 3.7 billion (USD 1.0 billion)
- Carried 6.82 million passengers in 2013
- Passenger numbers increased 38 per cent compared to 2012

#### 2014 and beyond

After another remarkable year for flydubai, the operational climate in 2014 will remain challenging. The outlook remains positive due to the efficiency and flexibility of flydubai's model and operations which will ensure flydubai is best positioned for year ahead. 2014 promises more aircraft and more routes enhancing connectivity in support of Dubai's economic development.

2014 will see the delivery of eight aircraft enabling it to continue the expansion of its network and quickly got underway with the start of twice-weekly flights to Hofuf, its eleventh point in Saudi Arabia and the first direct air link to Dubai on 6 February.

Furthermore, flydubai continues to roll-out Business Class across its network. The dedicated Business Class lounge, with a range of facilities for the business traveler, will be available during further stages of the refurbishment of Terminal 2.



# Major boost for third party ground handlers in India



*The new order may transform the size and structure of India's ground handling sector, increasing the size of the market for third party handlers by US\$125-130 million*



The Centre for Asia Pacific Aviation (India) has forecast an exponential increase in business of third party ground handlers in India, once the Supreme Court passes an order, in line with the government's ground handling policy which was first proposed in 2007. The apex court is due to pass the order soon and such a decision is expected to dramatically transform the size and structure of India's ground handling sector, increasing the size of the contestable market for third party handlers by US\$125-130 million. CAPA estimates that India could become a US\$1 billion ground handling market by FY2023.

CAPA which has done an exhaustive study of the scenario said that currently, Indian carriers self-handle virtually all of their domestic and most of their international operations. The third party handling market in India primarily consists of the international services of foreign airlines (who are not permitted to self-handle) and some under-the-wing activities for Indian carriers.

## *Understanding the changing dynamics of the Indian and global environment is essential for ground handlers if they are to develop long term competitive and sustainable businesses in India*

However, under the incoming policy Indian carriers will no longer be permitted to self-handle at the six metro airports or at Cochin, and will be required to appoint one of the



## FEATURE



licensed handlers at each airport for both terminal and ramp handling. This would open up a significantly larger market opportunity for third party providers.

#### Authorised providers

Parties authorised to offer handling services at metro airports include:

- Airport operator or its JV handling company;
- Air India or its JV handling company;
- Independent third party handler appointed through a bidding process;
- At airports other than Delhi and Mumbai airport operators may award additional concessions as and when the traffic reaches defined thresholds.

Air India has partnered with SATS of Singapore, while several other international handling companies – such as Celebi, Menzies, NAS, SATS and Worldwide Flight Services - also have a presence in the Indian market

#### Airlines worried

But airlines continue to express strong concerns about outsourcing to a third party due to the potential impact on costs, quality of service and efficiency of turnarounds. When the policy was first proposed airlines protested that the new regulations would increase their costs and that the outsourcing of terminal handling would diminish their ability to control the service quality of critical customer-facing roles. Costs are expected to increase because of the higher wages and benefits that handlers are required to offer their staff; as a result of the investment that handlers will have to make in new equipment; due to the need to factor in the handler's margins; and because of the royalties payable to airport operators by third party providers.

Airlines are also very concerned that the sheer additional volume of additional business which third party services providers will have to handle will overwhelm them and lead to deterioration in service quality, turnaround efficiency and on-time performance, all of which will have a material impact on the passenger experience and the airlines' bottom lines.

In light of these concerns the government deferred the introduction of the policy several times while stakeholder consultations continued. But following a failure to reach agreement the Federation of Indian Airlines took the matter to the Delhi High Court in 2010 and then to the Supreme Court where it has remained since.

CAPA noted that in order to allay airline concerns the government has over the years proposed a number of revisions and amendments. For example in 2010 it was suggested that airlines would be permitted to directly employ staff for any customer facing roles. It is not clear whether this option remains on the table. And then in Mar-2013 the government proposed an amendment which would permit airlines to form joint venture subsidiaries with official ground handlers to bid for handling concessions at metro airports. However the airlines did not accept this as does not provide for a practical solution to the airlines' concerns. Indeed the core issues over which the airlines went to court remain unaddressed.

CAPA states that the Supreme Court might rule largely in favour of the government's stated policy and Indian carriers will have to appoint third party providers to handle their domestic and international operations.

Indian carriers make extensive use of sub-contracted manpower agencies to provide low cost labour to support their self-handling. Whilst Indian carriers self-handle and largely deploy their own employees for in terminal roles, they nevertheless sub-contract to manpower agencies most of the labour-intensive handling activities which do not involve customer touch points e.g. baggage handling, check-in portage and cabin cleaning. There are multiple such agencies operating at some airports, up to 40 at one stage in certain cities, although this has since been rationalised to around 11-12 companies.

#### Labour intensive

At metro airports around 10,000 of the more than 15,000 staff employed to handle Indian carriers are in fact sub-contractors. Security concerns about the significant presence of unregulated manpower agencies were the primary drivers of the new policy. However safety and social aspects were also important considerations.

The ground handlers are AI-SATS, Bird-Worldwide Flight Services, Cambata Aviation and Celebi Ground Handling



## FEATURE

*India will see the award of multiple new ground handling licences over the coming years - starting with the 15 airports being privatised and additional concessions at some metro airports - but handlers will need to be selective about identifying the genuine opportunities*

in New Delhi; Air India, Cambata Aviation and Celebi-NAS Airport services in Mumbai; Air India, Bhadra International, Cambata Aviation in Chennai; GlobeGround and AI SATS in Bengaluru; AI-SATS and Menzies Bobba Ground Handling in Hyderabad; and Air India and Bhadra International in Kolkata. Firstly, at every airport one of the authorised handlers is Air India or its JV subsidiary AI-SATS, and some carriers are likely to be reluctant to appoint a competing carrier's JV for a role which is so central to their passenger interface, on-time performance and brand reputation.

Negotiations between airlines and handlers will be tough on cost, service delivery and efficiency parameters. When ground handlers sit down with Indian carriers to discuss the provision of services we expect that the negotiations will be tough. The starting point for discussions on pricing will be the current costs which airlines claim to incur for their handling activities. Carriers will be pushing ground handlers to deliver the required level of service at the same price which they believe it currently costs them to self-handle. A key challenge will be identifying and agreeing what those expenses are, CAPA stated.

CAPA conducted extensive research to quantify the ground handling costs incurred by Indian carriers on a fully allocated and capitalised basis, a figure which the airlines themselves are hard pushed to define. CAPA estimate is that on domestic services ground handling accounts for close to 2.5 per cent of operating costs. Labour is by far the largest single cost item and is likely to increase as a proportion over time to more than 60 per cent as thousands of staff are brought above minimum wages and are extended statutory benefits such as overtime, leave and provident fund contributions.

Ground handlers meanwhile will be faced with significant costs associated with the absorption and integration

of thousands of staff from manpower agencies; capital expenditure in modern ground services equipment to handle the increased volume of movements; royalties payable to the airport operator which airlines do not pay currently; and investment in internal corporate strengthening to be able to manage the increased scale and complexity of their business operations.

New operating models are expected to emerge allowing airlines to maintain control over service delivery if the decision of the Supreme Court is that airlines must outsource all of their handling operations including customer-facing roles, we may see the emergence of new operating models.

#### **Consolidation through M&A**

CAPA expects to see a competitive battle between a couple of existing players to establish a leading pan-India presence; this will likely trigger consolidation in the market through mergers and acquisitions. The transition from self-handling to outsourced handling will not be easy. Ground handlers will be faced with a massive task to upscale their organisations, absorb thousands of staff from the unorganised sector and meet the cost and service expectations of reluctant new customers. Service providers will need to transform their own resourcing and capabilities to be ready for the new operating environment. The induction of Indian carrier operations could result in a substantial increase in the number of movements that the third party providers will need to be able to handle, a massive undertaking, and much of this will be low margin business. This will require extensive investment in staff, training and equipment. Those handlers which are seen as being independent and of relatively higher quality may simply not be able to take on the volume of business which could potentially be directed to them.

India will see the award of multiple new ground handling licences over the coming years – starting with the 15 airports being privatised and additional concessions at some metro airports - but handlers will need to be selective about identifying the genuine opportunities.

The proposed privatisation of 15 airports, which should resume some time after the general elections conclude in May-2014, will likely lead to the award of new ground handling concessions. However, land constraints at several of these non-metro airports may limit their growth prospects beyond the next few years and impact the viability of any concessions. It is critical that handlers have an in-depth understanding of the entire value chain in India in order to be able to assess and recognise the genuine opportunities. Understanding the changing dynamics of the Indian and global environment is essential for ground handlers if they are to develop long term competitive and sustainable businesses in India.



# Challenges in aviation sector

*The rivalry between two major manufacturers has led to the introduction of more efficient and larger aircraft as air traffic flourishes and demand grows worldwide*

Aviation has certainly come a long way since the Wright brothers first flew on 17 December 1903. Until 27 April 2005, the idea of over 550 individuals - enough to fill eight public buses - flying together 30,000 feet in the air would've been dismissed as imaginative thinking. So, when Airbus unveiled a plane that would rewrite mankind's estimation of the impossible, over 40,000 people turned up to witness this historic landmark in commercial aviation.

Despite the great success enjoyed by Airbus on the A380 project, the story of this engineering marvel can be traced nearly 40 years back to 1969 - a year that saw the launch of two revolutionary new aircrafts. Boeing launched the massive 747 while Aérospatiale and BAC (British Aircraft Association) rolled out the Concorde. The two companies targeted the different approaches that most airlines would take to handle the increasing air traffic. Boeing opted for a



## FEATURE

massive aircraft capable of carrying a large number of people while the Concorde offered the possibility of more trips within a given time span.

Although the 747 is gradually being left behind while the Concorde has gone out of production altogether, it was this rivalry between the American and European manufacturers that laid the foundation for the A380's conception. In fact, a large amount of concise planning went into the development of these aircrafts, and the strategy employed to work this out hasn't changed much even to this day. Airbus believed that the number of people making long flights would significantly increase and wanted to capture this market of long hauls – hence the plan to build the world's largest passenger aircraft turned out to be the perfect solution to handle such traffic efficiently.

Boeing wanted to target the shorter trips as they were convinced that the number of people flying in between cities for connecting to larger flights would boom. As air traffic began to flourish, demand grew even higher and the number of people flying was recently estimated to double by 2020. Like *deja vu*, Boeing launched the 787 Dreamliner – a small but highly efficient aircraft with a capacity of 250 passengers – while Airbus picked up on their rival's old strategy and announced their intention to build the largest passenger plane ever known.

**Rethinking strategy**

The magnitude of the A380 project was far greater than any other ever undertaken by the company; as a result Airbus had to redesign several of their factories and rethink their strategy for tackling this ambitious challenge.

Design teams initially claimed that the sheer mass of such a plane would deem it too heavy and computer analysis seemed to back their argument. However, the executive vice president Charles Champion would not take no for an answer and by modifying the structure of the aircraft, they were finally able to come up with a design that seemed promising – a triple decker with the upper two decks for passengers and the lower for cargo. However the weight was still above what their engineers were willing to tolerate and they still faced the challenge to make it lighter. Most of the parts that eventually become the wings, tailfin and fuselage would need to be precariously treated to bring their weight down – a process that can leave behind a defective part if not conducted with extreme precision.

Several of these procedures are kept heavily guarded secrets by Airbus. While a major portion of the aircraft is made of aluminum – a trusty aircraft building material because of its extraordinarily high tensile strength and light weight – roughly 25 per cent of the aircraft is fitted with parts made of with carbon-fiber reinforced plastic, the



*Production of the A380 involves five factories situated in five different countries and the company faced numerous challenges when it came to transporting the parts from one country to the other. In all, it takes four million parts to build an A380 and they come from over 1,500 different companies from 30 countries.*



lightest and strongest material in existence. Wing skins and leading edges are left to the traditional aluminium alloys and thermoplastics. The four Rolls Royce engines - each made of titanium and the size of a small car - fitted into the A380 produce over 78,000 pounds of thrust of which two are equipped with thrust reversers to aid braking when landing. This makes it easier for landing on smaller runways.

#### **Massive efforts in logistics**

Production of the A380 involves five factories situated in five different countries and the company faced numerous challenges when it came to transporting the parts from one country to the other, especially since some of them were overseas - each component was grossly oversized for air transport and Airbus had to finally settle for shipping, at the expense of precious production time. In all, it takes four million parts to build an A380 and they come from over 1,500 different companies from 30 countries.

However, the introduction of such an enormous flying vessel also threw stiff challenges at those operating them. Apart from building new runways and modifying the older ones, airports would need to upgrade the organizational strategies they'd been employing all these years to usher passengers quickly from check-in counters to boarding gates - a process

*The introduction of such an enormous flying vessel also threw stiff challenges at those operating them. Apart from building new runways and modifying the older ones, airports would need to upgrade the organizational strategies to usher passengers quickly from check-in counters to boarding gates.*

that could easily trigger mass chaos if multiple A380s were to land at an unprepared airport.

Baggage handling procedures will also need to be upgraded as there is no room for slack time in an airport - these are places where every minute is billed to the tune of tens to hundreds of thousands of dollars. There's still no doubt that airports around the world will dive in to make these changes to avoid being left behind by the frantic pace of aviation growth. However most of them are long term changes and will take anywhere between six months and several years to become fully functional.

As concerning as these drawbacks may seem, the A380 has managed to pull through and defy all these challenges. Today, Airbus continues to receive encouraging orders from airlines and private customers across the globe in spite of initial delays that seemed to test the patience of their largest buyer, Emirates. The sales figures haven't quite climbed to the figure the company estimated at first but Airbus is constantly working on upgrading this mammoth passenger plane and have already come a long way since its launch back in 2005.

In fact, the company recently announced its intention to introduce 11 abreast seating in the lower deck of the plane - allowing operators to carry 30-40 passengers more than usual. With Engine Alliance looking reluctant, Rolls Royce had talks regarding the development of an even more fuel efficient engine. Each A380 has a lifespan of about 8,000 eighteen-hour flights.

#### **Billions spent for R&D**

Airbus spent almost \$15 billion on developing the A380 and with each plane selling for \$300 million - that works out to a paltry 50 sales to break even. However, experts have pointed out that customers rarely pay the list price especially when



FEATURE



airlines - like Emirates who have ordered over 140 A380s till date - place bulk orders meaning that the time it will take Airbus to recoup its investment cannot be accurately predicted.

Nevertheless, the plane is already starting to develop into a popular and convenient option for long haul flights as several

airlines such as Qantas, Emirates, Etihad, Air France, Korean Airlines, Lufthansa, Qatar Airways and Virgin Atlantic are now turning to Airbus to cover these time consuming trips. In fact, there are now 20 runways in the world that have been modified to accommodate this latest milestone in aviation history - a highly optimistic figure for a task like runway expansion that requires significant investment. In addition, another factor that potential customers find attractive is the plane's brilliant fuel economy, consuming just around 4 litres per passenger per 100 km. This is lower than most of the other big planes around, in fact its lower than several highly fuel efficient Toyotas!

The seating configuration can also be altered to any specification that airlines desire, in fact the plane can seat over 850 passengers in full-fledged economy seating configuration. A cabin crew of around 20 personnel will cater to passenger requirements; they will also have arrangements for napping during the long flights. Airbus also provides its high rollers with a boutique to design the interiors of the A380 to recreate anything one could fathom bringing on an airplane - from fountains and swimming pools to bars and casinos.

As we experience today, aviation has certainly come a long way since the Wright brothers first demonstrated its possibility!

By: Kiran Varghese

References: flightcentre.com.au; telegraph.co.uk; airbus.com

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# Qatar Airways

*always aiming for the highest standards*

*The Doha-based carrier is one of the fastest growing airlines in the world with over 280 aircraft on order worth more than US\$50 billion*



Qatar Airways, the national airline of the State of Qatar, began its humble operations back in 1994. The airline was re-launched in 1997 under the mandate of the country's leader His Highness The Emir, Sheikh Hamad bin Khalifa Al Thani, who outlined a vision to turn Qatar Airways into a leading international airline with the highest standards of service and excellence. In a short span of time the airline with one of the youngest fleets in the world has successfully developed a global network of over 130 countries. Flying to 136 destinations, the Doha-based airline today boasts a fleet of over 130 passenger and cargo aircraft.

Qatar Airways has since become one of the fastest growing carriers in the world with an expansion averaging double

digit growth year on year. The airline has developed under the dynamic leadership of Chief Executive Officer Akbar Al Baker, appointed CEO in 1996, who has been instrumental in turning Qatar Airways into an award-winning carrier. Under Al Baker's stewardship, Qatar Airways has matured into a leading force in regional and global aviation, earning many admirers around the world for its excellent standards of service.

In April 2011, Qatar Airways reached a milestone reaching 100 destinations in its global route map. Two months later, the airline achieved a remarkable feat, just 14 years after its relaunch, being named Airline of the Year 2011 at the annual Skytrax World Airline Awards with over 18 million travellers



# ways



worldwide casting their votes. In July 2012, Qatar Airways was once again named Airline of the Year 2012, holding onto its title for the second consecutive year.

In October 2011, Qatar Airways attained another key milestone by taking delivery of its 100th aircraft. During the Dubai Air Show in November 2011, Qatar Airways placed orders (firm and options) for 90 aircraft, comprising 80 of Airbus' new A320 Neos, an additional eight A380 super jumbos and two Boeing 777 freighters.

Then, during the 2013 Dubai Air Show the airline placed orders for more than 60 new aircraft – a mixture of Boeing 777X and Airbus A330 Freighters. Today, the award-winning

airline has orders for over 280 aircraft worth more than US\$50 billion.

#### **Youngest fleet**

From only four aircraft in 1997, the airline grew to a fleet size of 28 aircraft by the end of 2003 and a milestone 50 by October 2006. Today, the airline operates 129 aircraft to 136 destinations worldwide. By 2015, the fleet size will rise to more than 170 aircraft covering a global network of destinations that will also increase to over 170.

Qatar Airways has one of the industry's youngest fleets with an average aircraft age under four years old. The Qatar Airways family includes several different Airbus and Boeing



## FEATURE



aircraft types – the long-range Boeing 777 passenger and freighter aircraft, the new Boeing 787 with deliveries starting in November 2012, Airbus A340, A330, A300, A300F freighter, A321, A320 and A319. The latter A319 includes a corporate jet version.

#### Increased frequency to the UAE

Continuing with its expansion in the region, Qatar Airways added two new routes. The new routes, to Sharjah and Al Maktoum International Airport (DWC), will both operate daily from the airline's hub in Doha and add to the existing Qatar Airways network of flights to Dubai (DXB) and Abu Dhabi, doubling the total number of destinations within the United Arab Emirates (UAE) from two to four.

The new UAE routes will both be operated by Airbus A320 aircraft and customers from around the world will benefit from the increased accessibility to the region as well as convenient connection times across the airline's expanding global network. There will be three flights daily to Sharjah, with two flights per day to DWC.

Qatar Airways Chief Executive Officer, Akbar Al Baker, commented; "Over the years, we have focused upon the expansion of our route network, and today's launches to Sharjah and DWC demonstrate our commitment to the United Arab Emirates. As one of our closest neighbors in the Gulf, it is of key importance to offer excellent and frequent air travel connections to the UAE, and the location of both airports relative to our network will afford travelers an even wider variety of options when they are looking to reach their final destinations."

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



#### Hamad International Airport

Hamad International Airport – formerly known under the project working name New Doha International Airport – located 4 km from the existing airport, is scheduled to open in phases during 2014 at a cost of US\$15.5 billion and with an initial capacity of 28 million passengers a year. Qatar Airways will manage the new airport, designed to help shape Doha as a key regional and global aviation hub. The airline will move its entire operations to the new airport this year.

Hamad International Airport's latest global gateway will raise the bar on passenger expectations. Designed to accommodate 30 million passengers annually, rising to 50 million upon full completion beyond 2015, the airport covers an area of 29 sq km and is 60 per cent built on land reclaimed from the Gulf.

In order to cope with the airline's growth strategy and prepare for the move to the airport, more than US\$1 billion has been invested over the years in infrastructure improvements at the existing Doha International Airport, Qatar Airways' operational hub. This has included a new transit terminal, extension of the existing Premium Terminal for Qatar Airways' First and Business Class passengers, new arrivals terminal, new terminal for foreign airlines and additional aircraft parking bays.



## FEATURE

Chairman of the Qatar Civil Aviation Authority, HE Abdul Aziz Mohammad Al Noaimi.

“Hamad International Airport will be a source of pride and joy for all people of Qatar for many decades to come. It will deliver a memorable experience to all passengers that will travel through its gates; an experience that reflects Qatar’s status and importance on the world travel and tourism map.”

**Fleet on Order:**

**Over 280 aircraft worth more than US\$50 billion**

- 80 Airbus A350s
- 51 Boeing 787s (including options)
- 11 Boeing 777s (including freighters and options)
- 80 Airbus A320 Neos (including options)
- 13 Airbus A380-800s (including options)
- 1 Airbus A320

**Qatar Airways Cargo**

Qatar Airways Cargo serves more than 40 exclusive freighter destinations worldwide via its Doha hub and also delivers freight to more than 130 key business and leisure destinations globally on more than 129 aircraft. The Qatar Airways Cargo fleet currently includes three Airbus A330F and five Boeing 777 Freighters. At the recent Dubai Airshow 2013, Qatar Airways placed a firm order for five new Airbus A330-200 Freighter aircraft. Also included in the order were eight additional A330-200F options, for a total of 13 aircraft. Qatar Airways Cargo is part of Cargo 2000 and is also affiliated with aviation organizations such as TAPA (Technology Asset Protection Association), CCA (Cool Chain Association) and IPATA (International Professional Animal Transport Association).

A wide variety of product categories are handled which include express products, livestock, dangerous goods, valuables, vulnerable goods, automotives, perishables, oversized cargo and general cargo that require air freight carriage.

Any cargo that is booked with minimum transshipment times, the cargo staff makes sure that the cargo is transferred to the connecting aircraft. Tight security is maintained at all times to make sure that all cargo deliveries are stored in a secured area.

**New freighter routes**

Qatar Airways Cargo has recently announced scheduled dedicated freighter services to two new destinations: Hyderabad (India) and London Stansted (UK), and that it will re-start services to Zaragoza (Spain).

“Our goal is to be a world-class air cargo service provider and in order to achieve that goal, we need to constantly increase frequencies and expand our number of destinations, so that



Starting 1 May 2014, 10 carriers commenced operations out of the new passenger terminal at Hamad International Airport, namely Biman Bangladesh Airlines, flydubai, Air Arabia, Iran Air, Air India Express, Yemenia, Pakistan International Airlines, Syrian Airlines, Pegasus Airlines and Nepal Airlines. The remaining carriers, including national carrier Qatar Airways, expected to move to the new airport by 27 May 2014.

Once fully open beyond 2015, the addition of another 24 contact gates will take the total number to 65 – six of them will cater for the A380s. There will be a further extension of the terminal building to 900,000 sq m to handle 50 million passengers a year.

The terminal will also feature 16 lounges, 26 art installations, more than 100 F&B and retail outlets, a transit hotel, a swimming pool, a luxury spa, squash courts and a four-storey catering facility that is one of the largest in the world. The on-site public mosque can accommodate 500 worshippers during prayer times.

“The launch of the new airport represents the fulfilment of the longstanding vision of HH Sheikh Hamad bin Khalifa Al Thani, the Father Emir, which was brought to fruition by HH Sheikh Tamim bin Hamad Al Thani, the Emir of Qatar,” said



our customers can benefit from our global reach. We will take delivery of three new freighter aircraft in the course of 2014: two B777F and one A330-F," said Qatar Airways Chief Officer Cargo Ulrich Ogiermann.

Hyderabad is the first new destination to be added to the Qatar Airways Cargo network from 1 April of a twice weekly service, using the A330 freighter. Main exports from Hyderabad will include IT products and pharmaceuticals. Qatar Airways already operates a daily passenger flight between Doha and Hyderabad.

And effective 2 May, Qatar Airways Cargo will begin five weekly Boeing 777 freighter flights to London Stansted.

Renowned for its operational capacity and infrastructure quality, Stansted is one of the largest freight hubs in the UK and home to an international cargo operation that transports more than 200,000 tonnes of goods annually to destinations worldwide.

Qatar Airways Cargo is also resuming services to Zaragoza. The scheduled twice-weekly Airbus A330 freighter service commenced 1 March. Textiles, agricultural products, footwear, automobile and pharmaceuticals are the major commodities expected to ship from Zaragoza.

In addition to the new routes, Qatar Airways Cargo recently strengthened its product portfolio with the launch in January 2014 of two new premium services that optimize the transportation of time and temperature-sensitive goods, including high-value pharmaceutical products and perishables. The new services, QR Pharma and QR Fresh, add to the company's substantial range of cargo services and further enhance its capacity and flexibility to effectively move sensitive commodities in line with the highest world-class standards.

On 1 December 2013, the first Qatar Airways Cargo shipment was received at the new cargo facility at Hamad International Airport. The enormous, state-of-the-art facility, spanning more than 77,000 sq m, contains a perishables storage area, amongst other key facilities, such as a live animal centre and dangerous goods area. The new self-contained terminal will handle 1.4 million tonnes of cargo per annum.

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# Mumbai International goes swanky but

*The Mumbai International Airport recently inaugurated the Terminal 2 and Cargo Complex, which will handle 40 million tonnes of cargo annually*

Private participation in Indian airports has been a game-changer. The airports in New Delhi, Bengaluru, Hyderabad, and Mumbai have seen radical transformation and are now comparable with some of the best international airports. But that's mostly on the passenger side. The air cargo sector comes a distant second, though there have been some efforts by these airports to upgrade cargo operations.

The Chatrapati Shivaji International Airport (CSIA) or better known as Mumbai International Airport is the latest to join the list of Indian airports which are going swanky. Only recently, it inaugurated the new integrated Terminal 2 and Cargo Complex. With this GVK CSIA will now be handling 40 million passengers and about 1.50 million metric tonnes of cargo annually. That is more than double the cargo the airport handled in 2012-13 – at 639,063 tonnes. GVK CSIA, Mumbai

handled traffic of 32.2 million passengers and more than 648,745 tonnes of cargo in 2013-14.

Terminal 2 presently caters to international passenger traffic and it will be only in 2015 domestic flights will start operating from here. Presently, cargo operations are handled by Mumbai International Airports Limited (MIAL) at Sahar Air Cargo Complex.

Bharat Thakkar, former President of Air Cargo Agents Association of India, said with T2 now in place, stakeholders are looking forward to GVK's focus of cargo development in fast mode. Presently, the Sahar complex, he mentions, is congested as it receives on an average nearly 800 tons of export on a daily basis and this is adding to congestion and delays. Mumbai handles approximately 31 per cent of all India tonnage.



# onal Airport cargo has to wait

omplex and will be handling 40 million passengers and about 1.50 million metric

## **Bonded cargo facility**

Stepping up efforts to facilitate trade and expedite shipments, MIAL on April 16, 2014 laid the foundation for a new Export Heavy and Bonded Cargo facility. The 4,300 sq m facility which is slated for completion within a year will comprise 11 truck docks, seven dock levellers, six X-ray machines and 24 x 7 CCTV and security monitoring. Equipped with dedicated material handling equipment, the facility will offer exclusive acceptance dock and screening machine for bonded cargo operations.

Manoj Singh, VP, Cargo, MIAL said, "Commissioning of Export Heavy and Bonded Cargo Facility will enhance the throughput capacity of export handling. This facility is part of our ongoing infrastructure development to keep pace with the rapid growth of air cargo export business at CSIA, Mumbai."

*"Commissioning of Export Heavy and Bonded Cargo Facility will enhance the throughput capacity of export handling. This facility is part of our ongoing infrastructure development to keep pace with the rapid growth of air cargo export business at CSIA, Mumbai" -*

**Manoj Singh, VP, Cargo, MIAL**



## PROFILE



The commissioning of the facility also addresses the long standing request from bonded trucking companies for an exclusive facility for bonded cargo trucked from hinterland cities using CSIA, Mumbai as a major gateway, Manoj said.

The new facility is another milestone for MIAL which has successfully implemented several projects over the past three years to support the growing air cargo business at Mumbai. These include the perishable cargo terminal for exports, refrigerated containers for temperature controlled cargo, India's largest import cold zone. The export air cargo business at Mumbai has immense growth potential.

### Largest air cargo complex

Mumbai is the largest Air Cargo Complex in India in terms of volume of cargo handled, value of cargo, documents filed and revenue collected. The customs revenue collected during financial year 2012-13 was Rs 7,910 crore and the target for 2013-14 is Rs 9,102 crore. A total of 1,67,466.76 metric tonnes of import cargo was handled during the FY 2012-13. Two custodians, namely MIAL and the National Aviation Company of India Ltd (NACIL) are handling imports and exports at ACC. The complex also has a state of the art perishable shed for exports set up by APEDA.

However, Mumbai which is not only the commercial capital of the country but also a major trading hub, but the air cargo potential has largely remained untapped. Compared to airports such as Hong Kong, Incheon, Dubai etc, Mumbai is nowhere close to handling of cargo in the region and the reasons for that are many, the foremost being poor infrastructure. None of the Indian airports figure in the top 30 for cargo handling for 2013, whereas there are two from the UAE (Dubai and Abu Dhabi). It is only of late that India is waking up to the realization that cargo is crucial not just for aviation growth, but also for the country's economic progress.



The Air Cargo Complex, located west of the International Passenger Terminal (T2), has been in operation since 1977. GVK - MIAL is one of the custodians of the Air Cargo Terminal. Since 2006, as a part of modernization of the air cargo terminal, MIAL has brought significant developments in infrastructure, improvements in process and efficiency with an endeavour of benchmarking facilities and services with global standards. GVK has invested substantially in the modernization of the airport and maintains a market leading position in the Indian air cargo industry. It has the highest air cargo throughput in the country.

MIAL looks after the entire air cargo terminal handling including exports and imports. Export activities include acceptance of cargo, weight & volume check, facilitation for customs examination, unitization, documentation and handover of built-up ULD's to Ground Handling Agent. Import activities include receipt of cargo ULD's from Ground Handling Agent,



## PROFILE



*Compared to airports such as Hong Kong, Incheon, Dubai etc, Mumbai is nowhere close to handling of cargo in the region and the reasons for that are many, the foremost being poor infrastructure. India is waking up to the realization that cargo is crucial not just for aviation growth, but also for the country's economic progress.*

### Aircraft capability

Furthermore, the cargo apron is capable of handling five wide-bodied aircraft. Air India (AI) and Mumbai International Airport Pvt Ltd (MIAL) have been appointed as custodians of cargo by the Central Board of Excise and Customs at Mumbai. MIAL handles 33 airlines while AI handles 11. Apart from handling 65 per cent of the international volumes at CSIA, MIAL also operates the Common User Domestic Cargo Facility since November 2009 handling IndiGo and Deccan 360. The common user facility for exports is 7,500 sq m and handles 11,000 tonnes per month.

The Common User Express Terminal for couriers is operated by the Express Industry Council of India. Small shipments are handled via the International Passenger Terminal or the Domestic Passenger Terminal while larger express parcels are handled through the general cargo warehouses. The Cargo Terminal has a Centre for Perishable Cargo (CPC) with an area of 1844 sq m for perishable and temperature sensitive international export shipments, strong rooms of 115 sq m for storage of valuable cargo and storage areas for dangerous goods in both import and export warehouses, dedicated unaccompanied baggage handling and clearance areas and nine coloured X-ray cargo screening machines for export cargo.

### Active cargo airlines

The cargo airlines that are operating from Sahar include: Air France Cargo; Atlas Air; Blue Dart Aviation; British Airways World Cargo; Cathay Pacific Cargo; DHL Aviation operated by Aerologic; DHL Aviation operated by Atlas Air; Emirates SkyCargo; Ethiopian Airlines Cargo; Etihad Crystal Cargo; FedEx Express; FitsAir; Korean Air Cargo; Lufthansa Cargo; Martin Air KLM; Polet Airlines; Qatar Airways; Saudia Cargo; Singapore Airlines Cargo; Turkish Airlines; UPS Airlines; Uzbekistan Airways Cargo; and Volga Dnepr. This is besides the belly cargo of passenger airlines. The potential for growth is enormous and the stakeholders are working at it, albeit at a pace slower than passenger amenities.

breakdown of ULD's, segregation of cargo, irregularity reporting, binning, facilitation for customs examination and physical delivery. Export and import warehouse include storage facilities for all kinds of cargo including special cargo like perishables, dangerous goods, cargo requiring temperature control, valuables, live animals, heavy/odd-sized cargo.

To electronically interact with its trade partners, MIAL has acquired a tailor made Custodian Management System (GALAXY). MIAL has further enhanced the capability of the IT application through introduction of Ground Handling Application (GHA) and GMAX (GVK MIAL AIR Xchange). With the introduction of GHA application, MIAL is now capable of exchanging all the IATA C2K messages with the airlines. GMAX is a unified electronic platform that will strengthen digital interface between cargo terminal operator and all air cargo stakeholders including customs, customs brokers, airlines, consolidators, break-bulk agents, shippers/consignees and other statutory bodies.



## EVENTS



**DUBAI**  
AIRSHOW

# Airport Show

## wins aviation industry backing

Dubai's Airport Show is generating backing from key companies from all geographical regions with as many as 54 new companies signing up for participation in the 14th edition of the event to be held from May 11 to 13. Last year's show attracted over 6,500 visitors from 83 countries, generating business and new growth leads for the 225 exhibitors who came from 35 countries.

Over 65 per cent of the previous edition's exhibitors will be returning to show, many with an enhanced portfolio of products, services and solutions to tap the growth potential offered by the growing aviation market with over \$100 billion worth of projects either underway or planned across the

Middle East, North Africa and South Asia (MENASA) region.

Airport Show-2014 will have five country pavilions featuring a record 66 companies from China, Germany, France, Switzerland, Canada and the US. Co-located with the Airport Show will be the 2nd edition of Global Airport Leaders' Forum (GALF) and the launch edition of Travel Catering Expo (TCE).

The airport business has transformed significantly over the last decade and the needs of airport managers and operators are very different today than what they were at the start of the century. These changes are reflected in the profile of the event and the global exhibitors that participate.

## Air freight - the imperative tool for Africa's economic growth

Air Cargo is key to the economic growth of any country, much so, in the case of emerging countries in Africa. Other nations are vying with each other to do business with Africa, in the process giving back what Africa needs in terms of growth. Ever since the economic down turn in the recent past, there has been a global endeavor in search of fresh pastures for trade and business and it is no surprise that Africa is being explored for growth opportunities.

Now that the growth potential of Africa has been identified, the air freight industry in Africa has been experiencing a spurt in growth. The air freight traffic in Africa is growing at an average of over 6 per cent while the global average is 5.8 per cent. Africa is behind only the Middle East and Asia Pacific in growth statistics.

The growth in air freight industry has had a positive impact on the economic front with 28 out of 52 countries in Africa showing an average 5 per cent annual growth which is likely to increase. Like any growth story has its teething troubles, Africa has also some issues, which have to be addressed, if the continent's full potential for growth is to be tapped.

There is a need for all the stakeholders in the industry, not only from Africa, but also from the world to come together, discuss and deliberate on how best the air freight industry could help tap the trade potential under a common platform. There is a need for pooling of resources and mind.

It is in this context that Air Cargo Africa, the 3rd International Biennial



Air Cargo event scheduled to take place in from 25-27, February 2015, assumes importance. In the past, the events had attracted the leaders in the industry to speak in the conference. Realizing the importance of the event, South Africa's Minister for Public Enterprises, Malusi Gigaba, had in his keynote address in 2013, exhorted the players in the African Air Cargo industry to think out of the box to develop the industry. For new ideas to emerge there should be exchange of ideas under common platform and this is what the events organized by STAT Times aim at.

The meeting of minds of the leaders would unlock the potential of the Air Freight Industry and pave way for the economic growth of the African nations.



EVENTS

# Mubadala and Airbus Middle East roll-out robotic workshops



Abu Dhabi local students taking part at The Little Engineer workshops by Airbus and Mubadala

On the occasion of the Global Aerospace Summit in Abu Dhabi, Mubadala Aerospace & Engineering services joined forces with Airbus to roll-out the first of a series of robotic workshops to promote science and technology among the local youth.

Some 100 students in grades five and six participated in the workshops, which was designed by The Little Engineer (TLE) organization in partnership with Airbus Middle East to engage students through interactive and tailored robotics

in order to inspire them to focus on their science and technology studies.

Homaid Al Shemmari, CEO of Mubadala Aerospace & Engineering Services, said: "A talent gap currently exists in the aviation industry and this requires support and collaboration to fill. We are delighted to be a part of this initiative with Airbus Middle East and kick start a series of TLE workshops in Abu Dhabi. This complements a comprehensive outreach roadmap that Mubadala has developed to cover most age

groups starting from grade five and six, including workshops, work experience and university lectures, to name a few."

The Airbus TLE workshops focus on developing technical and soft skills in the fields of science and technology. It introduces students to key components such as sensors and motors, enabling them to discover how machines operate in the real world. Students learn to be team players working to reach a common goal by using their creativity and imagination to solve problems and celebrate their achievements.

"Airbus and Mubadala share the same belief that talent is a key contributor to the future of aviation. Together we are able to hold The Little Engineer workshops across Abu Dhabi, inspiring the young local generation to pursue studies and careers in engineering and aviation," said Habib Fekih, President of Airbus Middle East.

# First AfBAA Expo focuses on owner participation



Rady Fahmy

Africa's first ever dedicated Business Aviation exhibition, AfBAA Expo, took place at Marrakech FRA Airport from 23 - 26 April 2014. The organizers, the African Business Aviation Association (AfBAA) and IEC, made sure the inaugural event delivered a unique and stimulating opportunity for all those taking part. In less than two years after launching the Association, AfBAA has used its network of industry leaders and membership knowledge to create an event that has been designed with aircraft owners in mind. "We have actively been working with the organizers

and our contacts to attract aircraft owners, aspiring aircraft owners and fleet managers to ensure our exhibitors maximize their time and investment," stated Rady Fahmy, Executive Director of AfBAA.

The Association has been integral in designing the format of the show which aims to provide an intimate dedicated Business Aviation environment that will enable all those who attend to enjoy a concept that will provides a platform from which to network across the complete spectrum of the continent's business aviation activity.



## New markets and workforce development seen as key challenges in aviation

New markets and workforce development have been highlighted as the two key industry challenges by leaders in the aviation, aerospace, defence and space sectors, met at Abu Dhabi's Global Aerospace Summit. Almost half of respondents (44.9 per cent) in a survey of participants, more than 100, at the event believe developing new products and new markets is their key challenge, with more than a fifth (22.4 per cent) believing workforce and human resource development is the primary issue.

Human capital development was a core theme of the Summit's agenda and the survey showed clear concerns in this area. The two major issues are talent retention (39.2 per cent) and

recruitment of new graduates with the correct skill set (35.3 per cent), with the ability to source appropriate training and development for existing staff (23.5 per cent) following behind.

Homaid Al Shemmari, Chief Executive Officer of Mubadala Aerospace and Engineering Services, said: "Human capital development is one of the key challenges facing our industry today. That is true in developed markets, where other education and career choices are winning out against our industries, and in emerging markets, where education, training and on-job experience are all issues." More than two-thirds (69.8 per cent) of respondents believe that aviation

infrastructure in their regions is not capable of handling increased capacity required to meet projected future demand. This figure, coupled with the result that 35.2 per cent believe their industry's growth is not supported and promoted by national government, suggests that the industry needs to demonstrate more clearly the economic benefits it brings.

The three regions predicted to witness the most international growth over the coming decade are the Middle East (36.4 per cent of respondents), China (30.9 per cent) and other Asia Pacific markets (16.4 per cent). The Global Aerospace Summit ran from 7-8 April 2014 in Abu Dhabi, UAE.

## Over 1,200 aviation professionals gather for Routes Europe 2014

Routes Europe 2014 opened in Marseille to a record attendance of over 1,200 delegates from 70 countries, representing 115 airlines, 380 airports and over 50 tourism authorities. Speaking at the opening press conference on 7 April, Pierre Régis, Managing Director of Marseille Provence Airport highlighted the impressive growth rates of this year's host: "Marseille is the fastest growing airport in France with a 54 per cent growth in passengers over the past ten 10 years, and the third largest cargo airport in the country. Marseille-Provence is also the second most important tourism region in France with 30 million visitors per year."

Julien Boullay, Marketing and Communications Director of Marseille

Provence Airport added that last year alone, the region saw an increase in the number of international visitors of 21 per cent thanks to a growing European and long-haul network: "Our target is 10 million passengers in 2020, up from 8.4 million last year." The 29 airlines operating out of Marseille will commence numerous new routes this year, including Toronto and the newly announced Moroni in the Comores.

Adrian Newton, Group Director Transport and Technology, at Routes organizers UBM Live said: "Increasingly the global economy is an aviation economy. Air services are the lifelines of a modern economy and one of the biggest assets of a city or region."



Routes Europe 2014 officially opened with the hard hitting Strategy Summit. The motto of the day could be described as "plus ça change", as around 20 high-level speakers from Europe and beyond attested to constant change in all parts of the aviation and tourism industry.

Frédéric Gagey, Chairman and CEO of Air France, highlighted the challenges France's flag carrier has been facing since the beginning of the economic crisis and its struggle to return to profitability. The company has put in place a far-reaching program to turn around the business, he explained, which includes reducing the number of employees by 10 per cent, or 10,000, since 2011.



# Hamad International Airport officially opens



“Today’s highly anticipated opening of the new airport signifies to the world that Doha is now ready to open its doors for passengers to experience an airport that transforms the travel experience, and it is with much excitement that we await the move of all Qatar Airways flights to this new facility on the 27th May.”

Hamad International Airport welcomed a celebratory Qatar Airways’ VIP flight, upon the airport’s highly anticipated soft opening on 30 April. The Qatar Airways A320 aircraft, which left Doha International Airport just before 11:00am, landed on Hamad International Airport’s Easterly runway shortly afterwards. Upon arrival, QR7450 was greeted by a traditional water salute and a warm welcome from gathering crowds at gate B3, on one of the airport’s new concourses.

Qatar Civil Aviation Authority, HE Abdul Aziz Mohammad Al Noaimi. Following the soft launch, 10 airlines are now operating fully from Hamad International Airport. These are Biman Bangladesh Airlines, flydubai, Air Arabia, Iran Air, Air India Express, Yemenia, Pakistan International Airlines, Syrian Airlines, Pegasus Airlines and Nepal Airlines. Qatar Airways will move its entire hub operations to Hamad International Airport on 27 May.

Hamad International Airport is the world’s latest global gateway and will raise the bar on passenger expectations, thanks to its state-of-the-art facilities and passenger focused design. Designed to accommodate 30 million passengers annually, rising to 50 million upon full completion, the airport covers an area of 29 sq km and is 60 per cent built on land reclaimed from the Gulf.

Onboard the inaugural flight to Hamad International Airport were VIPs and other dignitaries, including; Minister of Transportation, HE Jassim Al Sulaiti, Chief Executive Officer of Qatar Airways, HE Akbar Al Baker and Chairman of the

Qatar Airways Chief Executive Officer HE Akbar Al Baker said: “It is a historic moment, not only in the history of our airline, but for the State of Qatar, to see this Qatar Airways VIP flight touch down at the newly opened Hamad International Airport.

Qatar Airways, the national carrier for the State of Qatar, will officially move to Hamad International Airport on the 27th May. The airline has seen rapid growth in just 17 years of operation, to the point where today it is flying a modern fleet of 134 aircraft to 138 key business and leisure destinations across Europe, the Middle East, Africa, Asia Pacific, North America and South America.

# Munich Airport sees growth in all segments



Munich Airport saw growth in all traffic segments in the first quarter of 2014, with a slight rise in passenger numbers and aircraft movements and a substantial increase in airfreight. From January to March 2014, the number of

passengers edged up to approximately 8.5 million – the highest first-quarter figure ever recorded at the airport.

Airlines took off and landed more than 88,000 times in Munich in the first three months of the year – a year-on-year increase of 0.4 percent. The 68,900 tonnes of flown airfreight handled represented a 5 percent rise in cargo turnover as compared with the same period a year earlier.

while continental traffic was nearly unchanged at 5 million passengers in total. On domestic routes within Germany, a slight rise was seen of about 1 percent to over 2 million passengers.

Passenger traffic at the Bavarian hub in the first quarter showed a mixed trend across the various traffic segments: The number of travelers on intercontinental was up nearly 2 percent to 1.4 million,

Flughafen München GmbH (FMG) was formed in 1949, and with its 12 subsidiaries operates Munich Airport. It is jointly owned by the Free State of Bavaria (51 pc), the Federal Republic of Germany (26 pc) and the city of Munich (23 pc). The FMG corporate group employs more than 8,000 people. With a total workforce numbering more than 32,000 employees with 550 companies, Munich Airport is one of Bavaria’s most important workplaces.



## AIRPORTS

## DWC records strong passenger and freight traffic growth in Q1 2014



Passenger and freight volumes at Al Maktoum International at Dubai World Central (DWC) continued to grow strongly in the first quarter of 2014 as more airlines commenced operations at Dubai's second airport.

Since the opening of the new passenger terminal on 27 October 2013, passenger volumes at DWC continued to gain momentum, with 102,137 passengers passing through the airport in the first three months of the year. This was the first full quarter

of operations since the new terminal was opened.

In March this year Qatar Airways joined Wizz Air, Al Jazeera Airways and Gulf Air which already operate flights from Dubai's second airport, offering twice daily flights to Doha from DWC. The growth trend is expected to escalate in the second quarter of 2014 with more than 600 flights per week temporarily moving over from Dubai International – where both runways will be refurbished and upgraded between May 1 and July

20, 2014. Among the airlines is flydubai, which will operate a select number of flights from DWC in addition to flights from Dubai International's Terminal 2.

Freight volumes also rose, recording 76,816 tonnes in the first three months of the year, up 42.3 per cent from the 53,974 tonnes achieved during the first quarter of 2013.

Volumes were boosted by the introduction of several new scheduled freighter services with Cathay Pacific, Qatar Airways, Ethiopian Airlines and Cargolux all moving their dedicated freighter flights to DWC since the end of last year. This has increased weekly scheduled freighter flights to more than 60.

As a result of the increased activity, aircraft movements climbed sharply in the first quarter of 2014 to 9,965 movements, up 142.8 per cent from the 4,104 movements in the first three months of 2013.

## New full cargo company arrives at Liege Airport

Liege Airport successfully continues its cargo development as ANA Airline Management has recently decided to base its cargo fleet at Liege Airport as from 29 May 2014. There will be 5 flights a week on a regular basis. In addition, there will be charter flights and humanitarian flights.

For Liege Airport, these operations represent an increase in the volumes transported of at least 30,000 tonnes per year, or a growth of over 5 per cent. Imports will be essentially perishable products (flowers, fruit and vegetables). The arrival of ANA Aviation will lead to the creation of 80 direct jobs and at least 200 indirect jobs.

Handling of ANA Aviation operations will be provided by the LACHS company which, in addition to the new jobs, will invest in additional equipment. Most of the flights will be operated towards Central and Western Africa. This will strengthen the position of Liege Airport on this continent.

Luc Partoune, General Director of Liege Airport explains: "For many years, we have been prospecting the African market because it represents a major import-export potential. After Ethiopian Airlines, AV Cargo and Qatar Airways, the arrival of a major operator such as ANA Aviation confirms our leadership in

Africa for cargo. The quality of the services we can offer to the cargo community and the complementary links between airline networks are increasingly attracting players in this sector to us."

One of the strong points which appealed to ANA Aviation is the attractive fuel cost. Liege Airport - the Flexport - is connected to the NATO pipeline and can thus offer companies the possibility of choosing suppliers (open supply market) together with the capacity for major stocking and fuelling facilities available 24 hours a day thanks to an airport fuelling team.



# Record summer flight schedule takes off at Abu Dhabi International Airport



23 April 2014, Abu Dhabi, United Arab Emirates: Six new destinations and 71 extra flights a week to India are the highlights of Abu Dhabi International Airport's summer 2014 flying schedule for air travelers, the busiest in its history. The number of weekly flights available for business travelers and holiday makers has increased by 18 per cent compared to last year's summer from 1,052 to 1,242. New routes to be served this summer compared to the same period in 2013 include non-

stop flights from Abu Dhabi to Los Angeles in the USA, Zurich in Switzerland, Belgrade in Serbia, Perth in Australia, Jaipur in India and Yerevan in Armenia.

Abu Dhabi International Airport will also see more flights this summer in the Gulf region to Saudi Arabia, Qatar and Bahrain. Additionally, more aircraft will fly to Pakistan with extra flights to Lahore, Islamabad, Peshawar, Karachi, Peshawar and Rahin Yar Khan.

European cities to be further linked with the UAE's capital city including Rome, Moscow, Munich, Athens and Dublin. Hyderabad, Chennai and Bangalore will each witness 14 extra flights a week from Abu Dhabi - the greatest growth in the Indian market. There will be 10 new services to Mumbai, eight to Cochin and seven to Delhi on a weekly basis. The new route to Jaipur operated by Abu Dhabi-based Etihad Airways will operate once a day.

Eng. Ahmad Al Haddabi, Chief Operations Officer, Abu Dhabi Airports, said: "The summer schedule will be the largest flying program Abu Dhabi has ever operated. The growth compared to last year is a testament to the eyes of the world looking more and more at the UAE's capital, and to the country's national airline, Etihad Airways, satisfying that ever growing demand."

## Over 6.2 m passengers pass through Dubai International in March



More than 6 million passengers passed through Dubai International in March 2014, driven by the expanding networks of Emirates airline and flydubai, according to the latest traffic statistics issued by operator Dubai Airports. This is the third time in four months the airport has recorded monthly traffic of more than 6 million passengers. Passenger traffic reached 6,285,868 in March 2014, up 7.5 per cent from the

5,846,297 achieved in the same month last year. In the first three months of the year passenger traffic rose to a record 18,361,820 passengers, up 11.4 per cent from the 16,486,417 passengers welcomed in the first quarter of 2013.

India remained the top destination country (751,390 passengers) during the month, followed by Saudi Arabia (518,555) and the UK (460,529). London

emerged as Dubai International's busiest city destination, ahead of Doha, Jeddah and Riyadh.

Total aircraft movements rose to 32,849 in March, up 3.6 per cent from the 31,713 movements achieved in the same month last year. For the first three months of 2014, total aircraft movements totalled 94,694, 3.9 per cent higher than the 91,130 movements in the first quarter of 2013. Cargo volumes continued to benefit from improved growth in the world's developed economies as well as from expanding trade with emerging countries. Freight volumes reached 228,154 tonnes in March this year, rising 6.7 per cent from the 213,748 tonnes in the same month in 2013. In the first quarter of this year freight volumes climbed 5 per cent to 613,876, up from 584,847 tonnes in the same period last year.



## TRUCKING

## Metro Logistics

### orders 77 trucks from MAN



German logistics service provider METRO will soon be using MAN vehicles to transport goods to "METRO Cash & Carry" and "REAL" stores. MAN received an order for 77 trucks from METRO LOGISTICS and it is going to deliver 66 MAN TGX 18.400 4x2 BLS tractors and 11 TGX 26.400 6x2-2 BL with refrigerated bodies.

In addition to the low fuel consumption that convinced METRO LOGISTICS over the course of a four-week field test, the low TCO (Total Cost of Ownership) was

also an especially significant factor in the awarding of the contract. The Euro 6 vehicles are equipped with a safety package comprising an emergency braking assistant (EBA), a lane guard system (LGS) and an adaptive cruise control (ACC). The MAN Air Pressure Management system contributes to fuel savings by reducing the accessory power output of the engine. The trucks are fitted with MAN TeleMatics to give a more efficient overview of consumption values.

Drivers' needs are met by the comprehensive comfort package with the MAN TipMatic automatic gearbox, Intarder and air-sprung and air-conditioned seats with lumbar support. Drivers will also be trained to drive economically in a MAN ProfiDrive training course.

## Tata Ultra 614 launched at Auto Expo 2014



The Tata Ultra 614, was unveiled at the Auto Expo 2014 in India. Powered by a 3L DICOR unit, the 614 develops 140 PS @ 3,000 RPM and 360 Nm @ 1,400-2,000 RPM matched to the GB 400 (6F + 1R) gearbox. The GVW is rated at 6,000 kg, whereas the minimum ground clearance and gradability stand at 220 mm and 36 per cent.

The front brakes are discs while the rear brakes are drums. The tire specification is 235/75R 17.5. Complying with Euro III and IV norms, the engine is also Euro V ready, says Tata Motors.

The steering system is a power steering unit which is both tiltable and telescopic. The vehicle comes in three wheelbase options – 2910 mm, 3320 mm and 3930 mm. The loading areas of these are 6.37, 9 and 10.98 sq.mt respectively. Elements such as the narrow cabin design of the Ultra 614 will offer lower life-cycle cost, says Tata. The 614 has mechanically suspended seats, drive-by-wire dashboard mounted gear and optional features such as air-conditioning and GPS navigation units.

## Mitsubishi introduces new model at truck show in U.S.

Mitsubishi Fuso introduced its new Canter FE130 work truck at the NTEA Work Truck Show in Indianapolis in the U.S. Its new entry into the Class 3 segment boosts GVWR and body/payload capacity by 700 lb. over the previous FE125 model. According to the company, the boost in GVWR is actually the second part of a program to expand the utility and versatility of its Class 3 offering.

Todd Bloom, MFTA's president and CEO, said, "Strategically, this new truck is a direct result of our continuing efforts to improve and refine our products to provide increasing value to FUSO owners. We added a long-wheelbase option to our 2014 model FE125 as a running change in the fall of 2013. The new 169.3" wheelbase option allows installation of 20' bodies – which greatly expanded the cargo volume capabilities of our lightest truck. For our customers who transport high-bulk items, this is a real benefit. But those who haul heavier items could only take advantage of the longer wheelbase if the GVWR also increased. And that's where the new FE130 comes in."

The company notes that a 700 lb. increase in body/payload capacity, particularly when coupled with the long-wheelbase option, significantly improves the efficiency of the truck, allowing the operator to carry more in each trip, and thereby reducing overall transportation costs. The Canter FE130 also offers a number of other improvements, foremost among them a performance increase to go along with the increased GVW rating.



# New Renault Trucks

## promise no CO2 emission



Developed by Renault Trucks on a Midlum vehicle chassis in partnership with PVI and IFP Énergies nouvelles, the 16-tonne all-electric vehicle emits no CO2 and generates no noise when in motion. It was operated under real life conditions by logistics specialist STEF on behalf of its client Carrefour France until the end of December 2013. After delivering fresh and frozen goods for 18 months and covering a total of 16,000 km, technical and environmental appraisals are both particularly positive.

The electric vehicle records a drop of 86 per cent in CO2 emissions produced

from the well to the wheel compared with its equivalent equipped with an internal combustion engine.

“If this figure is applied to the tonne carried, it represents only 2.3 kg of CO2 emitted per tone.” explained Christophe Vacquier, Renault Trucks’ product manager. “That’s seven times less than an equivalent Diesel vehicle! When used under actual operating conditions, this vehicle demonstrated it consumed only 0.95 kWh per km travelled. This is very little and all the more remarkable since that figure not only includes the energy needed for the

vehicle’s propulsion, but also the power used for operating auxiliary equipment such as the cooling system for the refrigerated body or cab heating.”

Finally, it should be noted that all these benefits were backed by solid reliability: “The only technical problems we had were due to settings or bad electrical contacts, which we were able to solve rapidly,” the project manager concluded.

The test was conducted in two phases. The first was from June to December 2012, with the vehicle delivering fresh products to three Carrefour City stores in Lyon, with rounds of about 40 km a day. The second, from January 2013 to the end of December 2013, involved the vehicle delivering frozen products to six Carrefour Market shops in the Lyon area with rounds of some 90 km a day. The length of the test made it possible to see how the vehicle performed under all weather conditions and in temperatures ranging from -8° to +32°C.

# Mack Granite top selling truck



The Mack® Granite® model was once again the No. 1 selling heavy-duty conventional straight truck in the U.S.A. Granite model can be used in snowplowing as well as roll-off and rear-loader refuse applications, plus any other configuration where the job demands the toughest truck and great performance.

Available in axle forward or axle back configurations, the Mack Granite model delivers the reliability, durability and strength expected of a Mack. The high-performance, yet fuel-efficient Mack MP7 and MP8 engines range from 325 hp and 1,200 lb.-ft. of

torque to up to 505 hp and 1,760 lb.-ft. of torque. Every Granite model is built on Mack’s proven Cornerstone™ chassis and can be paired with a Mack Camelback suspension, a vocational industry standard, or the Mack mRIDE spring suspension, which delivers higher ground clearance and extreme articulation.

product marketing manager. “Our tradition of application excellence means we’re not just building trucks, we’re building tools for specific jobs. We take into consideration each customer’s exact needs based on their unique operation.”



# B2B - Classified

## Air Ambulances/ Medevac

### FAI RENT -A- JET AG

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



### SAMANA SPECIAL MISSION

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

## Airline Cargo

### QATAR AIRWAYS

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

### COYNE AIRWAYS

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

### AIR BRIDGE CARGO AIRLINES

17,KrylatskayaStreet, Business Center Krylatsky Hills, Building 4  
121614, Moscow Russia  
Tel: +7 495 786 26 13  
Email:  
wolfgang.meier@airbridgecargo.com

## Aircraft Charters - Executive Passenger

### EXECUJET MIDDLE EAST

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

### DANA EXECUTIVE JETS

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

### EMPIRE AVIATION GROUP

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

## Aircraft Charter Leasing - Cargo



### DFS MIDDLE EAST FZE

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



### AIR CARGO INTEGRATORS

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

## Aircraft Charter Brokers



### AIR CHARTER SERVICE FZCo

P.O. Box 293696 Dubai UAE  
PHONE : +971 4 214 9200  
FAX : +971 4 204 5086  
E-Mail : sales@acs.ae



### LUFTHANSA CARGO CHARTER

P.O.Box 9224, Dubai, UAE  
Tel : +971 4 299 3379  
Fax : +971 4 299 3389  
Email: sales@lhcharter.com



### CHAPMAN FREEBORN AVIATION SERVICES

Office 2056, Building 7WA, Dubai Airport Free Zone, P.O Box 54619  
Tel: +971 (0)4 206 7300  
Fax is +971 (0)4 299 7032  
Cargo email: Cargodxb@chapman-freeborn.com  
Passenger email: paxdxb@chapman-freeborn.com

## Freight Forwarders

### TRANSLINK LOGISTICS LLC

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

### UNASCO LLC

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

### BARLOWORLD Logistics Middle East LLC

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

### BRITISH AIRWAYS WORLD CARGO

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

### CARGOLUX

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



# CLASSIFIED

## Logistics Services

### ABLE LOGISTICS GROUP

P.O. BOX: 36667  
DUBAI - UAE  
TEL: 042865888  
FAX: 042865522  
EMAIL: info@ablelogisticsgroup.com

### IAL LOGISTICS

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

### TRANSNET LLC

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

### LOGWIN AIR & OCEAN MIDDLE EAST

LIU - I 08  
P.O. Box 119796  
Dubai Airport Free Zone  
Dubai, United Arab Emirates  
Tel: +971-4-299 3555  
Email: airocean.ae@logwin-logistics.com

## Ground Handling

### JETEX

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

### PALM AVIATION

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

### HADID INT'L SERVICES

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

### DNATA

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

# QUICK Reference

## COURIER SERVICES

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

## CARGO SERVICES

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

## LOGISTICS SERVICES

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



## EVENTS CALENDAR

**MAY****MULTIMODAL 2014**

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

**24TH CNS PARTNERSHIP CONFERENCE**

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

**AVIATION INSURANCE ASSOCIATION (AIA)**

3 – 5 May  
Phoenix, USA  
[www.aiaweb.org](http://www.aiaweb.org)

**5TH MIDDLE EAST RAIL OPPORTUNITIES**

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

**AP&M GLOBAL MRO PROCUREMENT EXPO**

6 – 9 May  
London, UK  
[www.apmexpo.com](http://www.apmexpo.com)

**AIRCRAFT REPOSSESSION**

9 May  
Florida, USA  
[www.aeropodium.com](http://www.aeropodium.com)

**CANSO ASIA PACIFIC CONFERENCE**

5 – 7 May  
Colombo, Sri Lanka  
[www.canso.org/asiapacific/conference2014](http://www.canso.org/asiapacific/conference2014)

**AIRPORT SHOW**

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

**ACI EUROPE AIRPORTS CONFERENCE**

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

**RAA 39TH ANNUAL CONVENTION**

13 – 15 May  
St Louis, MO  
[www.raa.org](http://www.raa.org)

**AVIATION FUEL FORUM**

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

**WORLD LOW COST AIRLINES AMERICAS**

15 – 16 May  
Florida, USA  
[www.terrapinn.com](http://www.terrapinn.com)

**ILA BERLIN AIR SHOW 2014**

20 – 25 May  
Schönefeld, Germany  
[www.ilaberlin.de](http://www.ilaberlin.de)

**EBACE 2014**

20 – 23 May  
Geneva, Switzerland  
[www.ebace.aero](http://www.ebace.aero)

**POST EXPO 2014 ASIA PACIFIC**

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

**CABIN SAFETY CONFERENCE**

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

**10TH TRANS MIDDLE EAST 2014**

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

**THE 7TH CHINA LOGISTICS EXPO**

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

**GLOBAL TRAINING PARTNER CONGRESS**

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

**AEROEXPO**

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

**JUNE****70TH IATA AGM**

1 – 3 June  
Doha, Qatar  
[www.iata.org](http://www.iata.org)

**CARGO WEEK AMERICAN – EXPO CARGA**

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

**RTCA GLOBAL AVIATION SYMPOSIUM**

4 – 5 June  
Washington D.C., USA  
[www.symposium.rtca.org](http://www.symposium.rtca.org)

**12TH ASEAN PORTS AND SHIPPING 2014**

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

**CANNES AIR SHOW**

12 – 14 June  
Cannes, France  
[www.cannesairshow.com](http://www.cannesairshow.com)

**THE 6TH AIR CARGO CHINA CONFERENCE**

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

**TRANSPORTATION LOGISTICS CHINA 2014**

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

**ROUTES AFRICA 2014**

22 – 24 June  
Zimbabwe  
[www.routesonline.com](http://www.routesonline.com)

**SCM LOGISTICS & MANUFACTURING WORLD ASIA**

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

**TOC EUROPE**

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

**THE CARGO SHOW AFRICA 2014**

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

**JULY - NOVEMBER**

Royal International Air Tattoo  
11 – 13 July 2014  
Gloucestershire, UK  
[www.airtattoo.com/airshow](http://www.airtattoo.com/airshow)

**AUSTRALIA PACIFIC AVIATION SUMMIT**

7 – 8 August  
Sydney, Australia  
[www.capaevents.com](http://www.capaevents.com)

**CORPORATE TRAVEL INNOVATION DAY**

6 August  
Sydney, Australia  
[www.capaevents.com](http://www.capaevents.com)

**ASIA LCC & AVIATION SUMMIT**

13 – 15 October  
Singapore  
[www.capaevents.com](http://www.capaevents.com)

**SAUDI RAIL**

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

**SAUDI TRANSPORT LOGISTICS & FREIGHT EXHIBITION**

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

**WORLD CORPORATE TRAVEL INNOVATION DAY**

19 November  
Brussels, Belgium  
[www.capaevents.com](http://www.capaevents.com)

**WORLD AVIATION SUMMIT 2014**

20 – 21 November  
Brussels, Belgium  
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