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# Collaboration KEY TO PHARMA SUPPLY CHAIN INTEGRITY

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Evaluating air cargo trade  
between the US and Europe

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Bernard Gustin  
CEO, Brussels Airlines

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**COVER STORY //**

## Collaboration key to pharma supply chain integrity

A wind of change is in the air when it comes to logistics in the pharmaceutical industry. There is rising awareness of the important role logistics plays in the pharmaceutical industry. Air cargo industry stakeholders, including shippers, are coming together to launch community initiatives to strengthen pharmaceutical supply chain integrity. Their commitment is to deliver as promised.

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US and Europe are prime trading partners and the air cargo industry plays an important role in facilitating trade between the two regions. In order to stay competitive, industry stakeholders are investing in newer routes, new flights as well as modernizing infrastructure.

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The air cargo industry in Latin America faced a challenging 2016, in wake of unprecedented economic and political crisis in the continent, hindering trade. It is therefore, important for the air cargo players to stay competitive. The continent has been on a constant look out for newer routes to establish direct trading with new markets to bring the industry back on track.

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# COLLABORATION KEY TO PHARMA SUPPLY CHAIN INTEGRITY

A wind of change is in the air when it comes to logistics in the pharmaceutical industry. There is rising awareness of the important role logistics plays in the pharmaceutical industry. Air cargo industry stakeholders, including shippers, are coming together to launch community initiatives to strengthen pharmaceutical supply chain integrity. Their commitment is to deliver as promised.

— Reji John

**M**aintaining total pharmaceutical supply chain integrity is the most vital and comprehensive challenge not just of pharma manufacturing companies but also of those involved in the transport and logistics of such an important commodity. It will be pervasive and complex and will require a fundamental change in the way the industry thinks about, manages and moves inventory.

The air cargo industry is making fundamental changes in their approach to moving pharma shipments from point to point. Industry organizations like International Air Transport Association (IATA) have launched global certification programmes for air cargo industry stakeholders to ensure highest standards are followed when it comes to pharma cargo.

Working alongside aviation industry stakeholders and regulators, IATA created the Center of Excellence for Independent Validators in Pharmaceutical Logistics (CEIV Pharma), to help organizations and the entire air cargo supply chain to get on the right track to achieve pharmaceutical handling excellence. CEIV Pharma addresses industry's need for more safety, security, compliance and efficiency, by the creation of a globally consistent and recognised pharmaceutical product handling certification.

A wind of change is in the air when it comes to logistics in the pharmaceutical industry. Although most companies are still quite optimistic with regard to the current business climate, there seems to be a rising awareness of the important role logistics might play in current and future challenges such as price pressure. And new service offerings "beyond the pill" also could affect logistics substantially: The majority of industry players are currently executing focus initiatives in various fields of logistics, including organization, process and network setup. At the same time, however, there is still some room for optimization with regard to various strategic changes in logistics to further increase competitiveness.

The CEIV Pharma is a standardised global certification programme that trains and conducts consistent onsite assessments to provide the expertise needed adequately to transport cold chain pharmaceutical products across the world. It has one internationally recognised standard that harmonizes, simplifies and, where possible, reduces the number of audits. It improves compliance with standards and regulations by assessing operations against a standard check list. It trains independent validators on these standards and regulations for them to work consistently, and it identifies and recognizes the best suppliers by

certifying and then registering them on a public website.

Its aim is to improve the quality of the service offered to pharmaceutical companies by reducing the losses from mishandled goods. At present annual damages to the pharma industry from spoiled goods can be up to \$12 billion a year. That is an unacceptably high percentage of a \$300 billion-a-year market.

Moreover, in the coming years much of the growth in temperature-sensitive pharma such as vaccines and blood plasma is expected to be in markets outside North America and Europe. This in turn creates a need for investment in up-to-date cold chain facilities. By 2018 spending on cold chain logistics is likely to be over \$10 billion a year. The value of this precious investment must be maximised.

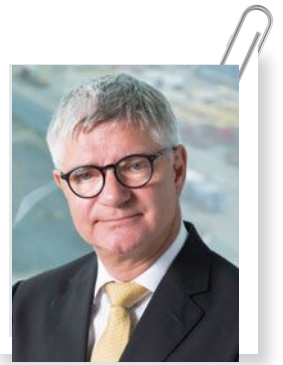
Transporting and handling pharmaceuticals present both challenges and opportunities for all cold chain industry participants. The business relies on air transport for its speed, consistency and efficiency in delivering high-value, time-sensitive, temperature-controlled products. However, aviation industry stakeholders must overcome big challenges as they strive to provide the high-quality services pharmaceutical shippers expect, such as insufficient expertise, inadequate infrastructure, ill-equipped facilities and increasing regulations. CEIV Pharma ensures that facilities, equipment, operations and staff comply with all applicable standards, regulations and guidelines expected from pharmaceutical manufacturers. The overall goal is to elevate the industry know-how and achieve global standardization.

Since its launch CEIV Pharma certification has been adopted by airports, airlines, freight forwarders and cargo handlings companies. The programme has been promoted as a compliance certification process that demands efficient coordination among every link in the air cargo supply chain. Therefore, the industry has seen airports taking leadership roles to ensure that they bring on board others to be part of this programme and all of them are CEIV Pharma certified. Such collaborative initiatives are perceived by pharma shippers as the right initiatives to build confidence in the value proposition of air cargo industry.

Brussels Airport was the first airport that was certified by IATA and was a pilot project for IATA with the aim of quickly spreading this to other airports worldwide. In fact the launch programme ensured cooperation from eleven participating companies. The participants in the "cool chain" process involved on the airport were Brussels Airlines Cargo, Finnair Cargo, Aviapartner, Swissport,

Adopting CEIV Pharma is just the next step in the journey: as the processes for carrying pharma evolve and mature, Hactl will continue to make whatever changes and investments may be required. That's our job

Mark Whitehead, Hactl



WFS (on the handling side), AD Handling, BPL, Expeditors, UTI, DDV from the forwarding side and trucker Jan de Rijk.

"Brussels Airport is aiming to strengthen its position as a leading gateway for the handling and transportation of pharmaceutical freight in Europe. We hope that our leadership in being recognised as a CEIV Pharma certified community will persuade other airports to do the same," Steven Polmans, Head of Cargo at Brussels Airport Company had said way back in 2014 when the airport was certified under IATA CEIV programme.

And Brussels Airport must now be proud of the outcome of such an initiative managed to gather in a very short period of time.

Brussels Airport also led a community initiative to better streamline pharma logistics by connecting likeminded players from around the world. This led Brussels Airport along with Miami International Airport to the creation of Pharma.Aero. It claims to be a powerful cross-industry collaboration for Pharma shippers, CEIV certified cargo communities, airport operators and other air cargo industry stakeholders. It aims to be a worldwide platform to achieve excellence in reliable end-to-end air transportation for pharma shippers. Its mission is to foster collaboration between CEIV certified airport communities dedicated in developing and leading when it comes to handling pharmaceuticals.

Pharma.Aero recently added eight companies into the organization. Among them are pharmaceutical shippers Pfizer, Johnson and Johnson, Merck Sharp & Dohme, as well as other air cargo stakeholders which comprises of DHL Temperature Management Solutions, Expeditors, EuroAirport Basel, 4Advice and e-CARGOWARE. This brings the total number of companies in Pharma.Aero to sixteen members.



PHOTO: Hactl

We believe community approach is very critical to be a reliable and trusted pharmaceutical handling air cargo hub. We need to speak the same language; adhere to common standards; and get together to ensure that pharma is transported safely and securely

Jaisey Yip, Changi Airport Group

"Within a short span of six months, Pharma.Aero has achieved our top priority of expanding the membership base to other stakeholders in the pharmaceutical supply chain. The recent addition of the three global pharmaceutical shippers marks a significant milestone to the organisation as we will be able to collaborate closely with the pharmaceutical shippers on projects to achieve a reliable end-to-end air transport for pharmaceutical cargo," said Nathan De Valck, Chairman, Pharma.Aero. De Valck is also the Cargo & Product Development Manager for Brussels Airport Company.

"Together with the air cargo stakeholders, we will develop global pharmaceutical trade lanes, implement best practices and share market knowledge and expertise. Pharma.Aero welcomes other IATA CEIV air-



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*Our success is based on the success of our tenants. So it is incumbent upon us to make sure that our cargo community has all the tools in place ready to handle cold chain pharma*

**Jimmy Nares**  
Miami International Airport



port communities, shippers, airline carriers, logistics companies, and other pharmaceutical stakeholders with like-minded goals to become members," added De Valck.

Hong Kong Air Cargo Terminals Limited (Hactl) has been confirmed as complying with all the requirements of IATA CEIV Pharma. Hactl is the first handler in Hong Kong to obtain the certification. Hactl's certification is the result of an initiative sponsored by Hong Kong Airport Authority, in which all relevant industry players at the airport will undergo validation for the IATA CEIV Pharma standard.

Jimmy Nares, Section Chief Aviation Marketing, Miami International Airport, is of the firm belief that community is approach is very important to the air cargo industry particularly when it come to pharma shipments. "Our success is based on the success of our tenants. So it is incumbent upon us to make sure that our cargo community has all the tools in place ready to handle cold chain pharma," he said.

Jaisey Yip, Associate General Manager for Cargo & Logistics Development at Changi Airport Group also puts her weight for community initiative programmes to ensure the integrity of pharma shipments from end to end. "We believe community approach is very critical to be a reliable and trusted pharmaceutical handling air cargo hub. We need to speak the same language; adhere to common standards; and get together to ensure that pharma is transported safely and securely," said Jaisey Yip.

Talking about IATA CEIV certification Hactl's Chief Executive Officer Mark Whitehead said that the world's leading air cargo terminal has held WHO GDP accreditation for almost four years now (the first in HKG to achieve it), and has already invested heavily in achieving compliance, including thermal dollies for the ramp, for process-



*Together with the air cargo stakeholders, we will develop global pharmaceutical trade lanes, implement best practices and share market knowledge and expertise*

**Nathan De Valck**  
Pharma.Aero

ing pharma through the terminal, and upgraded temperature-controlled storage.

"The important difference with IATA CEIV is that it is an IATA initiative, which means it is securing faster and more positive uptake by carriers, and this is flowing down through their suppliers such as handlers and truckers. What is most important in developing airfreight's pharma potential is the adoption of a uniform industry-wide standard, and IATA CEIV represents the best prospect of achieving this," said Whitehead.

According to Whitehead pharma traffic had remained fairly stable over the past three years, but Hactl has seen a large surge in traffic this year: already up some 77 percent in the first quarter. "It's too early to say if this level of growth will be sustained throughout 2017, but such heavy increases must indicate an underlying trend that's likely to continue to some degree," Whitehead clarified.

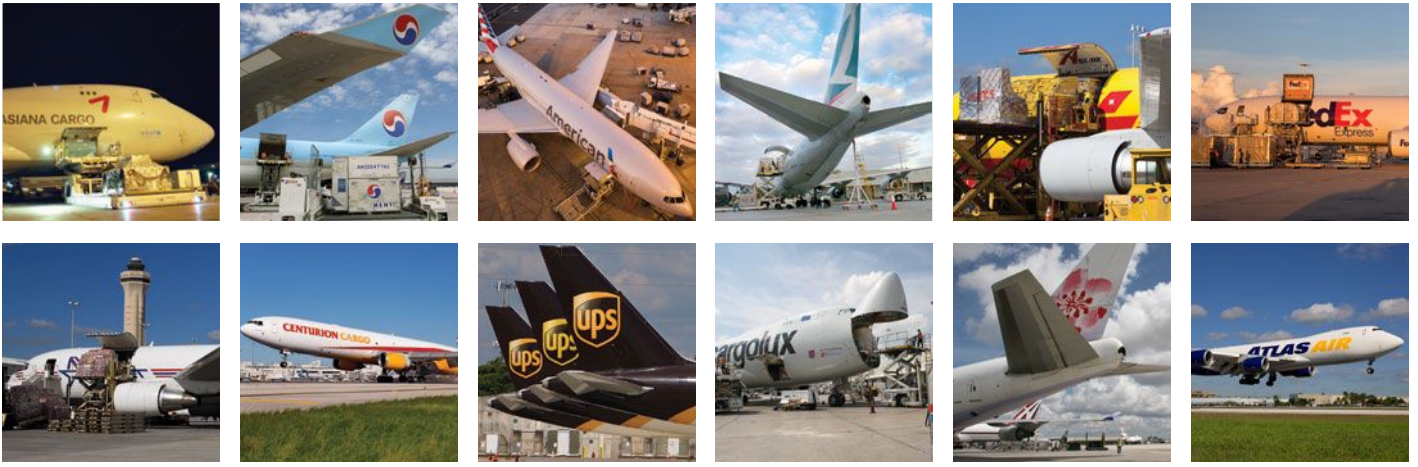
On the volume of pharma handled at Hactl Whitehead revealed that pharma will never look like a major commodity for Hactl in pure tonnage terms. "It was only 0.1 percent in 2016, although (due to the

scale of Hactl's business), that is still 1,300 tonnes. "However, although we can't give you the actual figures for this, the value of the pharma shipments would be a much larger proportion of the total value of all cargo handled," he added.

Carrasco International Airport (MVD) in Montevideo, capital city of Uruguay, is set to join Pharma.Aero. According to Bruno Guella, the airport's managing director, it is currently doing IATA CEIV certification, which it aims to complete by mid 2017. Guella believes that pharma business is a key part of its growth plans and there are many opportunities to grow this traffic. Guella also hopes to influence other airports in the region to adopt the community initiatives like Pharma.Aero and follow industry standards like the CEIV certification for pharma transport. "We are sure there is a good opportunity to grow this business across South America. Based on our experience at Montevideo, we may add more airports in our network," said Guella on the sidelines of the recent IATA World Cargo Symposium in Abu Dhabi.

While the air cargo industry has now widely recognised the importance of pharma as a revenue stream, but according to Whitehead, it's the manufacturers who are really driving progress. "Although we don't work directly with these companies, we represent 100 carriers on the ground in Hong Kong. So, it's vitally important that we have seized the initiative and fully prepared our carrier customers for carrying this commodity in a fully-compliant manner, right from the start. Adopting CEIV Pharma is just the next step in the journey: as the processes for carrying pharma evolve and mature, Hactl will continue to make whatever changes and investments mat be required. That's our job," he said. ■

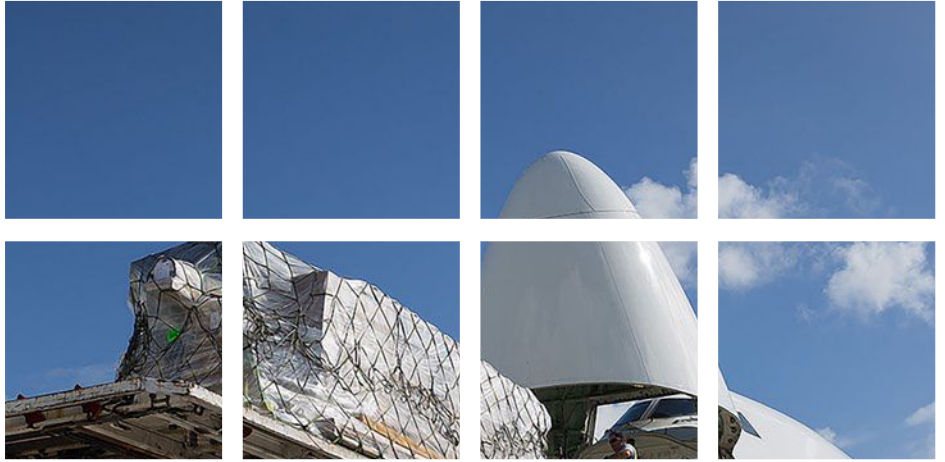




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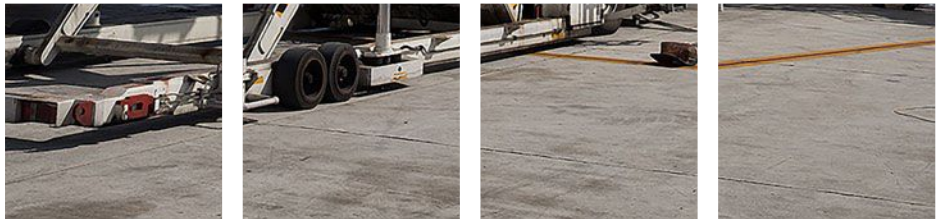
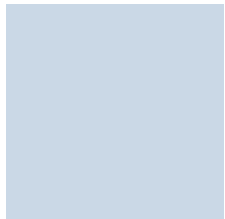
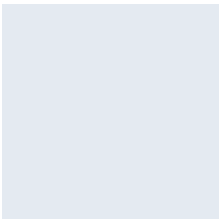


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# STAYING COMPETITIVE ACROSS ATLANTIC

US and Europe are prime trading partners and the air cargo industry plays an important role in facilitating trade between the two regions. In order to stay competitive, industry stakeholders are investing in newer routes, new flights as well as modernizing infrastructure.

**Shreya Bhattacharya**



**T**rade between the United States (US) and Europe accounts for nearly a third of world trade flows. It wouldn't therefore be incorrect to say this transatlantic relationship defines the shape of global economy to a large extent. The airfreight industry therefore, for evident reason, sees immense opportunities in the transatlantic trades. From machinery to fashion products, the air freight industry is instrumental in exchange of a wide variety of goods between the two regions supporting their respective economies.

Although trade between the two regions has remained stagnant over recent years, a lot can yet be done to reach its full potential. Between US and Europe there is already an open sky policy in terms of traffic rights, which allows a level playing field. Furthermore keeping a mostly unrestricted trade between Europe and US would be valuable for both sides. The proposed Transatlantic Trade and Investment Partnership (TTIP) Agreement could remove barriers to US-EU trade across a wide range of industries.

"Most forecast call for trade to remain pretty stagnant between the US and Europe, with limited capacity increases in the short term. Longer term developments

like Brexit could be a positive gain for US-UK trade depending on the outcome of negotiations-whether a new free trade agreement or a hybrid arrangement between those markets. The rest of Europe is a mixed bag with gains in some markets: Germany, Italy, France, and losses in others: Norway, Spain, and Switzerland," opines Emir Pineda, manager aviation trade & logistics (Marketing), Miami International Airport.

According to the latest report by Boeing on world air cargo, "Total Europe-US air cargo volumes grew 6.5 percent in 2014 and 1.0 percent in 2015. In the Europe-to-US direction, air trade expanded 7.9 percent in 2014 and 4.2 percent in 2015. Monthly growth in Europe-to-US air trade was mostly positive, year-over-year, throughout 2014 and 2015. During the first six months of 2016, however, Europe-to-US flows continued to expand, growing 3.7 percent, compared to the first four months of 2015."

The report further says, "In the US-to-Europe direction, annual air trade grew 4.9 percent in 2014 and fell 2.6 percent in 2015. Year-over-year growth remained through third quarter 2014, only to weaken again during fourth quarter 2014 and throughout 2015. For the first six months of 2016, US-

to-Europe air trade fell another 2.9 percent compared to the first four months of 2015."

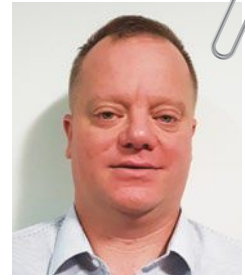
Noting this latent market situation, while some stakeholders do express their doubts for 2017, many are hopeful as well.

"We believe there is still growth in this market segment. For Liege Airport in particular, since the acquisition of TNT by Fedex, we believe that the scale of products and services for airfreight via Liege will grow significantly. Therefore, we expect growth in this market segment. Liege Airport is managing growth in two ways, increasing the efficiency of the existing infrastructure and expand by investing in runway, taxiway, aircraft parking and warehouse capacity," says Steven Verhaselt, commercial director, Liege Airport.

Markus Heinelt, director, traffic development cargo, Munich Airport, says, "At Munich Airport we see a growth of 16.7 percent of US cargo traffic in the first quarter 2017 in comparison with the same period in 2016. In terms of whole European traffic - it's hard to say, but we hope for further growth, of course." The airport currently offers 123 »

“Since the acquisition of TNT by Fedex, we believe that the scale of products and services for airfreight via Liege will grow significantly... Liege Airport is managing growth in two ways, increasing the efficiency of the existing infrastructure and expand by investing in runway, taxiway, aircraft parking and warehouse capacity”

Steven Verhasselt, Liege Airport



weekly flights directly to the US.

Many players see the need for optimization and simplification to ensure a sustainable growth of airfreight, which otherwise is an unpredictable industry. “It is very hard to have any prediction in the airfreight industry. The first quarter in 2017 has followed the same trend as the end of 2016 in terms of volume, and this is good news. We do see the need for optimization and simplification in our industry. Making use of belly capacity and freighter capacity whenever needed is our priority. We are taking many initiative to get digital and ease our way of doing business,” says Nicholas Saignat, vice president USA, AFKLM Cargo.

### Primary products traded

US and Europe exchange a wide range of commodities, of which machinery and transport equipments are by far the most traded products. The demand for automotive and aerospace parts are particularly high. Logistics and haulage company Senator International CEO Tim Kirschbaum says, “Since Europe, especially Germany, is a well known manufacturer of high quality machinery and the intention of the US government is to increase local production in US, the supply of machinery will get a boost.” Apart from this, there has been steady growth in specialised handling for temperature-sensitive pharmaceuticals. Also there is a strong growth in fashion traffic from Spain and Italy. With the continued growth of online retailing, a strong demand is being seen in mails and small packages in both European export and import flows to the US, said the air cargo players we spoke to.

### Staying competitive

In order to stay competitive, industry stakeholders are investing in newer routes, new flights as well as modernizing infrastructure.



“Longer term developments like Brexit could be a positive gain for US-UK trade depending on the outcome of negotiations-whether a new free trade agreement or a hybrid arrangement between those markets. The rest of Europe is a mixed bag with gains in some markets”

Emir Pineda  
Miami International Airport

Recently the United Cargo and Lufthansa Cargo entered into a joint venture, covering a wide-range of cargo cooperation on routes between the United States and Europe. The trans-Atlantic deal was first proposed in 2015. The carriers together have more than 600 direct connections per week between the two regions. The joint venture partners plan to provide a wide range of

benefits to customers by cooperating on the availability of their capacity and aligning booking and handling processes.

Another American airline Delta says it is set to include three new markets in Europe. “This year Delta will launch seven new routes with three new markets from New York-JFK including Lisbon, Berlin, and Glasgow, plus new service between London Heathrow and Portland. We will also see expansion of service and frequency from our hubs in Paris and Amsterdam providing extensive cargo opportunities. We have also resumed service between Atlanta and Brussels and this is a strong cargo market for Delta,” says Gareth Joyce, president-cargo and senior vice president airport customer service, Delta Air Lines. Delta is also a founding member of the SkyTeam Cargo global alliance and participates in the industry’s leading transatlantic joint venture with Air France-KLM and Alitalia, as well as a joint venture with Virgin Atlantic.

Commenting on capacity addition plans, Saignat of AFKLM Cargo says, “We keep on extending our network. For the USA, some examples are the Paris to Minneapolis flights or the Amsterdam to Miami or Salt Lake City flights.” Cal Cargo Airlines also looks forward to increase its frequency and destinations as required. Navot Hirschorn, Temperature Controlled & Special Products Manager at Cal Cargo Airlines says, “We expect continued growth between the EU and the US. With our daily scheduled service to JFK, and now two weekly Atlanta Airport (ATL) flights, we are set up to take advantage of the growth.”

The AirBridgeCargo Airlines revealed it is investing in the size and capability of its modern freighter fleet. Vince Ryan vice president, North and South America, AirBridge-Cargo Airlines says, “AirBridgeCargo has just taken delivery of its 10th Boeing-747-8F



●● *Since Europe, especially Germany, is a well known manufacturer of high quality machinery and intention of the US government is to increase local production in US, the supply of machinery will get a boost* ●●

**Tim Kirschbaum**  
Senator International

bringing its fleet to 17 Boeing 747 freighters. It's not a secret that belly capacity dominates EU-US lane, but by operating freighters our network is being developed based purely on cargo customers' demand. We will continue to increase our focus on higher value products that need special handling procedures, such as out-size cargo, dangerous goods and pharma shipments. We have recently moved to a brand new facility in Chicago in order to further improve the quality of our services."

Airports on their part are also attracting more airlines and are improving their infrastructure in a bid to facilitate trade. Munich Airport revealed that United Airlines will start on May 24th with a new destination of San Francisco, with daily seasonal flights from the airport. The airport also plans to offer additional main deck capacity between Munich and US.

Similarly, Liege Airport says it is investing in capacity growth on different levels. "For runway capacity, we are upgrading the existing main runway, extending the second runway and adding taxiway capacity as well. For air-side operations, we are investing in additional parking for widebody freighters, as well as first line warehousing. By the end of 2018, the first line warehouse capacity on Liege North will double. Liege Airport is also investing in second line warehousing, an industrial logistics zone of more than 400 hectares is being developed, to support the logistics industry," explains Verhasselt.

From the US, Miami Airport has services to 23 destinations in Europe. Further it is also adding more European services like WOW-Iceland, Aer Lingus-Ireland and Qatar Airlines with service to Belgium from Miami.

A wide range of joint ventures, trade agreements and investment in infrastructure are gradually untangling complexities to ease trade across the Atlantic. However, considering the changes in US policies and Brexit, a sense of uncertainty still exists. It would be interesting to see how the air freight market evolves in the coming days. ■

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# GERMANY RANKS HIGH IN TRADE GAME

Germany's air cargo rally rolls on, with its leading airlines and airports posting solid traffic growth driven by strong export orders and surging e-commerce shipments.

## ■ Twinkle Sahita

Over the years, Germany has become the must go-to-hub for goods moving into Europe. This major European hub continues to play dominant role in foreign trades. From exporting highest value commodities such as the automotive parts to temperature sensitive goods such as pharmaceuticals, the air freight industry in the country has been instrumental in backing the trade growth.

A high value industry, air cargo is critical for serving this market that demands speed and reliability for the transport of goods. European airlines posted a 10.5 percent (or around 14 percent adjusting for the leap year) increase in freight volumes

in February 2017 and a capacity increase of 1.4 percent. The ongoing weakness of the Euro continues to boost the performance of the European freight market which has benefitted from strong export orders, particularly in Germany, over the last few months, according to the recent report released by the International Air Transport Association (IATA). This very well indicates that air cargo remains crucial to the health of Germany's economy.

As an active trading country, it has been making strategic moves to boost trade such as expanding country's exporting markets, addressing regulatory and political issues likely to dampen country's trade scenario and expanding airport infrastructure facilities.

Germany is home to some of the largest airports handling tonnes of freight volume everyday. The freight segments of some of these airports have seen continued positive momentum in the first quarter of 2017. One of them is Munich Airport which has set a new record with an increase of 12.4 percent.

Munich Airport's airfreight segment again achieved even stronger growth than passenger operations in 2016. "The total cargo tonnage increased by 5.4 percent to 354,000 tonnes. The strong increase in 2016 results from additional capacities which were well received in the market. The two new Lufthansa destinations Teheran and Denver as well



“We are in permanent bilateral talks with the management of the top cargo airlines and forwarding agents in order to retain and provide customised solutions”

Markus Heinelt, Munich Airport



as Delta's new Detroit operation added to the cargo volume. Further increase came from Emirates third daily frequency from and to Dubai. Qatar Airways increased capacities by switching from Boeing 787 and Airbus A330 to Airbus A350, so did All Nippon Airways by switching to Boeing 787-900. Again, for us also a proof, that our market is accepting and keen on additional airline capacities in Munich," shared Markus Heinelt, Director Traffic Development - Cargo, Munich Airport.

"Cumulatively we have reached +7.8 percent for the first quarter 2017. And this will continue as we are expecting additional cargo capacity on new routes this year e.g. United Airlines starting off with San Francisco and increasing number of flights of Saudia and Air China."

The airport currently negotiates the expansion of cargo infrastructures with various interested parties.

"We are in permanent bilateral talks with the management of the top cargo airlines and forwarding agents in order to retain and provide customised solutions. Additional step is, we are going to provide a new web-based cargo service tool, so called "e-learning cargo". That will be a dedicated proactive information system for the Munich Airport cargo community," added Heinelt.

Another major European gateway Frankfurt Airport (FRA) has handled 535,764 metric tonnes of cargo (airfreight + airmail) in the first three months of 2017. This represents an increase of 5.8 percent in cargo throughput compared to the same period last year. The bulk of the cargo for German based cargo carrier Lufthansa Cargo is routed through Frankfurt Airport. Lufthansa Cargo has been looking at expanding partnerships over the last few years to tackle current air cargo industry's conditions. The cargo division of the airline recently entered into a partnership with United Cargo covering services between the US and Europe. It also has partnerships in place with Cathay Pacific between Hong Kong and Europe and ANA on services between Japan and Europe.

HNA Group, the Chinese conglomerate which owns Hainan Airlines, has agreed to buy a majority stake in Frankfurt-Hahn Airport in Germany for €15 million, as part of its drive to expand its transportation portfolio. Hahn is around 120 kilometres from Frankfurt, Germany's largest airport, but unlike Frankfurt and Munich Airport, it has a 24-hour operating license, making it attractive for freight

flights. Hainan based HNA Airport Group is a global leader in the airport service operation business, specialising in airport investment, construction, and operations management. HNA Airport Group has already established management operations and relationships with 13 airports worldwide.

Germany's Leipzig/Halle Airport has handled 265,904.3 tonnes of air freight/air mail (growth of 7.0 percent) – of which 99,024.2 tonnes were just in March. The airport has a 24-hour operating permit for cargo flights and direct links to the trans-European motorway and railway networks.

The airport's World Cargo Center (WCC) has started operations at new cold storage for airfreight shipments. The warehouse has direct access to the apron and thus guarantees short transport routes to »

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Refrigerated warehouse for air freight at Leipzig Halle Airport

and from the aircraft as well as for trucks. In the new cold storage, goods can be stored at temperatures of + 2°C to + 25 °C and the facility is operated by Port Ground, specialised subsidiary of the Central German Airports Group. The temperature can be individually adjusted in three separate areas. Access control, video and temperature monitoring ensure the highest safety standards.

"The new cold storage for air freight expanded our comprehensive logistics portfolio and is particularly interesting for companies in the pharmaceutical, food and semiconductor industry in Germany and Eastern Europe," says Alexander König, CEO of PortGround. PortGround GmbH offers ground handling and freight services and other operations at Leipzig/Halle and Dresden Airports as a subsidiary of Mitteldeutsche Flughafen AG. Mitteldeutsche Flughafen AG is the parent company of Mitteldeutsche Flughafen AG. The Group has three subsidiaries: Leipzig/Halle Airport, Dresden International Airport and PortGround.

The Paderborn-Lippstadt Airport, situated in one of Germany's strongest economic regions at the border of North Rhine-Westphalia, Hesse and Lower Saxony, has also registered an increasing air freight transport volume in the past few years, which had previously been handled at other locations.

Dr Marc Cezanne, CEO at Paderborn-Lippstadt Airport, informed, "That is why last year we decided to strengthen our

air freight sector as well as the service portfolio at our location. As a result, today we offer high-quality handling of various types of cargo and are connected to the Frankfurt HUB via regular truck service within the Lufthansa Cargo flight plan. In addition, charter freight services via planes of the type Antonov AN-26 owned by the airline Bright Flight, which are stationed at Paderborn-Lippstadt Airport, are available around the clock."

Being an export oriented economy, there have been questions arising in the minds regarding the future of Germany's economic growth post Brexit. German companies are already worried about a decline in demand for their goods in the UK, which accounts for 7.5 percent of Germany's exports. Almost a third of the cars sold annually in Britain come from Germany, making the UK one of the biggest export destinations for German car producers. Britain's exit from the European Union (trendingly known as 'Brexit') will also have a major impact on UK's aviation industry. This assessment is mirrored by an IATA estimate that "the number of UK air passengers could be 3 to 5 percent lower by 2020, driven by the expected downturn in economic activity and the fall in sterling". The near-term impact on the UK air freight market is less certain, but freight will be affected by lower international trade in the longer term.

Amidst such uncertainty in the air, the German air cargo players see rapid boom in the e-commerce market especially

*The new cold storage for air freight expanded our comprehensive logistics portfolio and is particularly interesting for companies in the pharmaceutical, food and semiconductor industry in Germany and Eastern Europe*

Alexander König, PortGround

in the B2C segment due to the fact that the country builds the largest European consumer market with a population of 81 million. With 68 million people (84 percent of the German population) online on a regular basis, Germany is responsible for around one quarter of all European B2C e-commerce turnover. The AT Kearney Global Retail E-Commerce Index 2015 also identified Germany as Europe's second largest online market behind the UK – but with almost triple the UK's current growth potential. In fact, the Verband der deutschen Internetwirtschaft (Association of the German Internet Industry) has predicted turnover to surpass EUR 100 billion by 2020. Combined with an extensive, highly developed logistics infrastructure, Germany is the clear continental leader in this area and offers an ocean of opportunities for international online retailers and logistics service providers.

"I expect that trade by airfreight – import and export – will grow above average in the German market. Especially Munich offers a wide catchment area, premium industries, top consumer market which is excellent for e-commerce business. Therefore, respective political conditions allowing airlines to fly direct to Germany will be even more crucial in future. I assume that airline alliances will also increase to cope with this. In the future sustainability (green logistics) will gain more importance. Munich gets ready for this – aiming on becoming Germany's first carbon-neutral airport by 2030," concluded Heintel. ■

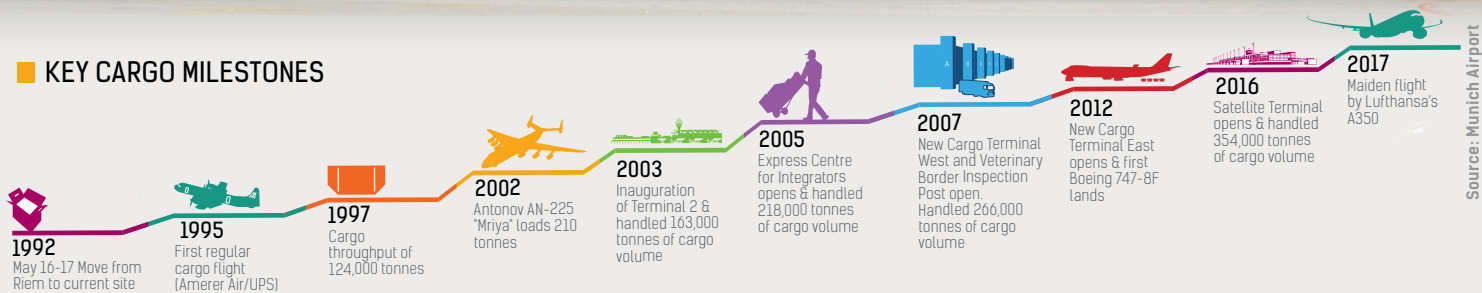
# ON-THE-FLY FOR 25 YEARS

Munich Airport, Bavarian's gateway to the world, has big plans underway such as achieving carbon-neutral operations by 2030, welcoming more airlines and negotiating the expansion of cargo infrastructures with various interested parties.

Twinkle Sahita



## KEY CARGO MILESTONES



Source: Munich Airport

This year, on May 17, Germany's Munich Airport completes 25 years of operations. The first flight to take off from the airport was a Lufthansa Boeing 747 which lifted from the north runway for a scenic flight over the Alps with 218 guests of honor onboard.

The annual traffic volume of more than 42 million passengers per year has more than tripled since the opening year of 1992, and the number of take-offs and landings has doubled to approximately 400,000. Over the past 25 years, Munich Airport has handled around 8.5 million flights.

Among the most recent developments at the airport, the major one has been the opening of Germany's first midfield terminal in April 2016. The 600-meter long terminal expands the airport's handling capacity by 11 million passengers per year and takes the retail and dining options and overall passenger comfort to a new level. In terms of its environmental impact and energy efficiency, the "green termi-

nal" sets new standards for the airport industry. Climate protection is a top priority for Munich Airport, which has a strategic target of becoming Germany's first airport to achieve carbon-neutral operations by 2030. To meet this ambitious goal, the airport plans to cut CO2 emissions by 60 percent and the remaining 40 percent through compensatory measures in the surrounding region. Recently, Lufthansa announced its decision to station 15 Airbus A350 jets in Munich. This environment friendly aircraft fits in the goal of Munich Airport heading towards becoming 'green airport'.

On the cargo front, the airport has been negotiating the expansion of cargo infrastructures with various interested parties. In 2016, Munich Airport has recorded significant growth in the air cargo business and the growth even surpassed the passenger segment growth.

Another move by the airport has been the extension of sister partnership agreement with Airports Company South Africa

(ACSA), launched in 2015. It now extends to joint marketing activities to raise awareness of the partner airports in the respective countries including exhibitions at the airports, mutual links between websites and joint appearances at events. The existing cooperation agreement covers activities including IT, security and real estate development. Delegations from the two airports have already exchanged visits to exchange ideas and share their experience in airport operations and processes.

For the future, all of the indicators point to continuing growth. With the start of the 2017 summer timetable, the Lufthansa subsidiary Eurowings will have four Airbus A320 airliners stationed in Munich and will offer 89 flights per week to 32 attractive destinations in Europe.

Munich in southern Germany is also host to one of the biggest trade fairs, Air Cargo Europe that will be held from May 9 to 12. The air cargo community flocks together in Munich to discuss various issues impacting the industry currently. ■



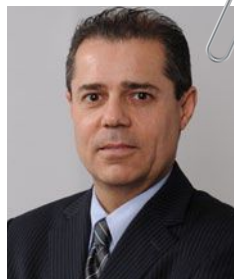
# BUILDING MAP FOR FUTURE GROWTH

The air cargo industry in Latin America faced a challenging 2016, in wake of unprecedented economic and political crisis in the continent, hindering trade. It is therefore, important for the air cargo players to stay competitive. The continent has been on a constant look out for newer routes to establish direct trading with new markets to bring the industry back on track.

**Shreya  
Bhattacharya**

**T**he growth of air freight industry in any region is highly susceptible to the fluctuations in the economy of that region. The air freight industry in Latin America is in that phase where sluggish growth and more demanding constituencies, coupled with unpredictable events in major mature economies have slowed down its growth, alternated with brief crisis periods of negative growth.

The largest economy in Latin America- Brazil, for instance, has seen a major downfall in recent years. From recession to joblessness to corruption scandals, the country has encountered a number of upheavals, political and of all sorts. The economy entered into recession in 2014 and continues to crawl through it even now. Brazil's economy shrank 3.6 percent in 2016, the Brazilian Institute of Geography and Statistics says.



*We saw a significant drop in cargo volume transported from/to Viracopos in 2016. However, we managed to keep our revenue results 1.5 percent above 2015, mainly due to management measures and investment in infrastructure.*

**Marcelo Mota**  
Viracopos Airport

That's just a slight improvement from 2015, when it contracted 3.8 percent, but it still remains far from good. Despite hints of a recovery underway, life for ordinary Brazilians remain challenging. In other parts, rains spelled trouble for the continent, with floods and mudslide taking a toll on the natives. External factors like uncertainty related to the potential course of US trade policy have had its own effect. Major players in Latin America opine that all this have had an impact on the region's air cargo industry.

"2016 was a challenging year for RIOgaleão Cargo as it was for most Brazilian airports due to the unprecedented economic and political crisis which has impacted all sectors of the Brazilian economy. As a result, import and export vol-

umes dropped quite significantly in 2016. The silver lining for Rio de Janeiro was the Olympics which bolstered volumes between June and September. The performance was expected but the decline was probably more pronounced than we had expected," says Patrick Fehring, director of RIOgaleão Cargo.

Brazil's Viracopos Airport also narrates a similar experience. "We saw a significant drop in cargo volume transported from/to Viracopos in 2016. However, we managed to keep our revenue results 1.5 percent above 2015, mainly due to management measures and investment in infrastructure. One of our main actions, for example, was to focus on different cargo profiles, especially the higher-priced pharmaceuticals and high-tech products that are lighter but more valuable," says Marcelo Mota, director of operations, Viracopos Airport.

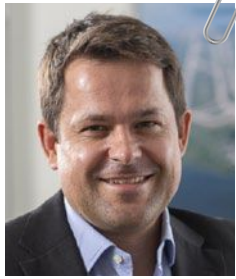
While 2016 proved to be a challenging

year, 2017 has not yet shown too many signs of recovery. According to IATA's February report, having recovered partly during second half of 2016, the region's seasonally-adjusted traffic trend started to move downwards again over the past four months. "Latin American airlines' international traffic fell by 7.1 percent year-on-year in February (around 3 percent allowing for the impact of the leap year). The annual growth rate has now been in negative territory for 25 out of the last 27 months," said the report. "FTKs remain around 14 percent lower than their peak in late-2014. The mini-recovery in the 'Within South America' market has also reversed in recent months, with FTKs flown on the route falling by 20.1 percent year-on-year in January. However, the region's airlines have managed to adjust capacity, which has limited the impact on the region's (comparatively low) load factor."

In such challenging times, it is important for the air cargo players to move ahead in order to stay competitive in the region. The continent has been on a constant look out for newer routes to establish direct trading. Last year RIOgaleão Airport managed to attract their first regular European freighter.

"In 2016, we managed to attract our first regular European freighter, a weekly (six day) 747F Luxembourg (LUX) to Rio de Janeiro (GIG) Cargolux service. We work very closely with Cargolux and all our airline partners and given the success of this service to date we are confident that we can soon announce a second European freighter frequency," says Fehring.

He goes on to add, "From Miami, we currently have a weekly 777F LATAM service and Centurion has returned with a regular weekly 747F operation. As the oil & gas market bounces back this year, we see an obvious opportunity to add more frequencies. In terms of belly capacity, we are seeing passenger capacity growing back now and new routes coming online: Qatar Airways will start operating to GIG at the end of the year and Lufthansa and KLM are adding back capacity from Europe whereas LATAM has just announced a new Orlando route and American Airlines are considering a new Dallas (DFW) to Rio De Janeiro (GIG) service. In Latin America, Avianca will start operating a wide-body air- ➤



*We have a world-class pharmaceutical product and many of our pharma importers have consciously opted for RIOgaleão as their gateway to Brazil. However, we have only been certified in December... Our next goal is to win more partners in the logistics chain to be certified i.e. implement a CEIV Community and offer the market a fully certified trade lane.*

Patrick Fehring, RIOgaleão Cargo

## AIR FREIGHT INDUSTRY'S VITAL ROLE DURING FLOOD SITUATION

Large parts of South America have been reeling under the flood crisis that wreaked havoc throughout the western region of the continent. Torrential rain and destructive mudslides in Peru, Ecuador and Colombia have killed hundreds and displaced thousands more.

The air freight industry as part of relief efforts has played a vital role, by delivering humanitarian cargo to the survivors.

"Because of the pressing emergency, flood victims are in urgent need of clean drinking water, especially in remote areas of the country. Thus, Fraport AG and its Lima Airport Partners S.R.L. (LAP) subsidiary have jointly responded to this humanitarian crisis by acquiring portable water-filtering containers known as PAUL (Portable Aqua Unit for Lifesaving) to send to Peru. Near the end of March 2017, the shipment of PAUL containers was airfreighted from Frankfurt to Lima, thanks to the generous support of LATAM Cargo. Each WaterBackpack PAUL system filters up to 1,200 liters of water per day – supplying clean water for 400 Peruvians daily. The 25 containers funded by Fraport and Lima Airport Partners can filter approximately 30,000 liters per day, thus providing clean and safe water for up to 10,000 flood victims per day in Peru. LAP has been working with government authorities to get the PAUL containers to areas most in need of fresh water," informed Robert Payne, spokesperson for international activities, Fraport AG.

craft between Bogota and GIG, something our pharma customers have been craving for. We are expecting a slight recovery of airfreight imports, driven by returning consumer confidence and a recovery of the oil & gas market in the second half of 2017. And if past Brazilian recessions are anything to go by, we will see a strong rebound of the market in 2018!"

Similarly, in a bid to increase the number of international flight routes and cargo frequency, the concessionaire of Viracopos, Airports Brazil Viracopos (ABV) has introduced a new incentive programme that allows up to a 100 percent exemption of aircraft landing fees. The airport

thereafter has been negotiating four proposals for new routes and additional cargo frequencies.

The air freight market in Latin America and the Caribbean (LAC) is heavily concentrated in trade with Miami. The United States accounts for 94 percent of Latin America's imports from North America and 90 percent of its exports to North America. Miami international airport acts as its gateway for trade with the United States and a hub for trade with other regions as well, as Miami controls the north/south cargo flows in the Western Hemisphere.

While the freight exported from Latin America consists of pharmaceuticals

from Brazil, flowers from Colombia and Ecuador and other perishables from Peru, Chile and Argentina, the southbound traffic i.e. imports from Miami includes electronic equipment, machinery and mining equipment. Besides, the growth in e-commerce is further opening opportunities for the industry.

In the Latin American market, Fraport has been operating and managing Lima airport for more than 16 years through its Lima Airport Partners subsidiary. Fraport stated the airport's cargo is largely comprised of perishables shipments, which have grown moderately in recent years. "The cargo activity at Lima Airport is mainly focused on exporting vegetables and fruits, especially green asparagus, as well as some mangoes etc. Imports are manufactured goods," informed Robert Payne, spokesperson for international activities, Fraport AG.

Meanwhile, in the pharmaceutical segment, stakeholders are increasingly adopting IATA's CEIV certification that is setting a recognized industry standard for pharmaceutical logistics by air.

"We have a world-class pharmaceutical product and many of our pharma importers have consciously opted for RIOgaleão as their gateway to Brazil for exactly that reason. However, we have only been certified in December of last year so it is too early to correlate any growth to the increased quality of our pharma handling and CEIV certification. Our next goal is to win more partners in the logistics chain to be certified i.e. implement a CEIV Community and offer the market a fully certified trade lane," reveals Fehring. The airport also inaugurated its TF2 facility in 2015, which offers 1,400 pallet positions,

two temperature environments and is fully automated, representing a \$7 million investment. Fehring also added that the airport is planning to expand cold storage capacity in 2017/18, adding areas for customs inspections in a temperature controlled environment, a dedicated facility for frozen goods and further temperature controlled docks.

Viracopos airport also signed in early 2016 a contract with IATA to start the CEIV Pharma certification process. With this, it has become one of the two airports in Latin America that is in the process of obtaining the CEIV Pharma certification. The certification process is expected to be concluded within six months.

Going further, Viracopos in partnership with Brink's also constructed its first high security terminal for high-value cargo in 2015. The 1,560 square metre facility went into operation in April of 2016. The site has physical and technological infrastructure of international standard,

including a special area with controlled temperature, which can hold pharmaceutical products and other cargo that requires such kind of environment.

### Foreign investments

Although Latin America is going through a rough phase, air freight industry does see potential in the region. The region, which once started turning into the world's hottest emerging market, with an economic powerhouse, still attracts foreign investors.

Fraport AG is set to expand its portfolio in the continent after placing the highest bids in public auctions for the concessions to operate Fortaleza and Porto Alegre airports in Brazil. Fraport placed a bid of €446.81 million for the 30-year concession to operate and develop Fortaleza and around €114 million for the 25-year concession for Porto Alegre.

Also, Chinese conglomerate HNA is close to buying out approximately 30 percent stake that engineering conglomerate Odebrecht SA has in Brazil's Rio de Janeiro international airport, say reports. HNA will take over from Odebrecht as the joint holder of a controlling stake in Tom Jobim airport, Brazil's second busiest air hub with some 17 million passengers a year.

Constant investments in infrastructure, newer routes and new flights are vital for bringing the growth rate back on track for the air cargo industry. According to a report by Boeing on the current market outlook, the region's commercial fleet is projected to double between now and 2035, from nearly 1,550 airplanes today to more than 3,600. Latin America will need 2,960 new deliveries over the next 20 years to meet the combined demands of growth and replacement. The majority of these deliveries are expected to be in the single-class segment, reflecting the continued growth of low-cost carriers and further expansion of networks within Latin America and the Caribbean. ■

Constant investments in infrastructure, newer routes and new flights are vital for bringing the growth rate back on track for the air cargo industry. According to a report by Boeing on the current market outlook, the region's commercial fleet is projected to double between now and 2035, from nearly 1,550 airplanes today to more than 3,600. Latin America will need 2,960 new deliveries over the next 20 years to meet the combined demands of growth and replacement. The majority of these deliveries are expected to be in the single-class segment, reflecting the continued growth of low-cost carriers and further expansion of networks within Latin America and the Caribbean. ■

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# BRUSSELS AIRLINES BETS BIG ON INDIA

Brussels Airlines launched its service from Belgian capital to Mumbai last month, its first flight to Asia and the launch is a part of Lufthansa group's strategy to expand its business in India. Lufthansa took control of Brussels Airlines last December. The Mumbai-Brussels route was served by Jet Airways till last March and Brussels was even the European gateway for the Indian airline. But Jet Airways pulled out of the route as it found it to be unviable. **Bernard Gustin, Chief Executive Officer, Brussels Airlines**, who was in India along with a Belgian trade delegation led by the Secretary of State for Foreign Trade Pieter De Crem, is highly optimistic about success in India. **Gustin** speaks to **Reji John** about the initial response to the flight launched and the importance of cargo in the overall business strategy of the carrier. Edited Excerpts:

## **What are your thoughts on the direct flight between Brussels and Mumbai?**

Belgium and India are very strong trading partners. It is interesting to see that within the European Union we are a key trading partner with India. So there are very strong economic links between the two countries and there is market for both passenger and cargo movements.

## **What is your evaluation of the direct flights that is operations for close to a month?**

I'm very satisfied with the start. It's just four weeks in operation. It's better to begin with a strong start. I know that not all the processes are in place yet to allow us to have a full-fledged operation. On the cargo side we are yet to start to spread our wings. I was expecting a softer start. The average load factor for the first four weeks has been around 75 percent and that to me is very good and we are happy about it.

## **Do you intend to increase the frequency to Mumbai and add more destinations in India?**

Success calls for success and all depends on results. If our results are positive, so far they are positive, we will consider. But it's too early to take a judgment now and we should learn to walk before running but it's clear that the trend remains as it is. We have room for a daily product and later on for further development in India knowing that we extend our long haul network substantially. Lately with the US and Africa, we shouldn't forget these two regions as well because it's always a question of equilibrium. If we add some US destinations it helps also the Indian traffic. So it's always important to have the right balance.

## **How important is cargo in your overall business strategy?**

The cargo category is completely integrated into the success of





🚩 Bernard Gustin (R) with Pieter De Crem, Secretary of State for Foreign Trade, Belgium (L) during the official launch of the flight in Mumbai

our long haul strategy since the start of the time. The cargo component is extremely important to us and it is completely integrated into the overall strategy. We don't have any ambition to go for full freighter service but when we do our business case we really consider both ends and we have really considered both markets. We see ourselves as a carrier that moves people and goods. Do not like to see ourselves as a passenger airline doing a little bit of cargo on the side.

**What is your consideration of African destinations in your network?**

You can have a product which is loaded in India but within 24 hours it could be in Africa and vice versa. That is what we are able to offer on our network connecting India with African destinations. For instance India produces lot of medicines and they are exported to African countries. We believe that there is a lot of links that the Brussels Airlines and Brussels Airport

have developed to enhance this business. Pharmaceutical is a sector in which, on the cargo side, we can do a lot together. Not to forget another key sector – the diamond industry. Therefore it means that we really see a business on cargo between India and rest of the world.

**What is your value proposition to your cargo customers particularly at a time when yields are on the decline?**

We are not full freight carrier so that allows us to have a balance between the passenger and the cargo. However, I think on the cargo side we need to be competitive. We can also differentiate ourselves on two axis: the first one by the quality of the product we offer. We propose products especially for fresh produce transport. The connection is perfect and so with all those perishable foods and so especially in India and Africa we have developed dedicated business which might be less yield-sensitive so we are going to focus on niche products like temperature control cargo. ■

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# STEPPING UP TO A 'SMARTER' CARGO COMMUNITY

Following its acquisition by EQT Infrastructure late last year, CHEP Aerospace Solutions, a global provider of outsourced unit load device (ULD) management, ULD and inflight equipment repair solutions, was rebranded Unilode Aviation Solutions. The new name was officially unveiled at the IATA World Cargo Symposium in Abu Dhabi in March 2017.

Pioneering the smart ULD technology with its award-winning CanTrack solution, Unilode is doing a lot in terms of ULD development to stay ahead of changing market needs. **Ludwig Bertsch, CEO & President, Unilode Aviation Solutions** speaks to **Surya Kannoth** about its new corporate identity, how smart ULDs work and the challenges involved in managing ULDs.



## Can you explain the need for this rebranding exercise from CHEP to Unilode?

Our company was sold in November 2016 and since the brand name CHEP belongs to our previous owner, we had to find a new name. Before we became CHEP Aerospace Solutions, our ULD management business was called Unitpool and there were talks to stick to the old name. But finally, we came to the conclusion that since we are a totally different company now, we need a fresh new look and a modern logo. We began to work with a brand agency to develop a new corporate identity and the outcome is what you see now - Unilode Aviation Solutions.

## How do you see the rebranding bringing in new value for your customers?

At Unilode, our core values are being innovative, trustworthy and reliable. What we are doing is very deep into the operations of an airline, so the reliability, trustworthiness and innovation is important and we felt that this name represents all what we

want to be. We feel it also gives the company a new boost and a new identity.

## Having set the foundation for smart ULD developments in the industry, can you give us an update on the CanTrack solution?

First you need to define a smart ULD. ULDs, by definition, are not smart. In 2015, we won the first IATA Innovation Award during the World Cargo Symposium for one of our most exciting innovations CanTrack, a GPRS tracking solution for ULDs, consisting of a solar panel and a customised power converter which are fitted onto the container. Here, we attach sensors which can communicate with a mobile phone or with any type of applications thus making the ULD smart.

Over the last two years, we worked towards the research and innovation of this technology and now we have the third generation of the technology. We will go live with one of our large customers in Asia where we will use a fleet of 1500 containers to roll it out and see how it works in real life. The smart container



*We will go live with one of our large customers in Asia where we will use a fleet of 1500 containers to roll it (CanTrack) out and see how it works in real life*

**Ludwig Bertsch**  
Unilode Aviation Solutions



PHOTO: Unilode Aviation Solutions

can say where it is, whether it has been exposed to shock, can say whether it's hot or cold and it can also say whether someone has opened the door to take something out.

**What according to you are some of the challenges and opportunities in developing smart ULDs?**

The biggest challenge first of all is that you need a business case. A ULD is not a very expensive piece of equipment. If you have an aircraft engine, you can equip it with a number of sensors because the engine costs \$1.5 million. But the container costs maybe around \$1200 so how many sensors can you put on it? Therefore, you need to have a business case. But with prices going on a downward spiral, damages in managing ULDs is a matter of concern.

IATA had earlier published that around \$300 million every year are wasted due to damages which could have been avoided. So in the case of a smart ULD, if the sensors get damaged it's more

expensive than a normal damage.

**Would the growth in e-commerce drive the use of new and smarter ULDs?**

What we see, for example, especially along the Asia to Europe route is that more and more small shipments are getting ordered from e-commerce sites. In Europe, you can order an iPhone cable from Alibaba in China and this cable is then shipped to Europe, which means that there's a lot of one-dimensional traffic, and that is, in a way, mail traffic. Such dynamic and changing needs from e-commerce has led to coming up with ideas like collapsible containers to deal with the imbalances. With the smart containers, it is important to know where your assets are being shipped to be able to build security safety stocks, which will be more important in the future. But what is really new is that in the old world of cargo, you had a forwarder who gave you a shipment, which is put on a pallet or a container but today it is really a consumer-to-consumer approach. ■

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## Brussels Airport sees strong cargo growth in March//



**Brussels Airport** has seen strong cargo growth at the airport in the month of March. Last month, more than 50,000 tonnes of cargo were shipped, a rise of 15.3 percent in comparison with the figures in 2015.

The dedicated cargo segment (+27.2 percent) and express services (+19.8 percent) show

healthy growth, while cargo on board passenger flights (-2.9 percent) dropped slightly, largely because of the departure of Jet Airways.

The airport has had the best ever first quarter in its history. Cargo traffic increased in the past quarter by 13.3 percent in comparison with the same period in 2015.

In March this year, Brussels Airport welcomed nearly 1.9 million passengers, a new record for the month in the history of the airport. In comparison with the previous record, set in March 2015, there is a rise of no less than 9.8 percent. The largest growth was enjoyed by both Brussels Airlines and Ryanair. There is also growth in both European short-haul traffic and long-haul traffic such as ANA to Tokyo, and this growth has been achieved despite Jet Airways no longer flying long-haul flights from the airport. Delta Airlines has also started flights to Atlanta.

In March 2016, the airport was closed from March 22 after the attack. A comparison between the passenger figures for 2016 and 2017 would give a distorted picture. This explains the comparison with the figures of 2015, when Brussels Airport enjoyed a record year.

## Qatar Airways Cargo expands its Brussels operation//



**Qatar Airways Cargo** has further expanded its Brussels operation with the addition of a Boeing B777F to its schedule. Qatar Airways already operates seven Airbus A330F weekly freighter flights into Brussels, in addition to eight passenger flights with its new Boeing B787 and Airbus A350 aircraft.

By replacing one of its A330F with a larger B777F, the cargo carrier has again increased its capacity. The route of the new aircraft will be Halifax to Brussels and onwards to Doha.

"In just a few years, Qatar Airways Cargo has grown to become one of our biggest cargo players at the airport, offering direct capacity from the Middle East as well as Africa into Brussels. These flights contributed tremendously to our growth in, for example, perishables at the airport," says Steven Polmans, head of Cargo, Brussels Airport.

Two years ago, Qatar Airways Cargo was the first airline to operate pharma express

flights, dedicated to shipping pharmaceuticals between Brussels and Doha.

Steven said, "Pharma is our key commodity and strategic focus, so these flights very much supported us getting the position we have today as the preferred pharma gateway in Europe and we are pleased to see they are very successful."

In May, Qatar Airways Cargo will introduce its eighth weekly service to Brussels by adding another Airbus A330F. It will operate from Doha to Brussels and return.

"Meeting our customers' business needs is fundamental and we strive to provide the most strategic freighter routes to connect Brussels with the world's major trade markets via our Doha hub. We will continue to offer our specialist products, QR Pharma and QR Fresh, and quality services to uphold the growing needs of perishable and pharma shipments in these markets," said Ulrich Ogiermann, chief officer cargo of Qatar Airways.

## Voyageur Aviation unveils Dash 8-100 Package Freighter//

**Voyageur Aviation** has rolled out the first Dash 8-100 Package freighter (PF) conversion aircraft. The first two Dash 8-100 PF conversions are being delivered to Wasaya Airways of Thunder Bay, Ontario.

Scott Tapson, president, Voyageur Aviation, said, "We believe Wasaya's deployment of the aircraft in supporting communities in northern Canada highlights the key advantages of the aircraft including payload, range, operational efficiency, and unpaved runway performance."

It is designed to carry a typical payload of 4,500 kilograms and a volume of 1,380 cubic feet.

Along with the aircraft's large cargo door and low door, it is also equipped with reinforced cargo floor and advanced LED interior lighting system. Other features inherent to the Dash 8-100 are excellent operating costs, short take-off and landing capabilities, and superior range of up to 800 nautical miles fully laden.

## AirBridgeCargo Airlines adds Taipei to its Asia Pacific network //



**AirBridgeCargo Airlines (ABC)** has launched its twelfth destination in Asia Pacific with twice-weekly Boeing 747 freighter services to Taipei.

The addition of Taipei means ABC has doubled its route network for customers in the region in the last two years. ABC also offers 747F services to and from Tokyo, Seoul, Singapore, Hanoi, Phnom Penh, Hong Kong and the Chinese cities of Shanghai, Beijing, Chengdu, Chongqing and Zhengzhou.

ABC saw its volumes rise 25 percent ex Asia Pacific in 2016 to over 265,000 tonnes and is con-

fidant of further growth this year. The airline now operates 79 Boeing 747F departures a week from the region, giving customers fast connections via its Moscow hub to 14 online destinations in Europe and five major gateways in the US.

The new service to Taipei will operate from Moscow Sheremetyevo every Wednesday and Saturday, returning via Hanoi in Vietnam, and enables AirBridgeCargo to link Taipei with its network of destinations in the Middle East, Europe and the US for imports and exports.

Sergey Lazarev, general director, ABC, said, "Taipei is a mature and stable air cargo market generating volumes close to 500,000 tonnes per annum so it is a major origin, destination and transit point for freight. This includes exports of electronic components, machinery, textiles as well as a diverse range of import cargoes. We know from listening to customers in Taipei and those in other countries with traffic to and from Taiwan that there is demand for the quality of service and network opportunities AirBridgeCargo is able to offer."

## Turkish Cargo launches freighter services to Oslo //

**Turkish Cargo**, Istanbul based carrier, has launched freighter services to Oslo Airport and the route will be operated with an Airbus A330-200F.

The flights are being operated twice a week on Tuesdays and Fridays, collecting Norwegian seafood for delivery to destinations around the world.

"2016 was a record year for Norwegian seafood export, and Turkish Airlines wishes to take part in this development," said the carrier through a statement.

"Turkish Cargo has great expectations for the Norwegian market and convinced that its route and network can help to make the Norwegian seafood industry even more competitive."



## SECOND ICAO MEETING ON AIR CARGO DEVELOPMENT IN AFRICA

DATE: 27 – 29 June 2017

VENUE: Un Conference Centre, Addis Ababa, Ethiopia

The Second ICAO Meeting on Air Cargo Development in Africa builds upon the Declaration on the Development of Air Cargo in Africa, adopted in Lomé, Togo, on 7 August 2014 (the "Lomé Declaration"). Through this strategic document, participants from 22 States, international organizations and aviation stakeholders, decided to take action for the sustainable development of air cargo in Africa in several key areas including: liberalization of market access and air carrier ownership and control; cooperation throughout the cargo supply chain; security and facilitation; funding for infrastructure and intermodal integration; support to remote or peripheral destinations; taxes and user charges; capacity-building for qualified personnel; fleet modernization; and adherence to international instruments.

This meeting will allow policy-makers, air transport regulators, representatives from the aviation industry and other stakeholders, to review progress towards implementation of the Lomé Declaration, identify challenges and opportunities, and agree on a roadmap for priority actions, building on the decisions of the 39th Session of the ICAO Assembly. It will also contribute to the cooperative activities between ICAO, the World Customs Organization (WCO) and The International Air Cargo Association (TIACA).

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## Pharma drives Miami Airport's freight traffic in 2016 //

**Miami International Airport (MIA)** has seen eight percent increase in international freight traffic in 2016, according to recently released data by the US Department of Commerce.

Largely responsible for the spike was pharmaceutical (pharma) freight, which surged 48 percent year over year to \$4.4 billion. Since 2010, when the total value of pharma shipments was \$1.8 billion, MIA's pharma trade has grown by 140 percent.

In 2015, MIA was designated by the International Air Transport Association (IATA) as the first pharma freight hub in the US and the second in the world. MIA was recognised for organising its pharma logistics providers to undergo IATA's Center of Excellence for Independent Validators (CEIV) Pharma Certification Programme, which certifies that pharma products are transported in accordance with global best practices

To grow the global pharmaceutical air cargo industry, MIA and Brussels Airport – the



first two IATA-designated pharma freight hubs in the world – partnered to create Pharma.Aero in October 2016. The goal of the association is to be a collaborative group of airport operators, pharma shippers, CEIV-certified cargo communities and other air pharma stakeholders focused on improving pharma handling and quality in the air cargo industry worldwide. Since its launch, the organisation has added Singapore Changi Airport, Sharjah (UAE) International Airport, Chhatrapati Shivaji (Mumbai) International Airport, Brussels Airlines, Singapore Airlines, Brinks Life Sciences, Johnson & Johnson,

Pfizer and Merck Sharp & Dohme Corp. as strategic members.

"The World Health Organisation projects that the global pharma industry will rise in value from \$300 billion to \$400 billion within the next three years, and we want to position MIA at the center of that growth trend," said Emilio T González, director, Miami-Dade Aviation.

In addition to boosting pharma freight traffic, MIA remained the busiest airport for international freight in the US and in the Western Hemisphere in 2016, handling: 83 percent of all air imports and 79 percent of all air exports between the US and the Latin American/Caribbean region. MIA also continues to handle the majority of America's perishable imports by air, including: 89.2 percent of all flower air imports; 66.7 percent of all fruit and vegetable air imports; and 49.8 percent of all fish air imports. In Florida, MIA's 2016 air trade amounted to 92 percent of the state's total air trade value and 40 percent of its combined (air & sea) trade value.

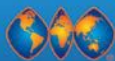
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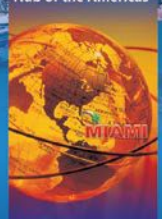


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## United Airlines sees 13.4% rise in cargo revenue in Q1 2017 //

**United Airlines (UAL)** has announced its first-quarter result for 2017. In the cargo segment, it grew by 13.4 percent in revenue terms. And in volume terms, the recorded growth was 20.3 percent. The reported cargo revenue in March 2017 was \$220 million as against \$194 million in March 2016. In volume terms, it was 748 cargo tonne miles (millions) in March 2017 against 622 cargo tonne miles (millions) in March 2016.

UAL reported first-quarter net income of \$96 million, the diluted earnings per share of \$0.31, with pre-tax earnings of \$145 million and pre-tax margin of 1.7 percent. Excluding special items, UAL reported first-quarter net income of \$129 million, diluted earnings per share of \$0.41, pre-tax earnings of \$196 million and pre-tax margin of 2.3 percent.

## Cathay Pacific's cargo business continues to see upward trend in March //

**Cathay Pacific Airways** has released combined Cathay Pacific and Cathay Dragon traffic figures for March 2017 that shows an increase in cargo and mail uplifted compared to the same month in 2016.

The two airlines carried 181,189 tonnes of cargo and mail last month, an increase of 15.4 percent compared to the last year. The cargo and mail load factor rose by 7.3 percentage points to 70.3 percent. Capacity, measured in available cargo/mail tonne kilometres, was up by 3.3 percent while cargo and mail revenue tonne kilometres (RTKs) increased by 15.4 percent. In the first quarter of the year, the tonnage rose by 11.4 percent against a 1.7 percent increase in capacity and a 9.4 percent increase in RTKs.

Mark Sutch, general manager Cargo Sales & Marketing, Cathay Pacific, said, "Tonnage grew well ahead of our capacity growth. Asian exports were boosted by a number of new product launches and quarter-end project movements. Transpacific routes and inbound-India routes were particularly strong. Volumes from the Hong Kong market recorded good year-on-year growth. It was also encouraging to see the inbound loads from Europe and North America continue to hold up well. The collective result was a high load factor across the network and improving yields. In March we welcomed Tel Aviv to our network and this took-off to an encouraging start with solid import and export volumes."



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**ANTONOV AIRLINES** has safely transported three giant compressors on one of its seven AN-124-100s...



**DHL EXPRESS** has launched a new daily flight connecting Bahrain hub with Jeddah, one of...

**AIR CANADA CARGO** will launch service to and from Marseille, our fourth city in France from June 9. This route will be operated with a Boeing 767-300ER aircraft. With flights to Nice resuming in June, Air Canada Cargo will offer 31 widebody flights to and from France every week this summer.

**AIR CANADA CARGO** is expanding its Indian network, with new service to and from Mumbai. This service that starts from July 1 complements the airline's existing year-round service to Delhi. With daily service to Delhi starting soon, that's a total of 11 flights per week serving India, all operated with Boeing 787-9 aircraft.



**AMERICAN AIRLINES** has started daily, nonstop widebody service between San Juan Luis Muñoz Marín Airport (SJU) and Philadelphia International Airport (PHL), home of American Airlines Cargo's dedicated 25,000-square-foot pharmaceutical facility. The new daily Airbus A330-200 widebody route further links the two important pharma hubs and is an addition to the two daily narrowbody flights already in operation. The Airbus A330-200 provides increased cargo capacity compared to the other narrowbody flights and can cater to the movement of other general cargo between PHL and SJU, such as cell phones, medical instruments and aircraft parts. From PHL, customers can also connect seamlessly to the American network for continued shipping into North America, Asia and Europe.

**ANTONOV AIRLINES** has safely transported three giant compressors on one of its seven

AN-124-100s, from its UK base at London Stansted Airport to Incheon International Airport, Seoul, South Korea. The UK-manufactured parts, each weighing 23 tonnes and measuring 648cm long, 284cm wide, and 358cm high, travelled in modified crates designed to work with the AN-124-100's unique on-board crane system.

**AERONAUTICAL ENGINEERS** (AEI) has selected Jacksonville, Florida based Flightstar Aircraft Services as an Authorised Conversion Centre. AEI currently has four active Authorised Conversion Centres worldwide, which include Commercial Jet, in Miami, Florida, Commercial Jet Services in Dothan, Alabama, KF Aerospace in Kelowna, B.C. Canada and Boeing Shanghai Aviation Services, in Shanghai, PRC. In all, offering a total of 11 to 13 conversion lines for AEI at any one time. Flightstar will set up one line of passenger-to-freighter conversions at its Jacksonville facility for AEI beginning in May of this year with the commencement of a B737-400SF freighter conversion which is being modified for San Francisco based Vx Capital Partners.

**AIR TRANSPORT SERVICES GROUP'S SUBSIDIARIES** have acquired two Boeing 737-400 aircraft and will convert them to freighter configuration for lease to China based Okay Airways. ATSG West Leasing, an aircraft leasing company based in Ireland and a wholly owned ATSG subsidiary, has acquired and will lease the aircraft to the airline in late 2017 for terms of seven years. PEMCO World Air Services, another wholly owned ATSG subsidiary, will convert the 737-400s to freighters this summer at PEMCO's facilities at the Tampa International Airport. Okay Airways will operate the aircraft in support of its express services

for e-commerce and other companies in the domestic China market. ATSG, Okay Airways, and Tianjin Dongjiang Investment holdings, a Tianjin government affiliate, are establishing a joint venture company to support the growing e-commerce market there.

**BRISBANE WEST WELLCAMP AIRPORT** has helped Toowoomba-based civil construction, quarrying and mining industries supply company Trackspares, to meet the urgent delivery for Rio Tinto's bauxite mine at Weipa. The 10-tonne shipment comprised of heavy-duty undercarriage, including track chains and rollers, for a material handling machine known as an apron feeder. Trackspares managing director Brad Oats says without the local airport the order would have been trucked to Brisbane and companies, like Trackspares, would be faced with a logistical nightmare. EastAir, who usually conducts urgent air transport for Rio Tinto arranged dedicated charter airline Pionair Australia (via Aviation Cairns) to freight the Trackspares equipment to Weipa on a BAE 146-200QT 'Whisper Jet'.



**DNATA NETHERLANDS** has added two temperature controlled cargo dollies to its infrastructure, which are specially designed to serve the pharmaceutical industry. With this introduction, dnata has become the first handling company at Amsterdam's Schiphol Airport to offer this closed temperature controlled system, for a seamless delivery of temperature-sensitive goods from the warehouse to the aircraft. The dollies are powered with a solar

cell system that contributes to ISO 14001 as an environmentally sustainable or green process. They will be operated by dnata's special ramp team and used for temperature controlled cargo transport from the dnata Pharma Centre to the gates where aircrafts are handled and remain under strict control until the units are loaded on board of the aircraft.

**DHL EXPRESS** has launched a new daily flight connecting Bahrain hub with Jeddah, one of its gateways in Saudi Arabia's western region. The new route will see DHL Express fly seven times a week between Bahrain International Airport and Jeddah's King Abdulaziz International Airport, with each Boeing 757 flight carrying up to 22 tonnes of cargo. This makes DHL the first international express provider to offer direct movement and clearance of non-document goods through its DHL Express Worldwide service between Bahrain and Jeddah, reducing transit times by anywhere from 24 to 48 hours for customers shipping to Saudi Arabia's Western Provinces.

**ETHIOPIAN AIRLINES** has launched two new cargo routes to Europe: Milan, Italy and Zaragoza, Spain as of April 2 and March 28, 2017 respectively. Currently, Ethiopian is providing the European market with minimum weekly tonnage capacity of 2,200 from Liege (LGG), deploying modern game changing fleet, Boeing 777 Freighter.



**EMIRATES SKYCARGO** has transported 'New Zealand Aotearoa' – Emirates Team New Zealand's race boat - from Auckland to Bermuda in advance of the Louis Vuitton America's Cup



**INTREPID AVIATION** aircraft lessor, has celebrated the delivery of the first of two new...



**TURKISH CARGO'S** new Asian - Far East regional office has moved to new address in...

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sailing competition which will begin in late May 2017. The freight division of the airline transported Emirates Team New Zealand's race boat and all associated support equipment including the team's chase boat. In order to facilitate the loading and air transportation process, the high-tech sailing boat had to be disassembled into smaller parts – two hulls, two wings, beams, rudders and other equipment. During the packaging process, metal frames were used to reinforce the packing to ensure that there would be no damage to the individual components during the transportation process. The packaged components were then trucked from their base to the airport, security screened and then loaded on the aircraft. It took over four hours for the team to complete the loading process. Emirates SkyCargo's trained and experienced staff worked closely with the technical staff from Emirates Team New Zealand making sure that the loading went smoothly. Emirates Team New Zealand's complete shipment weighed slightly over 44 tonnes.



**HONG KONG INTERNATIONAL AIRPORT** (HKIA) has handled 433,000 tonnes of cargo in March 2017 that represents an increase of 17.8 percent compared to the same period last year. The strong growth in cargo throughput was largely driven by exports, which recorded a robust 24 percent year-on-year increase. Imports and transshipments also experienced double-digit growth. Amongst the key trading regions, Europe and North America showed the most significant increases. During the first three

months of 2017, cargo volume at HKIA registered 11.5 percent year-on-year growth to 1.1 million tonnes.

**INTREPID AVIATION**, aircraft lessor, has celebrated the delivery of the first of two new B747-8 Freighters from the Boeing Company on March 31 and placed the General Electric GENx powered aircraft on very long term lease with AirBridgeCargo Airlines, a part of the Volga-Dnepr Group.



**PEMCO WORLD AIR SERVICES** (PEMCO), the global leader in Boeing 737 passenger-to-freighter aircraft conversions, has entered into an agreement with South Korea's all-cargo airline Air Incheon for the P-to-F conversion of one B737-400 aircraft (MSN 25857). Air Incheon, which is currently operating one PEMCO-converted B737-400 (MSN 25190), will take redelivery of its latest aircraft in Q3 2017.

**SF AIRLINES** has officially launched the "Dalian to Hangzhou" freight air route, which adds one more high-speed air transportation channel between the Northeast China and the East China Region for SF Express. The new air route will be flown by B757-200 freighter of SF Airlines with five flights a week. Dalian is the largest port city and the window of the Northeast China to the world and features abundant agricultural resources and economic vitality. To escort the sales and delivery of high-quality products in Dalian, SF Airlines had launched the "Dalian to Shenzhen" Cherry Special Delivery in June of 2016 to enhance the service experience with leading freshness from the branch to the tongue.

**TURKISH CARGO'S** new Asian - Far East regional office has moved to new address in Hong Kong as of March 2017. Being the most important air cargo centre of Asia-Far East, first Hong Kong office was opened in 2011, and had served customers in Wan Chai - Fenwick Street - Jubilee Centre for 6 years. The new office is located on 88 Hing Fat Street in Causeway Bay.

**THE ANTONOV AN-2-100** light aircraft, an up-to-date modification of the world's biggest bi-plane, the ANTONOV AN-2, performed a test flight at ANTONOV Company's test base in Kyiv, Ukraine on April 11, 2017. The AN-2-100, which has a payload of 1500kg, lifted cargo weighing a total 3202kg, which is a new record for such class aircraft, to an altitude of 2700m. The attempt to set the record was made by a crew of two ANTONOV Company Test Pilots, Sergii Tarasiuk, who piloted the flight and Valerii Yepanchintsev, who co-piloted. The crew is known for their expedition to the South Pole on the ANTONOV AN-3 in 2005.



**THE INTERNATIONAL AIR TRANSPORT ASSOCIATION** (IATA) released demand growth results for global air freight markets for February 2017 showing an 8.4 percent increase in demand measured in freight tonne kilometers (FTKs) compared to the same period last year. After adjusting for the impact of the leap year in 2016, demand increased by 12 percent, almost four times better than the five-year average rate of 3.0 percent. Freight capacity, measured in available freight tonne kilometers (AFTKs), shrank by 0.4 percent in February

2017. The continued growth of air freight demand in 2017 is consistent with an uptick in world trade which corresponds with new global export orders remaining at elevated levels in March. Of particular note is the expanded volume of semi-conductor materials typically used in high-value consumer electronics.

**THE FIRST LARGE SECTIONS OF BELUGAXL**, Airbus' next generation new transport aircraft, had recently arrived at the aircraft Final Assembly facility (L34) in Toulouse. Following a five night long road convoy from Aernnova's factory in Berantevilla, north eastern Spain, the panels (two laterals, one central) are required to complete the rear section of the BelugaXL. Together with further work packages built by various other partners, the sections will eventually form the first BelugaXL. The design concept of the aircraft is similar to the current Beluga with the cargo bay structure, the aircraft's rear-end and tail being some of the sections newly developed. The BelugaXL was launched in November 2014 to address the transport and ramp-up capacity requirements for Airbus beyond 2019. The new oversize air transporters are based on the A330-200 Freighter, with a large re-use of existing components and equipment. The first of five BelugaXLs will fly mid-2018 and enter into service in 2019.

**THE LUG AIRCARGO HANDLING GMBH** has been certified according to ISO 9001:2015 in April 2017. The TAPA B certification is imminent. LUG started preparations for the certification from high quality, safety, and security levels. The company already operated a quality management system (QM) according to ISO 9001:2008. Nevertheless it kicked-off a quality offensive in 2016. Workflows were optimised to meet the ISO 9001:2015 norm.

## Heathrow's shareholders to invest additional £650 million into the airport//



**Heathrow's** shareholders has progressed plans to invest an additional £650 million into Britain's global gateway over the course of 2019. The plans send a strong signal that Britain continues to be open for business in the eyes of international investors.

With the UK set to leave the European Union in 2019, the planned investment will further boost passenger experience at the UK's hub airport and improve Heathrow's

operational resilience. Initial plans for the new investment include the possibility of enabling works for the expansion of the award-winning Terminal 2 and planning works for a new southern access tunnel for the Central Terminal Area.

Heathrow's shareholders are amongst the most sophisticated investors in the world, with over \$1 trillion of funds under management. They include UK pension fund Univer-

sities Superannuation Scheme in addition to Ferrovial, Qatar Investment Authority, Caisse de dépôt et placement du Québec (CDPQ), GIC, Alinda Capital Partners of the United States and China Investment Corporation.

Sheikh Abdulla Bin Mohammed Bin Saud Al-Thani, chief executive officer of Qatar Investment Authority said, "Our investment in Heathrow is much more than just an investment in one of the world's great airports – it's an investment in Britain's connections to the world. As the UK reshapes its role in the world, we confirm our commitment as proud partners of a great trading nation."

John Holland-Kaye, CEO, Heathrow, said, "The planned investment is great news for Heathrow passengers and for Britain – it will help us build on our success as passengers' Best Airport in Western Europe and further improve resilience at the nation's hub."

## Ethiopian expands codeshare agreement with South African Airways//



**Ethiopian Airlines** and South African Airways have entered into an expanded codeshare agreement, inked on October 1, 2016 and projected to be effective as of 2017 summer season.

The revamped codeshare agreement is anticipated to further enhance the cooperation among the two carriers and avail a range of additional destinations for customers to travel to.

Girma Shiferaw, A/vice president Strategic Planning and Alliances, Ethiopian, said, "The expanded codeshare agreement between the two carriers enables our customers enjoy the best possible connectivity options to multiple destinations and also plays

a significant role in enabling greater people-to-people, investment, trade and tourism ties within Africa as well as with the rest of the World."

Aaron Munetsi, acting chief commercial officer at South African Airways, said, "This enhanced codeshare agreement enables us to offer our mutual customers more destinations including Durban, Cape Town and Toronto as additions to the existing codeshare flights. This enables both airlines to offer our legendary reliable and world class service to our ever growing markets that demand customer focused service. We believe the partnership will be scaled up further in the future for the betterment of customer service."

Ethiopian Airlines and South African Airways signed the first codeshare agreement on September 17, 2003 and extended codeshare agreement on October 1, 2016 on destinations such as Cape Town, Durban and Toronto. More codeshare destinations will be added in the near future.

## Oman Air adds new B787-9 to its fleet//

**Oman Air** continues to expand its fleet with new Boeing 787-9 Dreamliner which joined recently on April 22, 2017. This is in addition to the new 737-800s and 787-9 which were added to the fleet in 2017.

With the addition of this latest Dreamliner, Oman Air operates six Boeing 787 Dreamliners aircraft. This aircraft will be utilised on Oman Air's European and Far-Eastern sectors.

Allowing access to a wide selection of on-demand entertainment delivered through a passenger experience interface developed specifically with Oman Air, all classes feature the state-of-the-art Thales Integrated In-Flight Entertainment System which provides an even more enjoyable guest experience.

Abdulaziz Alrais, executive vice president Products and Brand Development, said, "The delivery of aircraft is part of Oman Air's ambitious and dynamic programme of fleet and network expansion. Oman Air is continuing to invest in providing guests with the best possible on board experience."

With the addition of the new Boeing 737 – 800, Oman Air's fleet stands at 52. Currently Oman Air's fleet consists of six Boeing 787 Dreamliners, six Airbus 330-300s, four Airbus 330-200s, five Boeing 737-900s, 26 Boeing 737-800, one Boeing 737-700 and four Embraer 175s.

## easyJet extends ground handling services contract with Swissport International in Geneva//



**Swissport International** has renewed its ground handling services contract at Geneva Airport with European airline easyJet.

At Geneva airport, easyJet is the number one carrier with a strong market share of over 40 percent and operating a network of 75 destinations in Europe and North Africa.

Antoine Gervais, CEO, Swissport Geneva, stated, "We are keen to drive both customer service satisfaction and future innovation to ensure successful

operations in this fast growing business segment. Furthermore, our collaboration confirms the position of Swissport as one of easyJet's preferred ground handling providers."

Simon Cox, head of Airport and Central Procurement, easyJet, stated, "easyJet and Swissport have been long term partners and we are really happy to renew our contract for easyJet operations in Geneva. From a network perspective, Swissport operates ground handling for easyJet in 27 airports helping the airlines to make travel easy for millions of our passengers every year."

Swissport International provides ground services for more than 230 million passengers and handles 4.3 million tonnes of cargo a year on behalf of some 835 client-companies in the aviation sector.

## Lufthansa launches daily flights from Munich to Mumbai//

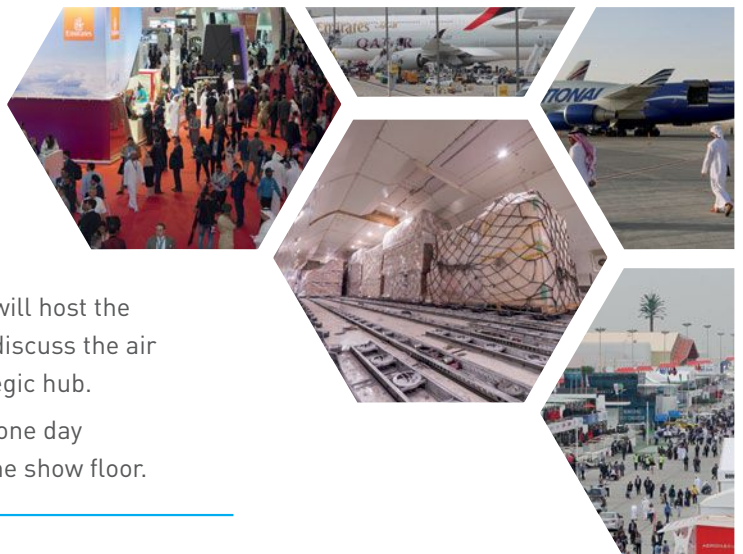
**Lufthansa** has commenced daily flight services between Mumbai and Munich with its most modern long-haul aircraft, the Airbus A350-900. In addition to increased capacity, the aircraft makes a mark due to its efficiency and travel comfort. Mumbai becomes the third destination worldwide to receive Lufthansa's A350-900 and the second Indian destination after New Delhi.

"Maharashtra is amongst our most important markets and our relationship with the city of Mumbai has grown consistently over the years. Therefore, it is only natural that Mumbai becomes the third destination worldwide to receive the most modern and environmental friendly aircraft," says Wolfgang Will, senior director, South Asia, Lufthansa Group Airlines.

Airbus A350-900 is an environmental friendly long-haul aircraft. In comparison with similar types of aircraft it consumes 25 percent less fuel and produces 25 percent fewer emissions. The noise footprint is up to 50 percent smaller than comparable aircraft types.



### CARGO ZONE DUBAI AIRSHOW 2017



New to the Dubai Airshow 2017, the Cargo Zone will host the industry's leading experts, gathered together to discuss the air cargo industry and the role of the UAE as a strategic hub.

The Cargo Zone at the Dubai Airshow will host a one day conference alongside a dedicated exhibition on the show floor.

#### KEY CONFERENCE THEMES

- WHERE IS THE DUBAI CARGO INDUSTRY GOING?
- AIR CARGO SAFETY AND SECURITY
- THE VISION OF E-COMMERCE, FACILITATION AND REGULATION
- THE MIDDLE EAST AS AN IDEAL DISTRIBUTION HUB FOR PHARMACEUTICAL CARGO

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**AIR SEYCHELLES** has started service to Durban's King Shaka International Airport.



**CEBU PACIFIC AIR** has selected Air France Industries KLM Engineering & Maintenance...



**AEROFLOT**, Russia based carrier, has taken delivery of two more B737-800 aircraft, as part of its fleet expansion. One Boeing 737-800 VP-BMD is named in honor of Igor Stravinsky, the great Russian composer, pianist and conductor, one of the most influential figures in the 20th century music. The other Boeing 737-800 VP-BMI bears the name of Alexander Dargomyzhsky, a 19th-century Russian composer famous for his contribution in Russian opera. Aeroflot's Boeing 737-800 has two-class composition with 20 seats in business class and 138 seats in economy class. All Boeing B737-800 aircraft are delivered to Aeroflot directly from the manufacturer. Boeing 737 is one of the world's most popular single-aisle jet airliners providing high level of comfort on medium-haul routes.

**AIR INDIA** will operate a non-stop flight from Delhi to Washington from July 7, 2017, to connect the capitals of India and the USA. This will be the only direct flight connecting Delhi with Washington with a B777-200LR aircraft. Washington will be Air India's fifth non-stop destination in the USA after New York, Newark, Chicago and San Francisco. Operating thrice a week on Wednesday, Friday and Sunday, the flight will offer a 3-cabin configuration, with 8 seats in First Class, 35 seats in Business Class and 195 seats in Economy Class.

**AIR SEYCHELLES** has started service to Durban's King Shaka International Airport. The airline will be flying a twice-weekly non-stop service on Thursdays and Saturdays, connecting Durban and the Seychelles' capital Mahé, using an Airbus A320 Aircraft

with a 16-seat business class and 120-seat economy configuration, which will achieve an average flight time of 5 hours, 20 minutes.

**AIR ARABIA MAROC** is to operate a new twice weekly scheduled service from Dublin to the Moroccan city of Agadir from October. The new service will commence this winter and will operate on Wednesdays and Sundays. The new Air Arabia Maroc route to Agadir is one of eleven new services that will be launched at Dublin Airport this year. In the first three months of this year, a record 5.8 million passengers travelled through Dublin Airport, which is a 5 percent increase compared to the first quarter of 2016.

**AIRBUS** has delivered the first-ever A321neo to US airline Virgin America, an all-Airbus operator. The A320neo significantly reduces noise levels, generating only half the noise footprint compared to previous generation aircraft. Equipped with fuel-saving Sharklet wingtip devices nitrous oxide emissions are 50 percent below regulatory requirements as outlined by the Committee on Aviation Environmental Protection (CAEP).

**CHINA SOUTHERN AIRLINES** has confirmed a second daily departure between Heathrow and Guangzhou starting June 1, 2017. The airline's twice daily service, the only direct connection between the UK and southern Chinese city of Guangzhou, is strategically important for a global, outward looking Britain. The addition of this new daily service will boost trade capacity to this booming city, by doubling the space for British exports to up to 8,760 metric tonnes a year. The new service will use a Boeing 787 Dreamliner and will lower transfer times to China Southern Airlines' network of over 120 destinations in China, Japan & Korea, South East Asia, Australia and New Zea-

land. China Southern Airlines is a member of Sky Team and operates out of Heathrow's Terminal 4.



**CATHAY PACIFIC'S** current four-times-weekly Hong Kong to Manchester service will become a daily service from December 1, 2017. Having announced in March that it would be increasing the number of weekly flights to the northern English city to six by the end of the year, the airline is boosting frequency further in response to growing customer demand. From June onwards, the Airbus A350-900 will replace the Boeing 777-300ER on all flights to Manchester, making it the second Cathay Pacific destination in the UK, after Gatwick, to receive the technologically-advanced aircraft.

**CEBU PACIFIC AIR** has selected Air France Industries KLM Engineering & Maintenance (AFI KLM E&M) to provide component support for its Airbus A320 fleet. The long term contract covers a fleet of over 40 Airbus A320s, and encompasses full component support and solutions, including repairs and local pool access to maximise aircraft availability, for both its A320neos and its future A320neos. CEB currently has a fleet of 59 aircraft, comprised of four Airbus A319, 36 Airbus A320ceo, seven Airbus A330, eight ATR 72-500, and four ATR 72-600 aircraft.

**DELTA AIR LINES** and Korean Air have reached an agreement to deepen their partnership, with an expanded trans-Pacific network that will increase travel choices and boost competition between the US and Asia. With the agreement, both the airlines intent to create a fully inte-

grated trans-Pacific joint venture arrangement, with both airlines sharing the costs and revenues on flights and coordinating schedules for seamless, convenient connections. Another highlight of the agreement is combined network, serving more than 290 destinations in the Americas and more than 80 in Asia, providing customers of both airlines with more travel choices than ever before. The agreement will provide travelers with enhanced frequent flyer benefits, providing customers of both airlines the ability to earn and redeem miles on Delta's Sky Miles and Korean Air's SKYPASS programmes. Upon the signing of the final joint venture arrangement, Delta and Korean Air will work together to implement all aspects of the enhanced co-operation including expanded codesharing, frequent flyer programs and joint growth in the trans-Pacific market, with co-location at key hubs with seamless passenger and baggage transit experience.

**dnata** has expanded its scope of operations in Brazil to now include the largest passenger aircraft, the Airbus A380. With Emirates launching the iconic aircraft to Guarulhos International Airport Sao Paulo, dnata will now handle Latin America's only daily A380 service. dnata Brazil is expected to handle more than 300,000 pieces of baggage and 4,000 tonnes of cargo on Emirates flights annually.



**ETHIOPIAN AIRLINES** has inaugurated the reopening of the Abuja Airport with its technologically advanced aircraft, the Airbus A350-900. The airplane will start the scheduled service on the Ad-



**GMF AEROASIA** and AFI KLM E&M have signed a Memorandum of Understanding (MOU)...



**QANTAS** will provide inflight Wi-Fi for customers travelling on board its internet...

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**AVIATION**

dis Ababa Abuja route, thereby gracing the reopening of Abuja Airport, held on April 18, 2017. Ethiopian currently operates 20 weekly flights to four Nigerian cities; Lagos, Abuja, Enugu and Kano.

**ETHIOPIAN AIRLINES** and Singapore Airlines will expand their codeshare agreement as of June 1, 2017, offering customers travelling between Africa and Asia seamless connectivity options. Ethiopian Airlines' daily non-stop services to Singapore from Addis Ababa, due to be launched in June 2017, will be covered by the expanded codeshare agreement. Under the expanded agreement, Ethiopian Airlines customers will be able to access multiple destinations in Australia, China, Japan, Malaysia, New Zealand, Thailand and Vietnam across Singapore Airlines' wide network. Singapore Airlines customers will enjoy access to Ethiopian Airlines' vast intra-African network including countries like Botswana, Burkina Faso, Chad, Cote D'Ivoire, Kenya, Nigeria, Mozambique, The Republic of Congo, Rwanda, Seychelles, South Africa, Tanzania and Zimbabwe.

**ETHIOPIAN AIRLINES** has signed a codeshare agreement with Air Europa, that took effect from April 11, 2017. The new partnership is a free sale codeshare agreement, thereby allowing the partner airlines access to each other's network by creating smooth connection at their respective hubs. In addition, Air Europa also provides Ethiopian Airline's passengers with excellent connectivity with other European, Spanish and American destinations where Air Europa flies to through its Madrid hub.

**GMF AEROASIA** and AFI KLM E&M have signed a Memorandum of Understanding (MOU) aimed at further reinforcing an already strong MRO partnership. Under this new MOU, AFI KLM

E&M and GMF AeroAsia will intensify their existing cooperation in the field of engine, component and airframe support. The companies signed a first MOU during the 2016 Singapore Airshow. This covered several areas of cooperation: AFI KLM E&M's global MRO network would provide engine and component support for the Garuda Indonesia Group's Boeing and Airbus fleet, for example, while subcontracting maintenance services to GMF for Boeing 747 airframe support in addition to component and engine support. A dedicated project office has been opened within the GMF facility to allow teams to develop the next steps of their cooperation with milestones and targets already established. Further joint training and development will be organised via a new exchange programme between experts from the two companies. AFI KLM E&M and GMF AeroAsia will notably focus on trade synergies and collaborate more closely on systems integration and data exchange, including state-of-the-art prognostic technologies.



**INTREPID AVIATION**, aircraft lessor, has delivered an A330-300 on long-term lease to Turkish Airlines following completion of an interior cabin reconfiguration and other works performed by SR Technics in Zurich. This marks the fourth of seven Rolls-Royce powered A330 aircraft to be delivered to the Istanbul based carrier. In early March, this year, the carrier received its third Rolls-Royce powered A330 aircraft. Intrepid is headquartered in Stamford with offices in Dublin and Singapore.

**QANTAS** will provide inflight Wi-Fi for customers travel-

ling on board its internet-capable Boeing 737-800, offering fast, free connectivity on Australian domestic flights. Following months of performance testing with global broadband services provider ViaSat and the nbn Sky Muster satellite service, Wi-Fi will now operate in beta mode on a single Boeing 737 aircraft (registration VH-XZB) so customers can test it out for themselves on selected flights while Qantas continues to fine-tune the system. Testing is expected to be complete by mid-year, and from there installation of the technology is expected to begin on Qantas' domestic fleet of Airbus 330s and Boeing 737s. The roll-out across 80 aircraft will be completed at the end of 2018.



**QATAR AIRWAYS** has become the first airline in the world to achieve compliance with the International Air Transport Association (IATA) Resolution 753 at its hub in Hamad International Airport (HIA). The resolution requires the airline to track every piece of baggage from the start of the journey all the way through to its finish. The certification has been achieved thanks to the airline's Baggage Management System (HAQIBA) developed in-house, as well as its seamless real time integration with the Qatar Airways website and mobile app. Qatar Airways offers real time updates on checked baggage through the 'Track My Bags' feature on its website and mobile app, providing passengers with a truly hassle-free baggage experience. The mobile app provides real time notification to passengers with relevant updates on the bag, as well as the ability to retrieve the details on need basis using 'My Trips'.



**RWANDAIR** will commence three weekly flights to London Gatwick International Airport, in the United Kingdom effective May 26, 2017. London, one of the world's leading financial centers becomes RwandAir's first European and second long haul route. The destination will be served by the newly acquired state of the art Airbus A330 fleet in a triple class configuration with inflight connectivity. RwandAir has already announced that flights to Mumbai, India and Harare, Zimbabwe will commence in the first week of April 2017. London will be RwandAir's twenty second destination.

**SABRE CORPORATION**, global technology provider in travel and tourism industry, has signed an agreement with the African Airlines Association (AFRAA) members to provide consultancy services. The ten carriers that will take part in Sabre's consulting programme – including Rwandair, South African Airways and Royal Air Maroc – which will include a comprehensive analysis of the airlines' brands and customer satisfaction and will provide each airline with a Net Promoter Score (NPS). Airlines taking part in Sabre's new NPS study will undergo a comprehensive survey that will seek to provide them with a greater understanding of their customers' pain points and experiences, as well as the desires and motivations of the African air traveller. The programme will also include access to complementary best practice workshops and recommendations on how technology can enhance revenue, decrease costs and improve the passenger experience throughout the year.



**AKZONOBEL**  
global paints and coatings  
company and the global  
container shipping...



**THE PORT OF LONG BEACH**  
had a modest boost in  
cargo during the first  
quarter of the year...

**A**KZONOBEL, global paints and coatings company and the global container shipping company Maersk Line have signed a strategic sustainability partnership to reduce carbon emissions per container shipped by 10 percent. Creating transparency on sustainable, best practices in the supply chain, identifying ways to integrate sustainability into the customer-supplier relationship as a decision-making factor and reducing carbon emissions per container shipped by 10 percent are the major highlights of the collaboration. Both companies serve as customer and supplier for each other, which means the two parties enter into the partnership on equal terms. As a part of the agreement which was signed in The Hague, The Netherlands, both companies will continue to cooperate and explore innovations and new ideas that can help improving sustainability and business performance, both within the companies as well as in the overall marine and logistics industry. Both parties are also part of the Sustainable Shipping Initiative (SSI), an ambitious global coalition taking practical steps to tackle some of the sector's greatest opportunities and challenges.



**CMA CGM**, Adani Ports and Special Economic Zone (APSEZ), India's leading port infrastructure developer and part of the Adani Group, have signed a joint venture agreement, to operate a new container terminal (CT4) at Mundra Port, for next 15 years with an option to extend it twice for 10 more years. The two partners have completed the CT4 project three months ahead of schedule making Mundra Port the largest container-handling

port in the country. The port was already the country's number one multi-purpose port facility. CT4 will be the only container terminal on the west coast of India where the world's largest container ships can call. CT4 has four units of 65 tonnes capacity of Rail Mounted Quay Cranes capable of handling 18,000 TEU vessels and Super Post and Ultra Large Container Vessels and an annual capacity of 1.3 million TEUs.

**L3 TECHNOLOGIES** has acquired OceanServer Technology on March 17, 2017, and the details of the deals were not disclosed. The business was renamed L3 OceanServer and will be integrated into the company's Sensor Systems segment. The L3 OceanServer-designed Iver is the first commercially developed low-cost Autonomous Underwater Vehicle (AUV). Iver is ideal for coastal applications such as sensor development, general survey work, subsurface security, research and environmental monitoring. The AUV is single man-portable and features simple point-and-click mission planning. Based in Fall River, Massachusetts, OceanServer Technology develops and manufactures autonomous, lightweight Unmanned Undersea Vehicles (UUVs).

**MATSON** had announced that its subsidiary, Matson Navigation Company, has elected to use its joint venture partner SSA Terminals for stevedoring and terminal services at the Port of Tacoma. Matson Navigation Company is a leading US carrier in the Pacific. SSA terminal is a joint venture partner of Matson subsidiary. The Matson will use the SSA terminal service only when its existing agreement with APM Terminals (APMT) expires on December 31, 2017.

**OL International** has announced the acquisition of project steamship agent and bro-

ker Orion Marine. Orion Marine, which also operated under the ConFlo Lines brand, is a specialist in delivering project, oversized and hazardous cargo to remote and difficult to reach corners of the globe. Orion Marine brings significant experience and capability to the OL International portfolio of logistics services. Founded in 1971 by Peter Schauer in Chicago, Orion Marine has developed a reputation for delivering sensitive and difficult-to-handle cargo under challenging conditions. Schauer will remain with the company and serve as executive vice president of Orion Marine USA LLC.



**P**ORT OF HELSINKI has handled 3.3 million tonnes of cargo in the first three months of year, which is 10.6 percent more than during the corresponding period the previous year. The strong increase in exports was particularly pleasing: the growth percentage, compared to the previous year, was 13.3, and the tonnage added up to 1.6 million. During this period, imports increased by 10.8 percent, totaling at 1.7 million tonnes. In terms of utilised cargo, exports are increasing faster than imports. Exports from Finland began to increase towards the end of 2016. At the same time, the Port of Helsinki has won an increasing share of the export market, thanks to its excellent ship connections. Approximately half of the value of Finnish sea transport runs through the Port of Helsinki.

**THE PORT OF LONG BEACH** had a modest boost in cargo during the first quarter of the year, with overall throughput increasing 1.5 percent compared to the same period a year ago. All segments

of containerised cargo grew year-over-year in the first quarter of 2017, as imports climbed 2.1 percent, exports 0.4 percent and empties 1.5 percent. Containers arriving in Long Beach with goods bound for US consumers spiked 20.2 percent in March compared to the same month in 2016, pushing the Port to its best first quarter since 2007. Dockworkers offloaded 249,534 twenty-foot equivalent units (TEUs) from vessels in March. Shipments to overseas markets continue to face challenges due to the strong dollar, as exports decreased 5.3 percent, to 120,435 TEUs. Empties numbered 135,413 containers, up 4.2 percent. In total, the Port of Long Beach moved 505,382 TEUs last month — an 8.7 percent increase.



**THE PORT OF ANTWERP** has handled 54,324,303 tonnes of freight during the first three months of this year, 1.5 percent more than in the same period last year. The further growth is mainly due to container freight, which was up by 2 percent in terms of tonnage. In fact this has been the best first quarter ever, both for total overseas freight and for containers. The previous month was the best for containers that has ever been recorded in the port. Ro/ro for its part experienced remarkable progress, up 5.3 percent to 1,219,314 tonnes. The number of cars handled was up 2.8 percent to 316,988. Conventional break-bulk too continued to expand in comparison with the same period last year. At the end of March, the volume stood at 2,583,590 tonnes, an increase of 8.3 percent. Just as in 2016, this good performance was largely due to the steel volumes handled (up 14.7 percent to 2,093,071 tonnes).



**KUEHNE + NAGEL** has signed a Memorandum of Understanding (MoU) with Alibaba.com, the B2B...



**PERENCO** French oil company, has appointed Bolloré Transport & Logistics Cameroon for...

**BOLLORÉ LOGISTICS KOREA** has installed an urban farm on its office rooftop building in Seoul, South Korea. The company has transformed the available rooftop space of its 6-floor office building into an urban farm, optimising current available space resources. This urban farm is split into four parcels and covers a total space of 264 sqm. The transport and logistics giant signed an agreement with Pajehori, a non-profitable organisation, to maintain the farm with volunteers from the nearby neighborhood in order to cultivate each a small parcel of the Urban Garden, therefore making it a community base project as well.

**BYD EUROPE BV (BYD)** has chosen Broekman Logistics as its strategic partner for the warehousing and distribution of its range of pure electric forklift trucks. From the start of April, from the Broekman Logistics warehouse at the Maasvlakte - Rotterdam the distribution will be carried out. The collaboration entails moving the logistics process from Maastricht Airport to Rotterdam. BYD's range of products currently includes ebuses and taxis as well as electric forklifts together with the spare parts to support them. Broekman Logistics will perform various value-added activities on the forklift trucks before the products are distributed to end users.



**JAN DE RIJK LOGISTICS**, European transport and logistics service provider, has transported two giant pandas from Schiphol Airport to Ouwehands Zoo in Rhenen, The Netherlands. The pandas, called Xing Ya and Wu Wen, were flown from China on a dedicated 10 hour flight with KLM Cargo. They transported the pandas, guided by police escort,

to their new home. Jan de Rijk Logistics has already transported the skeleton of a Tyrannosaurus-Rex, called 'Trix' on behalf of KLM Cargo last year.

**KERRY LOGISTICS** has announced the opening of a new office in Warsaw, Poland. This addition will support Kerry Logistics' continual expansion in Europe, and its focus will be international freight forwarding. Kerry Logistics opened a Shared Service Centre in Poznan, Poland in November last year to enhance the cost efficiency and service competitiveness of the region.

**KUEHNE + NAGEL** has signed a Memorandum of Understanding (MoU) with Alibaba.com, the B2B business arm of Alibaba Group, to offer global logistics services to customers of the Chinese e-commerce leader's B2B business unit. Under the MoU, Kuehne + Nagel's global logistics network and comprehensive capabilities will combine with Alibaba's expertise in B2B e-commerce, to offer China based shippers leading e-commerce logistics solutions. Since more than a year, Alibaba.com's paid members in China have been able to instantly obtain quotations, book pickup and destination delivery services for airfreight consignments via Kuehne + Nagel's digital solution KN FreightNet on Alibaba.com. The e-commerce relationship has already been extended to include less-than-container-load (LCL) solutions as well. Now, the strategic partnership will draw closer cooperation between the e-commerce giant and Kuehne + Nagel with intent to expand the scope of logistics services on offer in the near future to cover the various modes of transportation (air, sea, rail, overland) and contract logistics outside China.

**PERENCO**, French oil company, has appointed Bolloré Transport & Logistics Cameroon for the management and logistical coordination of a gas power station expansion directly connected to

a Floating Liquefied Natural Gas (FLNG) facility off the coast of Cameroon. Under the supervision of Dolores Biamou, head of the Oil & Gas Department, the Bolloré Transport & Logistics Cameroon teams were, in particular, responsible for the administrative procedures relating to the importation of goods from Perenco and for their consignment, as well as for their road transport to the gas power station in Kribi. 4,256 pipes shipped from Greece were first unloaded at the Port of Douala and sent by abnormal load convoys (18 pipes per truck) to the Oilfield base. These heavy packages were then stored in a 5,200 square metre area during four months before their final transport by barge up to the Perenco offshore site off Kribi. In total, 238 trips were necessary from the Port of Douala unloading docks to the Oilfield temporary storage area, mobilising different teams, with a 24-hour coverage shift system, to ensure the unloading of the goods. In addition, these outside packages, with a total weight of 1,638 tonnes, were sent by sea and unloaded in the Port of Douala. As a result, over 200 packages, corresponding to a total volume of 10,280 cbm, were handled and transported by the Bolloré Transport & Logistics Cameroon teams.



**THE FIRST EVER UK TO CHINA EXPORT TRAIN** departed on April 10, loaded with containers full of British goods. The train made the 7,500 mile, three-week-long journey, departing from DP World London Gateway's state-of-the-art rail terminal in South Essex, bound for Yiwu in the Zhejiang province in eastern China. Products on board include soft drinks, vitamins, pharmaceuticals and baby products. This in-

augural export train bound for China departed just under three months after the first ever import train from China arrived in the UK. The service is part of China's One Belt, One Road programme - reviving the ancient Silk Road trading routes to the West.



**UPS** has expanded its global dangerous goods shipping programme by adding more than 400 new commodities that can be accepted in its global air network and more than 300 products across its ground network in Europe. The company also increased the allowable quantity of select dangerous goods accepted for shipment. There is a growing demand from companies in a variety of industries to ship products that are classified as dangerous goods. For example, healthcare companies need to transport chemicals to clean laboratory equipment. Industrial manufacturing companies transport paint, compressed gases, adhesives and batteries, among other items. UPS can now help these businesses ship between 36 countries. UPS has technology applications to simplify shipping packages that meet guidelines issued by the International Air Transport Association, the US Department of Transportation, the European Dangerous Goods Accord, and the International Civil Aviation Organisation, a specialised agency of the United Nations.

**UPS** has announced its plan to build a new \$200 million package operations facility in Arlington, TX. The project will span more than 1,100,000 square feet on more than 110 acres. The new UPS hub will create even greater network efficiency and flexibility to manage the business and consumer-directed package growth for the Dallas-Fort Worth Metroplex.





**INDIA'S TRAVEL & TOURISM SECTOR** ranks 7th in the world in terms of its total...



**MONTREAL** welcomed 10.2 million tourists in 2016, which is 3.5 percent more than in...

**ACCORDING TO THE LATEST UNWTO WORLD TOURISM BAROMETER 2016**, China continued to lead international outbound tourism with a 12 percent increase in spending. The number of outbound travellers rose 6 percent to 135 million in 2016. This growth consolidates China's position as number one source market in the world since 2012, following a trend of double-digit growth in tourism expenditure every year since 2004. The growth in outbound travel from China benefited many destinations in Asia and the Pacific, most notably Japan, the Republic of Korea and Thailand, but also long-haul destinations such as the United States and several in Europe. China was followed by the United States, Germany, the United Kingdom and France as top five spenders.



**CHANGI AIRPORT GROUP** (CAG), Singapore Airlines (SIA) and Singapore Tourism Board (STB) will take an ongoing joint partnership, aimed at promoting inbound travel, to new heights. Under a renewed three-year partnership, the three parties will jointly invest \$33.75 million, to promote Singapore as a stopover or twinning destination to travellers globally. This augments the previous approach of only targeting travellers from specific long-haul markets such as the USA and Europe. Another focus area for the partnership is the broadening of a marketing programme to woo business and MICE (Meetings, Incentives, Conventions and Exhibitions) visitors. The partnership will also refresh the Free Singapore Tour (FST), which provides transfer passengers with a free taste of Singapore's offerings. FST

will be expanded to include more authentic experiences curated based on travellers' interests, such as a foodie tour where participants get to sample a popular local delight. The Free Singapore Tour has been well-received, pulling in 59,000 passengers last year, up 8 percent from the previous year.



**DUBAI TOURISM** and its partners in the private sector have joined hands to promote the numerous career opportunities that await talented young UAE nationals, generating strong interest among young visitors to this year's Careers UAE, which runs until April 11 at the Dubai World Trade Centre.

**INDIA'S TRAVEL & TOURISM SECTOR** ranks 7th in the world in terms of its total contribution to the country's GDP, shows a new report by the World Travel & Tourism Council (WTTTC). According to the new data, Travel & Tourism generated INR14.1 trillion (USD208.9 billion) in 2016, which is the world's 7th largest in terms of absolute size, the sum is equivalent to 9.6 percent of India's GDP. Additionally, the sector supported 40.3 million jobs in 2016, which ranks India 2nd in the world in terms of total employment supported by Travel & Tourism. The sector accounts for 9.3 percent of the country's total jobs. India's Travel & Tourism sector was also the fastest growing amongst the G20 countries, growing by 8.5 percent in 2016. A further 6.7 percent growth is forecast for 2017.

**MONTREAL** welcomed 10.2 million tourists in 2016, which is 3.5 percent more than in 2015. Tourist spending also in-

creased by 5.8 percent to reach \$3.3 billion. The number of overseas travellers entering Québec borders rose by 12.9 percent. More specifically, there was a 14 percent increase in German visitors, an 8.4 percent increase in British visitors and a 10.4 percent increase in visitors from France. Meanwhile, the Chinese market spiked by 104.7 percent. Compared to the same period in the previous year, international tourist traffic jumped 17.8 percent in July, August and September.



**PARIS TOURISM** has seen a sharp recovery in visitor numbers in the last weeks of 2016 and the first months of 2017, after 12 months of decline. Thus, the month of December 2016 saw hotel arrivals in Greater Paris increase by 19.5 percent compared to December 2015, with a progression of 28 percent for foreigners. More significant still, these arrivals were back at the level of December 2014, before the series of attacks that affected France from January 2015. When compared with December 2014, although some markets were still in sharp decline (Japan, Italy, and Russia especially), others showed strong growth reflecting a positive underlying trend: United States (+ 31 percent), China (+ 40 percent), Middle East (+ 17 percent), Asia, excluding China and Japan, (+ 24 percent). These observations were confirmed in January 2017 with hotel arrivals in Greater Paris up by 20.1 percent compared to January 2016 and by 28.7 percent for foreigners. The level reached in January 2017 is even a record for the month of January over the past 10 years. This recovery in visitor numbers has been confirmed by the evo-

lution in hotel occupancy rates in the first months of 2017.

**SINGAPORE TOURISM BOARD** (STB) and The Walt Disney Company Southeast Asia (Disney) have entered into a three-year collaboration, aimed at providing unique and fun experiences themed around Disney's biggest brands and most popular stories and characters. As part of the collaboration, locals and visitors to Singapore will be entertained with a range of exciting experiential activities starting with Star Wars, followed by Marvel and Disney Animation/Disney Pixar themes in 2018 and 2019 respectively.

**THE POTENTIAL OF MOUNTAIN TOURISM** to foster economic development, as well as to raise awareness on environmental protection, was the major topic addressed at the 3rd World Tourism Organisation (UNWTO) Euro-Asian Mountain Resorts Conference. The event was held in Tbilisi, Georgia on April 4-7, under the patronage of the Ministries of Tourism and of Economy and Sustainable Development of Georgia.

**VISITORS TO THE HAWAIIAN ISLANDS** spent a total of \$47.8 million per day in February 2017, representing a gain of 11.5 percent from February 2016, according to preliminary statistics released by the Hawai'i Tourism Authority (HTA). There were 230,544 total visitors in Hawai'i on any given day in February 2017, up 5.8 percent from the same month last year. Visitor spending increased from US West (+17.4 percent to \$16.8 million per day), US East (+14.1 percent to \$12.8 million per day), Japan (+14 percent to \$6.3 million per day) and Canada (+11 percent to \$4.4 million per day) in February 2017, but declined from All Other International Markets (-5.3 percent to \$7.5 million per day) compared to February 2016.



Vince Ryan



Josef Moser



Wolfgang Raebiger



Lynne Embleton



Alexandra Dahl-Augustin



Tony Barnes



Asma Humaid Al Ghabshi

#### AIRBRIDGECARGO AIRLINES

**Vince Ryan** has been promoted to the post of Vice President, North and South America of AirBridgeCargo Airlines (ABC). Based in New York, he will continue the development of ABC's growing business and network in the Americas, which already includes Boeing 747 freighter services connecting Atlanta, Chicago, Dallas, Houston, Los Angeles and Seattle to the airline's global network over its Moscow hub. In 2013, Vince joined ABC as Cargo Manager, Americas and, prior to this latest appointment, was Cargo Sales Manager Americas & Global Account Development.

#### AEROLOGIC

**Josef Moser** and **Wolfgang Raebiger** have been appointed as new Managing Directors of AeroLogic as of 1 May, 2017. Josef Moser, previously Head of Flight Operations and Crew Training, will take over as COO and Accountable Manager at AeroLogic GmbH. Wolfgang Raebiger, previously Captain and Head of Fleet at Lufthansa Cargo, will take over as new Chief Financial Officer in the senior management at AeroLogic. The previous MD Ulf Weber will be leaving the company at his own request on April 30. Markus Niedermeyer, who was also part of the Management as Authorised Officer, will remain his role as Head of Administration for several months in order to ensure a smooth transition, before taking over a new management position at Lufthansa Cargo.

#### IAG CARGO

**Lynne Embleton** becomes Chief Executive of IAG Cargo and will also join the IAG management committee, reporting directly to its Chief Executive Willie Walsh. Lynne will replace Drew Crawley, who becomes Chief Executive of Avios, which is the Group's loyalty programme. Drew will remain a member of the IAG Management Committee, directly reporting into Willie Walsh. Lynne has over 25 years of experience across the Group, heading up strategy at British Airways, before moving on to become British Airways Managing Director at Gatwick.

#### SWISS WORLDCARGO

**Alexandra Dahl-Augustin** has been named as the new Senior Manager Head of Marketing and Communications of Swiss WorldCargo. Alexandra joined the airline's freight division in December 2014 and since then she has been responsible for Key Account Management both in defining and building Swiss WorldCargo's key account strategy.

#### LATAM CARGO

**Andrés Bianchi** has been appointed as the new CEO of LATAM Cargo, effective April 15, 2017. Prior to this, he was Senior VP of Sales for North America, Europe and Asia. In addition to this role, he also served as VP Finance and Senior VP Network. Bianchi has been part of the group since 2001 when he joined the Finance department. After getting a Master in Business Administration from the Wharton School of Business and working at McKinsey & Co., he returned in 2010 to the Group joining LATAM Cargo in Miami.

#### SEKO LOGISTICS

**Tony Barnes** is the new Chief Operating Officer Asia Pacific of SEKO Logistics. Tony took up his new post at the start of March and is based in Hong Kong. He will also lead SEKO's Global Ocean Product as Senior Vice President Ocean Services. Prior to joining SEKO, Tony was Senior Vice President Global Ocean Product Development North America at CEVA, and previously also held the posts of Senior Director of Maersk and Executive Vice President of Arshiya International. As Chief Operating Officer Asia Pacific, Tony takes over the role vacated by James Gagne, who assumed the post of President of SEKO Logistics at the start of 2017, based at its global headquarters in Chicago. Tony is responsible for ensuring profitable operations and service excellence in Greater China, leadership and stewardship over the SEKO Affiliate Network within Asia Pacific Region, and an effective, empowered team in accordance with the existing strategy and the company policies.

#### VIRGIN ATLANTIC CARGO

**Amanda Matar** has been appointed as new Account Manager – Sydney of Virgin Atlantic Cargo. Amanda joins Virgin Atlantic as the airline increases its long-haul cargo sales and management services for Virgin Australia with the launch in April of Virgin Australia's five Boeing 777-300ER flights per week from Melbourne to Los Angeles. Amanda reports to Pip Palmer, who was promoted to Regional Sales Manager, Australia and New Zealand by Virgin Atlantic last year having previously worked for the airline in Australia in both customer service and account management roles.

#### OMAN AIR

**Asma Humaid Al Ghabshi** has been appointed to the position of Executive Vice President for Human Resources of Oman Air. Asma brings with her wide international experience also an energetic spirit and determination to inspire the younger generation of men and women at Oman Air to work hard on their personal development as well as the success of the airline, to become the best.

#### CATHAY PACIFIC

**Simon Large** is to leave his role as Director of cargo at Cathay Pacific to become Director of customer on June 1. Taking over from Large is James Ginns, who is currently Director of service delivery. Ginns has worked with Cathay and parent Swire for 26 years, holding a variety of roles. As well as his time at service delivery, he also held the position of General Manager inflight services. Large, meanwhile, has worked for Swire and Cathay for 26 years. As well as his cargo role he was General Manager of marketing, loyalty programmes and customer relationship management.

#### YUSEN LOGISTICS

**Marloes Seesing** has been appointed as Global Healthcare Quality Director, leading Yusen's worldwide healthcare quality strategy and programme.

AVIATION		
DATE	EVENT	VENUE
MAY 2 - 3	Wings of Change 2017 (WoC)	Miami, USA
MAY 2 - 3	5th Annual Aerospace Manufacturing Conference	Dearborn, MI, USA
MAY 2 - 4	NBAA's Maintenance Conference	Florida, USA
MAY 9 - 11	ISTAT Asia 2017	Hong Kong
MAY 15 - 16	Global Training Partners Conference 2017	Colombo, Sri Lanka
MAY 16 - 18	Aviation Fuel Forum	Saint Petersburg, Russia
MAY 22 - 24	European Business Aviation Convention & Exhibition (EBACE2017)	Geneva, Switzerland
MAY 30 - 31	Business Travel Summit	Geneva, Switzerland
JUNE 4 - 6	73rd IATA AGM and World Air Transport Summit	Cancun, Mexico
JUNE 7 - 9	IFTEx 2017	Nairobi, Kenya
JUNE 13 - 15	140th Slot Conference	KL, Malaysia
JUNE 19 - 25	Paris Air Show	Paris, France
SEPT 6 - 8	Aviation Festival 2017	London, UK
SEPT 25 - 27	ATC Global 2017	Abu Dhabi, UAE
SEPT 26 - 28	SAE 2017 AeroTech Congress & Exhibition	Fort Worth, Texas, USA
OCT 3 - 5	MRO Europe	London, UK
OCT 10 - 12	NBAA'S Business Aviation Convention & Exhibition (NBAA-BACE)	Las Vegas, NV, USA
OCT 18 - 19	Airline E&M: North America	Miami, USA
OCT 24 - 26	African Airshow	Accra, Ghana
OCT - NOV 31 - 2	MRO Asia-Pacific 2017	Singapore
NOV 12 - 16	Dubai Airshow	Dubai, UAE
NOV 14 - 16	26th AVSEC World Conference	Abu Dhabi, UAE

SHIPPING		
DATE	EVENT	VENUE
MAY 18 - 19	6th Black Sea Ports & Shipping 2017	Georgia
MAY 23 - 24	UK Ports Conference 2017	London
JULY 6 - 7	ASEAN Ports and Shipping 2017	Yangon, Myanmar
SEPT 11 - 15	London International Shipping Week 2017	London, UK
SEPT 21 - 23	Southern Asia Ports, Logistics and Shipping	Colombo, Sri Lanka
SEPT 28 - 29	Baltic Sea Ports & Shipping 2017	Tallinn, Estonia
OCT 17 - 19	Breakbulk Americas 2017	Houston, USA
OCT 26 - 27	5th MED Ports 2017	Barcelona, Spain

AIR CARGO		
DATE	EVENT	VENUE
MAY 9 - 12	Air Cargo Europe	Munich, Germany
MAY 21 - 24	30th IATA Ground Handling Conference	Bangkok, Thailand
JUNE 4 - 6	AirCargo 2017	Orlando, Florida
JUNE 27 - 29	CWA - Expo Carga	Mexico City
SEPT 19 - 21	Air Cargo Handling 2017	Budapest, Hungary
SEPT 19 - 21	e-Cargo Conference	Geneva, Switzerland
OCT 2 - 4	Cargo Facts Symposium 2017	Miami, USA
OCT 3 - 5	IATA Cargo Events	Barcelona, Spain
NOV 1 - 3	Air & Sea Cargo Americas	Miami, FL

SUPPLY CHAIN & TRANSPORT		
DATE	EVENT	VENUE
MAY 16 - 17	Georgia Logistics Summit	Atlanta, Georgia
MAY 17	3PL Value Creation Asia Summit 2017	Hong Kong
MAY - JUNE 30 - 3	InterLogistika	Moscow
JUNE 13 - 14	Africa Rail 2017	Johannesburg, SA
JUNE 13 - 15	Global Cold Chain Expo 2017	Chicago, USA
JUNE 19 - 21	Supply Chain & Logistics Summit & Expo	Barcelona, Spain
JUNE 20 - 22	LogiMAT China	China
JUNE 26 - 28	Omnichannel Fulfillment and Logistics 2017	New Orleans, USA
JUNE 27 - 29	SCTECH 2017	Mexico City
JULY 10 - 13	Southern African Transport Conference (SATC)	Pretoria, SA
JULY 11 - 13	Cape Logistics 2017	Cape Town, SA
SEPT 11 - 13	Materials Handling Middle East	Dubai, UAE
SEPT 18 - 19	5th CCA Pharma & Bio Science Conference	Budapest, Hungary
SEPT 18 - 21	ULD Care Conference	Budapest, Hungary
OCT 10 - 12	APESTRANS 2017	N'Djamena, Chad
NOV 13 - 14	Logichem 2017 US	Pennsylvania, USA
NOV 21 - 22	East Africa Rail 2017	Nairobi, Kenya

TOURISM		
DATE	EVENT	VENUE
JUNE 15 - 18	ITE Hong Kong	Hong Kong
SEPT 13 - 15	PATA Travel Mart	Macao SAR
NOV 6 - 8	Wine Marketing & Tourism Conference	California, USA
NOV 15 - 17	PATA New Tourism Frontiers Forum 2017	Palau

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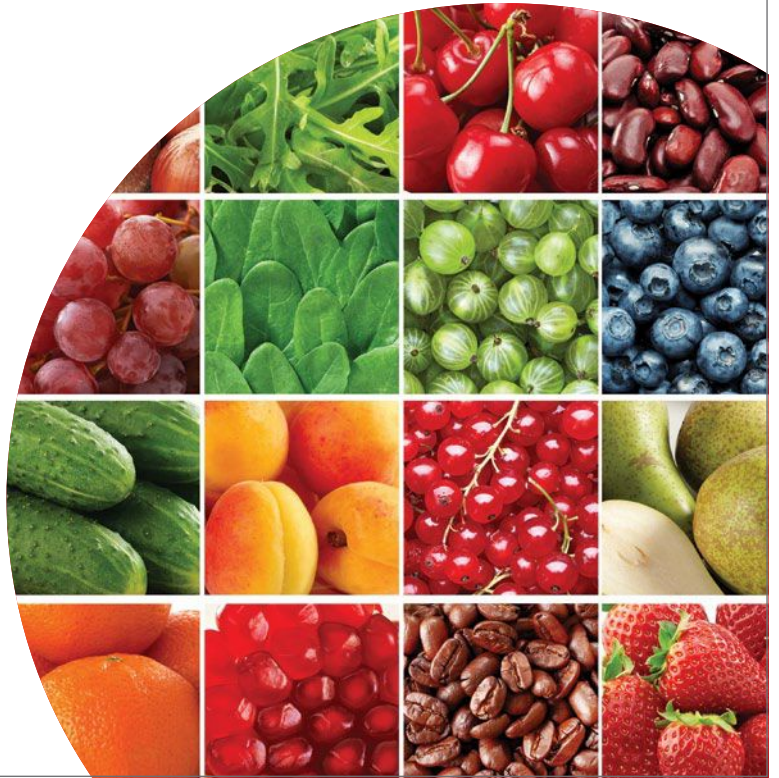
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