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FOR GLOBAL AIR CARGO INDUSTRY PROFESSIONALS

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INDUSTRY COLLABORATION IS ESSENTIAL BETWEEN MEMBERS OF THE AIR-CARGO COMMUNITY

Despite the predictable recession and increase in belly capacity, due to the reopening of some passenger routes, the industry remain positive, ready to face any challenge. In an exclusive to Cargo Trends, the leading air cargo professionals shared that digitalization will take centre stage in 2023 onwards which will have a positive impact along the supply-chain with greater transparency and visibility in the supply chain. Sustainability on the other hand becomes an integrated factor in business and in this sense, it changes paradigms. This is a long-term strategy and will require a number of baby-steps to be taken due to the difficulties in procuring SAF's and the high costs attached with it. Here are the details

What challenges and opportunities do you see in air cargo in 2023. How different this year will be from 2022 in terms of opportunities?

Sanjeev Gadhia - CEO, Astral Aviation Limited - We remain cautiously optimistic with the outlook for 2023 which is matched by the arrival of 2 x B767-300F from ATSG.

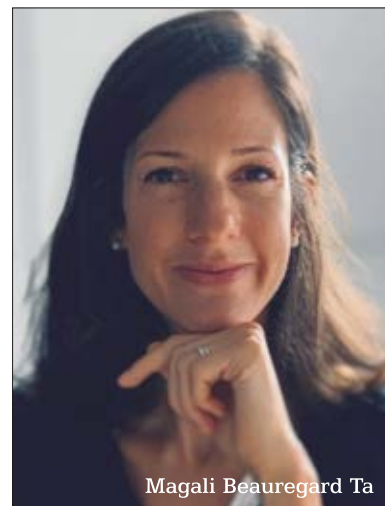
With the relaxation of the Covid rules in China, we expect exports to increase from April 2023 which will result in better airfreight volumes from China to Europe, Middle East and Africa.



Sanjeev Gadhia



Yossi SHOUKROUN



Magali Beauregard Ta

We expect the exports of perishables to remain at a positive growth especially from East Africa to Middle East and Europe during the Valentines and Mothers Day.

The reduction in fuel will result in lower operating costs for the air-cargo sector, however, the effects of recession in Europe and USA will result in some challenges arising out of consumer demand due to the high interest rates and inflation. Intra-Africa will continue to grow in 2023 due to a

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perceived increase in trade after the ratification of the African Continental Free Trade Area (AfCFTA) hence we expect strong growth on the intra-African sector.

Yossi SHOUKROUN, CEO, Challenge Group - Despite the predictable recession and increase in belly capacity, due to the reopening of some passenger routes, we remain positive, ready to face any challenge. After all, 2023 will mark the first 767 converted freighter flights of Challenge Group with the opening of new routes and with them, new opportunities.

Our expertise is well recognized and our reputation in handling complex verticals has

relationships over time.

Magali Beauregard Ta, CCO - CargoAi - After a year of conferences and discussions about sustainability and climate action, we feel the grassroots sentiment is that the industry overall is hungry for tangible solutions on combatting climate change.

While inflation currently presents an issue for governments to commit to the 2030 climate goals (for example imposing carbon taxes), we expect that environmental regulations will ramp up once inflation is under control, and companies should take care not to be behind the curve when this comes into play.

transparency on CO2 emissions per AWB and all players setting Scope 3 Science Based Targets Initiative reduction targets, which they are required to report on.

Will digitalization take center stage in 2023? What impact do you see in the supply chain?

Sanjeev Gadhia - Indeed as Digitalization will take centre stage in 2023 onwards which will have a positive impact along the supply-chain with greater transparency and visibility in the supply chain.

Yossi SHOUKROUN - Digitization has been a key topic for some time now, and not just in our industry. Indeed, we are moving towards an app-driven society. We must not forget the lesson learned from the pandemic when digital tools saved us from the general inability of staff to get to the workplace for example. The e-business model should be seen as a guide to creating a digital environment that will facilitate the various interactions within the supply chain. But technology must not forget the human factor that it will ultimately serve. Efficiency is a goal for us and we have a coherent digital strategy in the pipeline... We will be making announcements in this regard shortly.

Magali Beauregard Ta - From our perspective, digitalisation is now becoming much less of a conversation topic and rather an integral way of running business.

Plug and Play solutions are here to stay and are the key to unlock user adoption in each organisation's digital journey. They are quick to integrate and simple to use; given the past experience of needing to pivot behaviours drastically during the pandemic, intuitive applications and ease of use are going to be a crucial consideration for organisations.

As a complement to Plug and Play, solution customisation will also remain essential. Organisations have digitalised at different velocities in air freight and adopted different solutions for their own needs. This fragmented landscape will reduce but not disappear overnight, and therefore will not aid in the industry progressing forward together, as it will be a barrier to collaboration. CargoAi recognises that customisation to the different solutions currently in existence, is still necessary to enable a truly connected ecosystem - while keeping in mind that customised solutions must still result in intuitive processes enabling quick adoption and this is how we plan on leveraging our strengths and skillset in 2023.

The scale of such strategic technological partnerships will only increase in 2023; not only for CargoAi but also for other

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been proven several times. More than 65% of the cargo carried by Challenge Group is non-standard and requires special handling. The same will be true in 2023. Finally, our approach to business is based on strategic partnerships, in line with the concept of the shared economy, and our mission is focused on our customers' success. This is why we trust the constant support of our business partners, as we have been able to create strong and lasting

Predictably, supply chains will feel the brunt of this via the cost of importing goods throughout the world. With our Cargo2ZERO sustainability solution, freight forwarders can already optimise their procurement and make investments in SAF, which contribute to real climate action.

This conversation is playing an increasingly important role in business decisions, with shippers requesting full

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like-minded organisations who see immediate and actual business value in an interconnected ecosystem.

How sustainability can be the game changer in the air cargo industry?

Sanjeev Gadhia - Sustainability in the air-cargo industry is being relevant now more than before and will remain a topic of importance at various boards.

This is a long-term strategy and will require a number of baby-steps to be taken due to the difficulties in procuring SAF's and the high costs attached with it.

Yossi SHOUKROUN - It is well known that aviation is under the spotlight when it comes to emissions and that the EU has set an ambitious target for 2050. Like all stakeholders in the industry, we are taking this issue very seriously by following a holistic approach in line with the UNSDG guidelines, investing in this area and involving all our staff and business partners. Sustainability goes beyond the environment. It is about our people and the relationship we have with our partners. Sustainability becomes an integrated factor in business and in this sense, it changes paradigms.

Magali Beauregard Ta - As with digitalisation, there is an increased pressure for all organisations to embed sustainability into their product. With influence from regulatory bodies and shippers coming into play, forwarders must

take action now to manage their ESG risks, seize new opportunities and carve out a competitive advantage. It is so much more than a trend.

At present, we see most of the SAF deals being announced in cargo at present involve the larger forwarders purchasing tonnes of SAF from the airlines. However, it is harder for small to medium players to be able to make investments in SAF. More often than not, there isn't a clear focus, let alone resources from small to mid-size players, resulting likely in no action.

We need to come together to orchestrate an unprecedented change. Our Cargo2ZERO solution is designed to get small and medium forwarders involved and informed about this process. It includes:

- * A carbon calculator, which is based on the IATA RP1678 methodology approved by the Global Logistics Emissions Council (GLEC).
- * A CO2 Efficiency Score based on the calculator, which allows forwarders to filter capacity offers according to the greenest routes. This means forwarders can evaluate a shipment's potential CO2 emissions in the same way they would evaluate a shipment based on the schedules and rates that come up during a search of the portal.
- * A CO2 Efficiency Dashboard which is the sum of a forwarder's booking decisions reporting every booked AWB and its respective CO2 emissions.
- * SAF purchase add-on to each booking

What are the new opportunities the industry can expect from cargo airports? What challenges do you see in the coordination between the airlines and airports?

Sanjeev Gadhia - Cargo airports have been fast to support the air-cargo sector with a well-defined cargo policy. The success of a cargo hub relies on a large number of stakeholders operating together - including shippers, freight forwarders, ground handlers, truckers, customs, airlines, integrators, regulators and airports. Each of the cargo chain actors has a specific role and responsibility, yet they are all partners within the local cargo community; the airport's leadership is central to the success of the cargo community's strategy. By facilitating the local cargo ecosystem and enabling collaboration, airports can ensure that the planned developments materialize. In addition, using their innovation capabilities, airports can play an active part in responding to emerging cargo challenges such as digitization and sustainability - which are greatly rising in importance.

Yossi SHOUKROUN - We have a successful story here which is our main hub in Liege. We have always believed, since the beginning more than 20 years ago, in a close and fruitful cooperation with the airport and we can see the results and benefits of it today. It is essential to have the right synergy between the infrastructure provider and the end user. It is well known that as part of our growth plan we want to duplicate

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this successful story in the US. Regarding sustainability, we are working together with Liege Airport on the noise and emissions reduction program on one side, and on the other hand, given the global trend of banning four-engine aircraft, we have decided to build our fleet expansion plan on twin-engine aircraft, either B767 or B777.



Magali Beauregard Ta - Cargo airports also have the opportunity to accelerate their digitalization and harness their data for greater efficiency and to support the industry decarbonization which remains the number 1 objective. Decarbonising the ground operations remain a top priority for the industry and a very massive lever where data analytics and predictive technologies will propose optimisation processes, thereby not only improving their ESG performance AND their customer experience, but also their bottom line.

What next do you see pharma trends in air cargo? How sustainable pharmaceuticals will be in air cargo in 2023?

Sanjeev Gadhia - Pharma logistics in 2023 will involve an extended use of AI, Blockchain and real-time temperature loggers. What is important is to have visibility on the temperature requirements and flexibility with processes to enable greater turnaround in pharma logistics.

Pharma will continue to be an important source of revenue for cargo airlines especially in emerging markets.

Yossi SHOUKROUN - The pharmaceutical



industry has one of the highest standards in the logistics environment. For this reason, we were one of the first airlines and handlers to become CEIV Pharma certified. Due to high value and commodity specifications, the pharmaceutical industry is working very hard on a sustainable mode of transport to reduce emissions and waste when it comes to special active containers and packaging. We want to be

aligned with this practice, that is why we keep up-to-date with any new tools or equipment on the market and continue to revise our operational process to provide our customers with efficient and high standard value propositions. Pharma procurement experts predict a growth in the production due to easing restrictions and consequently, more exposure to infections.

Why is industry collaboration a must in air cargo? What needs to be done to enhance quality and efficiency?

Sanjeev Gadhia - Industry collaboration is essential between members of the air-cargo community, as it is with greater industry collaboration, that we will achieve scalability and sustainability during the recession and the post-covid period.

Quality is an important aspect of any airline and the role of a Quality Manager is of strategic importance for any airline, hence information sharing on quality and efficiency, should form an important part of collaboration.

Yossi SHOUKROUN - The supply chain is a collaborative environment by definition. We need to ease the communication flow between all the different stakeholders as first instance, to avoid deviations during the different "handshakes" happening throughout the logistics supply chain. The adoption of digital tools and new technologies will help to achieve this objective.

Magali Beauregard Ta - To put things back in context, the decarbonisation of our industry is the number 1 objective. To date, most companies in the logistics and supply chain have focused on tackling the emissions they have direct control over. Either those

under their own operational control (scope 1) or those from the purchase of electricity, heat, and steam (scope 2). For the industry, scope 3 emissions (upstream and downstream of its own operations) represent the majority of greenhouse gas emissions. Thus, for carbon reduction efforts that significantly make an impact, a transformation of collaboration and transparent communication with fully vetted non-financial reporting must take place from start to end of the supply chain, air cargo included. This cannot be achieved without digitization as a backbone.

How global trade will make an impact on air cargo and affect the global supply chain?

Sanjeev Gadhia - Global trade is an important requisite for the development of air-cargo. Sadly the trade-war between US-China and the consequences of a deepening recession has resulted in a slow-down of global trade. The invasion of Ukraine and the sanctions against Russia is being felt by every citizen due to high commodity prices including Fuel. The world is divided more then before which are signs of difficult times ahead for trade and economic integration.

Yossi SHOUKROUN - We are living in a volatile economy where, due to different reasons, geopolitical or emergency crisis, global recession is around the corner. This uncertainty pushed us to have a flexible organization which can easily adapt to changes to answer our customers' needs and to base our business model on the shared economy concept where, together with our business partners, we shared our unutilized resources to be more efficient and financially sustainable. In addition to that, to avoid the risk to be out of stock, many manufactures are redesigning their production strategy based on two key elements: not depending on a single supplier and get the production site closer to markets. As a result, the supply chain might have multiple origins and shorter routes where the B767F is the ideal and more efficient aircraft.

Magali Beauregard Ta - Not unexpectedly, the relationship between global trade and air cargo and the supply chain will continue to be an integral relationship.

Based on information extracted from our business intelligence tool, CargINTEL, we saw the new export orders remain below the 50 line for major economies in December 2022 which is a worrying factor for air cargo. In 2023 we can expect the softening in demand to continue, which in a way, recalibrates the immense surge brought about by COVID influenced trends.

Inflation will have a severe impact in the responses of the supply chain. Major European economies expect their economies to grow by less than 1% in 2023, reflecting a globally decreasing trend in export, tracking its way towards a demand and supply imbalance. Improving operational efficiency and cost reduction will still be the name of the game in 2023. Real-time visibility into operations and processes will be critical to ensure that logistics and supply chain players remain agile and adaptable to unforeseen changes in order to come out ahead in 2023. Hence digitalisation will still be a key topic, and perhaps even more urgent, in 2023. We expect to see more like-minded companies such asTMSs, forwarders, airlines and other savvy supply chain partners come on board with platforms like CargoAi.

ADAFZ IS PERFECTLY POSITIONED TO CAPITALISE ON AIR CARGO COLLABORATION OPPORTUNITIES THROUGH A MULTI-DIMENSIONAL APPROACH

In an exclusive to Cargo Trends, Steven Polmans - VP Business Development & Free Zone Regulatory Affairs - Abu Dhabi Airport Company PJSC shared that ADAFZ is perfectly positioned to capitalise on air cargo collaboration opportunities through a multi-dimensional approach. Besides focusing on stakeholder development, local aviation ecosystem growth is another top priority. He further explains that their plans include overseeing sustained ecosystem growth by including new airlines, forwarders and other stakeholders in the value chain. Looking ahead, ADAFZ is targeting sustainable long-term growth, prioritizing this over short-term opportunities. Here are the details

How do you look at collaboration opportunities in air cargo at Abu Dhabi Airports Free Zone (ADAFZ)?

Steven Polmans - VP Business Development & Free Zone Regulatory Affairs - Abu Dhabi Airport Company PJSC - First and foremost, it is important to appreciate that Abu Dhabi and Etihad Airways, the UAE's flag carrier, have recorded robust growth over the past 10-15 years. Whilst this required an inordinate amount of attention and focus, achieving this growth was a number one priority and as a result, ADAFZ today is perfectly positioned to capitalise on air cargo collaboration opportunities through a multi-dimensional approach. Besides focusing on stakeholder development, local aviation ecosystem growth is another top priority, and one that can be achieved with a different kind of collaboration process involving a larger group of stakeholders.

How much collaboration and investment have you seen so far in logistics and air cargo and what are your future plans?

Steven Polmans - Abu Dhabi already boasts a vibrant collaboration and investment landscape where logistics and air cargo are concerned, with robust collaboration between the main shareholders - the airport, home carrier, and handler. At the same time, this ecosystem enjoys healthy, mutually beneficial relations with government entities, such as police and customs. Looking ahead, there are more reasons for optimism given the opportunities at hand. Our plans include overseeing sustained ecosystem growth by including new airlines, forwarders and other stakeholders in the value chain, whilst Abu Dhabi's logistics cluster will be positively impacted by several development-oriented initiatives that align with Economic Vision 2030.

How do you look at ADAFZ's collaboration with Pharma.Aero and Abu Dhabi's growth as a global healthcare and life sciences hub?

Steven Polmans - There is a clear ambition for Abu Dhabi to become an established global hub for healthcare, life sciences and pharmaceuticals. After all, pharmaceuticals and life sciences are essential growth industries for both air cargo and the emirate of Abu Dhabi under Economic Vision 2030, housing huge potential to support an integrated business environment and drive economic development. ADAFZ's collaboration with Pharma.Aero is sure to accelerate the emirate's journey towards becoming such an international hub, not least due to the organisation's experience, expertise and collaboration and networking prowess. It's also important to note that Etihad Airways is already a leading carrier in terms of pharmaceuticals transportation, whilst our Free Zone is fully committed to enhancing all related on-ground activities as a strategic member of Pharma.Aero.

What is your vision for the new Cargo Village and Terminal rehabilitation project at ADAFZ?

Steven Polmans - We have a very ambitious infrastructure development program coming up in our brand new East Midfield area. In the meantime, though, we are maintaining current infrastructure investments to meet increasing demands and special requirements, such as infrastructure for cool storage. Our recently completed Cargo Village and Cargo Terminal rehabilitation projects are part of an expansion strategy to increase cargo capacity, enhance operational capabilities and attract new business opportunities. With new and vital upgrades, these facilities will help us to bridge the time until our new facilities and infrastructure within the East Midfield area are completed and fully operational.

What incentives and opportunities are you offering to attract new business opportunities at the new Cargo Village and Terminal?

Steven Polmans - We attract new business and support our partners by offering a range of incentives and opportunities that consolidate our free zone as a preferred destination for doing business. Our upgraded Cargo Village and Cargo Terminal fall under this criteria, contributing towards a competitive environment and boosting our efforts to develop our ecosystem and marketplace. Furthermore, our spectrum of efficient processes and high-quality services within a one-stop-one environment includes company registration, licensing, leasing, rapid visa processing for employees, whilst our facilities



Steven Polmans

and infrastructure also includes warehousing units, commercial offices and amenities that accommodate everyday business requirements.

Do you have a strategy to enhance the growth of the cargo community at the new Cargo Village and Terminal? How do you see collaboration between airlines and freight forwarders at ADAFZ?

Steven Polmans - I previously mentioned our East Midfield area expansion, and this directly relates to our long-term cargo community growth strategy. As a new greenfield area dedicated to cargo, the East Midfield Cargo facility will accelerate growth within our related facilities following completion, thereby providing additional benefits to our partners and those we work alongside. Next to this area, we also have a large freezone being developed that will be directly connected to our airport and cargo area, allowing us to develop a third line infrastructure for manufacturers, distribution centers and other logistical players. Successfully growing our ecosystem the way we envisage depends on productive collaboration, and ADAFZ will take the lead in bringing all involved parties together alongside ADQ.

How much cargo volume ADAFZ generated before covid period and in the last two years? What are the growth plans for 2023?

Steven Polmans - Generated cargo volumes over the past two years have been positive for our business, an outcome largely attributed to Etihad increasing cargo flights during the pandemic and also converting some of its passenger aircraft fleet into temporary cargo aircraft known to us in the industry as 'freighters'. Looking ahead, we are targeting sustainable long-term growth, prioritising this over short-term opportunities. And aside from increasing cargo volumes, we are aiming to increase local versus transit cargo levels in specific segments important to Abu Dhabi's future, such as e-commerce, pharmaceuticals and light manufacturing.



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ETIHAD CARGO'S NEW COOL CHAIN FACILITY TO SUPPORT ABU DHABI'S OBJECTIVES TO BECOME A LIFE SCIENCES AND PHARMACEUTICAL HUB

Etihad Airport Services Cargo and Abu Dhabi Airports, has announced the upcoming launch of a state-of-the-art pharmaceutical cool chain facility. Martin Drew, Senior Vice President Global Sales & Cargo, Etihad Aviation Group informed Cargo Trends that the new facility will double Etihad Cargo's cool chain capacity to carry and accommodate an additional 50,000 tonnes of cool chain commodities. He further said that in line with Abu Dhabi Environment Vision 2030, Etihad Cargo's goal is to achieve zero net carbon emissions by 2050. In this regard, he said that Etihad Cargo became the first middle eastern carrier to join TIACA's BlueSky sustainability verification programme. Here are the details

What challenges and opportunities do you see in air cargo in 2023. How different this year will be from 2022 in terms of opportunities?

Martin Drew, Senior Vice President Global Sales & Cargo, Etihad Aviation Group - I'll start with the opportunities, as Etihad Cargo has ambitious targets for the coming year. Carriers, including Etihad Cargo, are looking to expand their networks and fleets. Currently, we operate flights to 70 destinations, four of which are cargo only. We are continuously evaluating new markets and reviewing our network to expand and provide additional frequencies. For example, we have recently announced the reinstatement of a twice-weekly freighter service from Shanghai to Abu Dhabi via Chennai. Etihad Cargo now operates 79 weekly flights to India and 11 flights per week to mainland China, providing a total capacity of around 2,000 tonnes from both powerhouses. In terms of our fleet, we are looking forward to receiving new aircraft next year. By 2023, the 787 will make up more than 50% of our fleet, and we have also firmed up our order for seven new generation Airbus 350F.

There will also be opportunities to expand infrastructure to support key markets and sectors. Etihad Cargo, in partnership with Etihad Airport Services Cargo and Abu Dhabi Airports, has announced the upcoming launch of a state-of-the-art pharmaceutical cool chain facility. The new facility will double Etihad Cargo's cool chain capacity to carry and accommodate an additional 50,000 tonnes of cool chain commodities, including pharmaceuticals and life sciences products. The pharma hub will support the growing global healthcare and life sciences demand.

Innovation and technology will provide further opportunities, and it will be essential for carrier to embrace digital solutions to support customer demand and operations. Furthermore, the growing demand for more sustainable solutions will present opportunities for those carriers agile enough establish partnerships and develop more greener options for the benefit of customers and the wider air cargo community.

Looking to the challenges, some of those we have faced in 2022 will remain in 2023. We have witnessed a softening of yields, but demand remains strong. However, while demand continues to grow and is expected to outpace pre-pandemic levels, the return of passenger travel combined with the retirement of cargo-in-cabin, which we had until July 2022, presents capacity challenges.

Talent retention will continue to be a challenge in 2023. To support increased operations, Etihad Cargo is also actively recruiting and providing specialised training to our employees to ensure we can meet our customers' requirements and overcome any staffing challenges.

We are also continuing to invest in our team through ongoing professional development opportunities to ensure we have excellent people and are retaining key talent. We have launched attractive incentive schemes and comprehensive training programmes to ensure we remain not only

the air cargo partner of choice but also an employer of choice.

We will also need to remain diligent in monitoring macroeconomic factors, high fuel prices and supply shortages. Etihad Cargo is working closely with our partners and customers to respond to these challenges dynamically, using them as an opportunity to enhance our products and services, and we will continue to focus on providing capacity on key routes and expanding our network and operations through a customer-centric approach.

Will digitalisation take centre stage in 2023? What impact do you see in the supply chain?

Martin Drew - The air cargo sector has witnessed a significant increase in the adoption of technology and digital solutions, and there are no signs of this slowing down in the coming year. Of paramount importance is that digitalisation is embraced not for the sake of new technology but to enhance the customer experience or increase efficiencies in the transportation of cargo.

Over the last few years, Etihad Cargo has accelerated its development of technology advancements to provide efficient and simplified customer experiences by establishing key partnerships. For example, in collaboration with CargoAi, Etihad Cargo developed and launched a digital platform to elevate the carrier's API accessibility for freight forwarders. In 2021, we launched an enhanced version of its online booking portal, offering a streamlined booking process with minimal data entry to help save Etihad Cargo's customers' time.

Etihad Cargo's digital transformation also saw us automate solutions at our state-of-the-art Cargo Control Centre, which monitors and steers its global cargo flows round-the-clock.

As part of our mission to be the industry's air cargo partner of choice, Etihad Cargo is investing in artificial intelligence (AI). Etihad Cargo has entered a proof-of-concept agreement with SPEEDCARGO, a Singapore-based logistics technology solutions provider. Etihad Cargo will utilise AI products to boost the capacity of flights. Etihad Cargo will also utilise this solution to improve customer satisfaction by minimising offload and automating accurate data receipts.

Through the further adoption of digitalisation, Etihad Cargo will increase capacity by more than 3,000 tonnes per year by maximising cargo across flights and unit load device (ULD) configurations in accordance with internal loading rules, equating to a significant increase in revenue yield.

In Etihad Cargo's digitalisation pipeline is the exploration of the utilisation of drones in collaboration with DRONAMICS, which is developing a long-range, remotely-piloted and fuel-efficient cargo aircraft capable of transporting 350 kilograms over 2,500 kilometres. The transportation costs will be 50 per cent lower than



Martin Drew

traditional aircraft. The airplane will fly autonomously and can be monitored and managed remotely via satellite.

To enhance the customer experience, Etihad Cargo has launched a new CRM system, which is meeting our expectations and has enabled us to enhance our customer service capabilities. Etihad Cargo's Customer Contact Centre handles over 13,000 transactions per month, including customer enquiries and feedback, bookings and information requests. Transitioning to the Microsoft Dynamics 365-driven Pulse CRM system has empowered customer service agents with more customer-focused data. This has enabled them to communicate with customers more efficiently.

How sustainability can be the game changer in the air cargo industry?

Martin Drew - Sustainability can and will be a game changer in the air cargo industry, but that is not to say there won't be challenges to overcome along the way. Firstly, I'd like to address the need for the sector to become more sustainable. If we look at the figures, it's staggering - the world's aviation sector is currently responsible for 2.5 - 3 per cent of all human-induced carbon dioxide emissions worldwide, and this could increase to up to 22 per cent of global emissions by 2050. As other sectors decarbonise more quickly, it is critical for the global air cargo community to take action now to invest in more sustainable solutions.

In line with Abu Dhabi Environment Vision 2030, Etihad Cargo is committed to doing its part. Our goal is to achieve zero net carbon emissions by 2050. To do that, we pledge to achieve a 20 per cent reduction in emissions intensity by 2025, and by 2035, we aim to cut 2019 net emissions by 50%. Despite a challenging two years, we have continued delivering on our commitment through various programmes that

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form our sustainability plan.

To accelerate the decarbonisation of the air cargo sector, Etihad Cargo has partnered with IATA to co-develop and trial a cargo-specific CO2 emission calculation tool, which will provide a valuable proof of concept for the cargo component of the IATA CO2 Connect carbon calculator. Over the three-month trial, Etihad Cargo will track flights and collect actual data on fuel burn, load factors and other key variables to develop an accurate calculator. Upon launch, IATA's CO2 Connect carbon calculator will be accessible to the entire industry and will be an effective tool in making the transportation of cargo more sustainable.

Furthermore, Etihad Cargo became the first middle eastern carrier to join TIACA's BlueSky sustainability verification programme. The first phase of the programme will allow us to assess our progress against eight critical sustainability criteria via an evidence-based desktop verification process. This will enable us to more effectively measure our sustainability efforts and performance, benefiting Etihad Cargo's customers and the wider air cargo industry.

Etihad Cargo has also entered partnerships to enhance the sustainability of our operations. We entered into a memorandum of understanding with B Medical Systems to develop and launch the world's first airline-specific passive temperature-controlled solution for the transportation of high-value pharmaceuticals. As these temperature-controlled container units utilise passive cooling technology, they can retain temperatures from -80 to 25 degrees Celsius for five days while still significantly reducing carbon emissions.

Additionally, Etihad Cargo replaced 3,000 containers from our original aluminium unit load device (ULD) fleet with environmentally friendly lightweight versions.

One of the latest steps Etihad Cargo has taken to reduce carbon emissions is our recent NetZero flight. In partnership with net-zero solutions provider World Energy, we operated the first net zero flight powered entirely by Sustainable Aviation Fuel Book & Claim.

What are the new opportunities the industry can expect from cargo airports? What challenges do you see in the coordination between the airlines and airports?

Martin Drew - We have already witnessed great collaboration at our Abu Dhabi hub, demonstrating the opportunities collaboration between airlines and airports can present. For example, there is an opportunity for airports to make surrounding real estate available to companies looking to have operations in the vicinity.

In recent years, Abu Dhabi has cemented its position as a global hub for business, offering world-class infrastructure with easy access to regional and international markets. The emirate facilitates investment in facilities linked to the capital's airport, offering companies a strategic location to enhance or expand their operations.

A great example of this is the upcoming launch of Etihad Cargo's new state-of-the-art cool chain facility at Abu Dhabi Airport, which will further expand our current cool chain storage capacity, capabilities and services for pharmaceutical flows. The new facility also supports Abu Dhabi's objectives to become a life sciences and pharmaceutical hub, and we will continue to support the transportation of pharmaceuticals via our Abu Dhabi operations through our PharmaLife product.

The challenges in the coordination between airlines and airports present opportunities. Each stakeholder, including airlines, ground handling agents, forwarders, shippers and government bodies, such as customs, security and safety, has had a unique role in contributing to the complete supply chain and providing a holistic solution to governments and partners.

Transparency has been key to the success of partnerships and our ability to safely transport cargo all over the world. Clear communication and willingness to share information have been paramount.

What can hinder coordination is a lack of data, incomplete data, and data that has not been digitised and cannot effectively be shared. This makes tracking cargo as it passes through the operations and handling processes incredibly challenging, as there is a lack of transparency and connectivity, which still results in broken or scattered information flow from an end-to-end perspective. To help solve this problem, Etihad Cargo launched Pharma Corridor 2.0, illustrating the importance of data to the future of airports and providing the highest levels of assurance in the quality of handling to pharmaceutical shippers and forwarders through the establishment of pharma corridors between airports with cargo handling communities certified under the CEIV Pharma programme.

What next do you see pharma trends in air cargo? How sustainable pharmaceuticals will be in air cargo in 2023?

Martin Drew - Etihad Cargo has identified pharmaceuticals and life science products as a high-growth sector and is investing in infrastructure and new product features to enhance our IATA CEIV Pharma-certified PharmaLife offering.

Looking at the sector's trends, the foreseeable future of the pharmaceutical sector will increasingly feature more personalised medication and treatment, including cell and gene therapy. Etihad Cargo is well positioned to meet the needs of these new types of therapies and is exploring the utilisation of artificial intelligence to improve forecasting and automation to enhance our current capacity and capabilities to support the sector's growth. We are investing in our CEIV Pharma-certified PharmaLife product, introducing enhanced features and solutions to ensure we anticipate and adapt to future trends and requirements.

Our expanded pharma facility will increase our cool chain storage capacity and capabilities, expanding our services for pharmaceutical flows. In the coming years, we will see more presence from all the main stakeholders in the pharma and healthcare ecosystem, from researchers and manufacturers to distributors and shippers, in Abu Dhabi.

Another key trend for pharmaceutical logistics will be sustainability. However, this has presented early planners and adopters with an incredible opportunity to invest in and contribute to the positive change needed for the environment. This is precisely why we are participating in a pharma.aero green lanes project, where we can assess decarbonisation criteria according to pharma supply chain stakeholders.

Etihad Cargo has implemented several initiatives to make the transportation of pharmaceuticals more sustainable, including the introduction of specialised thermal covers and the replacement of traditional unit load devices (ULDs) with lighter-weight ULDs, enabling greater fuel efficiency. Etihad Cargo works with several packaging suppliers that are using the latest technology to develop more efficient containers, including phase change materials (PCMs), which release and absorb energy to provide cooling. We partner with organisations that align with our commitment to quality and service delivery, and in addition to offering a reduction in CO2 emissions



and pollution. The new generation of containers are all equipped with dynamic tracking to provide accurate data on location and temperature. This technology is continuously evolving, with materials becoming more sustainable and recyclable.

Why is industry collaboration a must in air cargo? What needs to be done to enhance quality and efficiency?

Martin Drew - Collaboration has been essential in the air cargo sector and will continue to be a key success driver in the future. The past few years have demonstrated that cooperation and partnerships deliver greater results than the sum of their parts, even in the most challenging conditions.

To expand collaboration among the global community and position Abu Dhabi as a pharmaceutical and live science hub and enhance the HOPE Consortium's efforts to provide pharmaceuticals around the world. The HOPE Consortium, of which Etihad Cargo is a founding member, in partnership with ADAC, Brussels Airport Company and Pharma.Aero, launched Pharma Corridor 2.0 between Brussels and Abu Dhabi. The main objective of Pharma Corridor 2.0 is to provide the highest levels of assurance in the quality of handling to pharmaceutical shippers and forwarders through the establishment of pharma corridors between airports with cargo handling communities certified under the CEIV Pharma programme.

How will global trade make an impact on air cargo and affect the global supply chain?

Martin Drew - Many industries use air transport to reduce delivery times as part of 'just-in-time' strategies, and the air cargo sector has helped promote collaboration and networking among organisations all over the world.

Although the pace of expansion has slowed over the past few years, it remains a critical part of the global supply chain. A key demand driver for air cargo has been the emergence of e-commerce. According to IATA, e-commerce shipments contributed approximately 15% of the volume of the air freight shipping industry pre-pandemic. IATA has forecasted that e-commerce retail sales will grow by 50% to \$7.4 trillion dollars by 2025, and 2021 saw over 900 million new online shoppers. That brought the total to 2.14 billion people shopping online, which represents about 27.6% of the world's population. We can see that e-commerce is going to continue growing and will play a major role for air cargo carriers.

As a result of the COVID-19 pandemic, we have seen a shift in consumer behaviour. Etihad Cargo has identified e-commerce as a critical market for cargo growth, further driving Etihad Cargo's focus on building a portfolio of cargo products that enable the smarter and faster management of air cargo. Etihad Cargo will continue to develop agile business models in response to the ever-growing needs of e-commerce.

CARGO AIRPORT COMMUNITIES NEED TO WORK HARD TO BALANCE THE CAPACITY AND THE FLOWS....STEVEN VERHASSELT

CARGO AIRPORTS CAN NOT DEVELOP A SUSTAINABLE BUSINESS MODEL ON E-COMMERCE ALONE

In an exclusive with Cargo Trends, Steven Verhasselt, Founder - FB Cargo Strategy shared that the Cargo Airport Communities need to work hard to balance the capacity and the flows, being creative with connectivity. He is of the view that E-commerce is definitely one of the products that can drive a cargo airport. But cargo airports can not develop a sustainable business model on e-commerce alone. As cargo airports need freighter operations, they should specialize in cargo flows that require freighter capacity. Here are the details

How do you see the global air cargo and airport trends today?

Steven Verhasselt, Founder - FB Cargo Strategy - The outlook for the global cargo market remains unclear. The market has still not recovered from the disruptions, that still flair up from time to time. Different regions in the world are struggling with different issues. Being a global facilitator, our industry has to cope with all of these at the same time. Still I believe that we will be moving back to a more stable market environment. From an airfreight point of view, the belly capacity will return to the market, and become again an important factor. From an airport point of view, the peak management may become less of an issue with the return of scheduled flights, both belly and freighters. The challenges remain, but we have all learned a lot over the last 3 years.

How sustainable are the cargo airports and what are the challenges?

Steven Verhasselt - The cargo airports have proven their value in the most demanding conditions. The competitive advantage of a cargo airport becomes even more clear, as the struggle to bring back the workforce to the airports, on all levels, is becoming an important bottleneck. In cargo airports, the war of talent doesn't need to be fought internally with the pax division. The processes have become more efficient, more digitized and automated, and the

online cooperation between all services is now natural, rather than exceptional.

The challenges remain. From a commercial point of view, cargo still flies only one way. Cargo Airport Communities need to work hard to balance the capacity and the flows, being creative with connectivity. The open skies for freighters remain a key element for cargo airports. The financial model for a cargo airport is another threat to a sustainable operation. In order to make it work, added value needs to be created, as an airport can not operate on landing fees alone.

Is e-commerce driving the cargo airports? What more innovative solutions do you see in driving the cargo airports?

Steven Verhasselt - E-commerce is definitely one of the products that can drive a cargo airport. It requires a lot of airfreight capacity, as well as a lot of processing capacity. Seamless connectivity, be it air-to-air or air-to-road, is a requirement. Cargo airports can indeed offer the solutions that the e-commerce platforms and their service suppliers need.

But cargo airports can not develop a sustainable business model on e-commerce alone. As cargo airports need freighter operations, they should specialize in cargo flows that require freighter capacity. Perishables are a very important driver, volume wise. And the importance of pharma and healthcare products has been proven over and over again. Cargo Airports can also use their flexibility, both with slots, parking and tarmac access, to deal with special need shipments that are much harder to organize in a pax environment. Innovation required lies in understanding the flows, and looking into how products hit the market. Airports are a platform, and should be ready to adapt, or at least to accommodate the cargo community to be ready to adapt. We have been looking into the requirements of cross border perishable e-commerce, as that would need a complete new approach on all levels, from packaging to handling to Phyto controls to distribution. Today's process doesn't allow it, but of the market asks for it, the innovators will adapt and take the lead in what combines the biggest



Steven Verhasselt

volumes flying on freighters, perishables and e-commerce.

What needs to be done to develop new cargo airports? How can the cargo community be key to the success of the developing new cargo airports?

Steven Verhasselt - Cargo Airports can be developed when investment choices are made for the long term and with a consistent cargo strategy. The market potential needs to be there in the first place. A lot can be done with investments in infrastructure, processes and manpower, but the market doesn't follow overnight.

The cargo community links the airport to the cargo origin and destination. Cargo owners make their decision on routing on total throughput time, connectivity and reliability. The development of a cargo community is definitely key to the success.

Developing a cargo community takes a lot of understanding of the actual way the cargo flows are organized. Service providers will only join if commercial opportunities are there, present and future. The local cargo heroes are the anchors of the cargo community. They are always there to handle the base loads. They can help to attract big international players, and grow hand-in-hand with the airport. Including the government authorities in the cargo community is very important as well. The growth of the airport brings challenges for government agencies like customs, phytosanitary and border inspection as well. Including them in the cargo community and the growth path is part of the basics.

Which are the key markets/regions which can potentially be fruitful as cargo airports?

Steven Verhasselt - I believe there is a potential for cargo airports in most regions of the world. We operate in a global market. The requirements for a reliable, efficient, sustainable airfreight operation are everywhere. The capacity that is being created should be adapted to realistic market expectations. The level of investment, and the financial model to support those investments, need to be well balanced in the long term. A cargo strategy should be based on market requirements.

With our small organization, we are / have been working on project in South East Asia, Africa, the Middle East, Europe and North America. All these projects can be potentially fruitful. And the same goes for sure for other projects in China, Australia, the CIS and South America, on which I am sure colleagues are working as well. The opportunities are not limited to markets and regions, rather to a sustainable, long term consistent development strategy.



Steven Verhasselt with Khata Vinin, Dep. VP Air Cargo AOT-Airports of Thailand

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LIEGE AIRPORT IS EMBARKING ON A MULTI-YEAR DIGITALIZATION PROGRAM

LIEGE AIRPORT IS CLEARLY BENEFITTING FROM ITS UNIQUE CARGO-ONLY STRATEGY

Liege Airport is clearly benefitting from its unique cargo-only strategy. In an exclusive to Cargo Trends, Laurent Jossart, CEO, Liege Airport shared that LGG is benefitting from the ongoing capacity and handling restrictions at other major EU cargo hubs which will continue in 2023. He added that the further execution and development of their digital strategy will be a central point of focus in 2023. On top of this a large e-commerce cluster has developed around Liege Airport offering all needed services and infrastructure supporting the further development of this vertical.

What challenges and opportunities do you see in air cargo in 2023. How different this year will be from 2022 in terms of opportunities?

Laurent Jossart, CEO, Liege Airport - 2023 will see the continuation of this last years challenges. Namely the ongoing negative effects from the war in Ukraine and the ongoing restrictions in the Chinese market. Also the overcapacity and significant reduced rate levels on the sea cargo side will have further weaken air cargo demand. On the opportunity side Liege Airport is clearly benefitting from its unique cargo-only strategy.

The permanent development of our infrastructure, a new fully customer oriented digital strategy, the re-organization of our commercial team and last but not least a newly launched program to further enhance the handling quality in LGG are supporting this strategy. LGG is of course also benefitting from the ongoing capacity and handling restrictions at other major EU cargo hubs which will continue in 2023.

Will digitalization take center stage in 2023? What impact do you see in the supply chain at Liege Airport?

Laurent Jossart - Yes, the further execution and

development of our digital strategy will be a central point of focus in 2023. Liege Airport is embarking on a multi-year digitalization program in which we will enable and facilitate the business for the entire cargo community. This digitalization program evolves around Data Sharing and putting in place the necessary technology to create a full digital ecosystem .

The first major development is the LGG CONNECT portal. LGG CONNECT is the official name of the LGG Cargo Community and the portal will be the unique entry point for all stakeholders in order to access any information or applications within the Cargo Community. The GO Live of this portal is foreseen for summer 2023.

Secondly, within the LGG CONNECT, we will launch the first application GMTMS (Goods Movement and Management Tracking) that will enable the tracking of all the statuses of merchandise transiting LIEGE AIRPORT. This application will also include the transfer of merchandise between warehouses, the control process of the customs and phyto sanitary. As a critical first building stone, GMTMS will make the process of moving merchandise at LIEGE AIRPORT more efficient.



Laurent Jossart

The launch of this application is also foreseen for Q2 2023.

The examples above are the first steps towards creating a more efficient cargo community flows. LIEGE AIRPORT will also focus on internal operational processes to further enhance the efficiency with the external stakeholders.

All the endeavors which will be put in to place for this multi-year Digitalization program, will necessity collaboration and data sharing from the cargo community stakeholders.

How is Liege Airport an important hub for e-commerce transportation?

Laurent Jossart - Over the last years Liege Airport developed rapidly as the leading European e-commerce hub. This is based on LGG's perfect centralized location in the middle of Europe's largest consumer market with very short trucking connections to all major distribution points, very supportive customs procedures and the availability of the needed warehouse space to handle and fulfill these large cargo volumes.

Both the "historical" hub operation of FedEx and the newly developed e-Hub of Cainiao are supporting this development. But also the rapid increase of the Amazon Air activities should be mentioned. On top of this a large e-commerce cluster has developed around Liege Airport offering all needed services and infrastructure supporting the further development of this vertical. Based on the aforementioned we expect the further strengthening of LGG's pole position in e-commerce and also additional settlements of other major e-commerce players in Liege.

How is Liege Airport dealing with the "hot topic" sustainability?

Laurent Jossart - Sustainability is



having an increasingly influential effect on the industry and air transport is no exception. Regarding airports, the challenges are therefore numerous: aircraft noise pollution, reduction in greenhouse gas emissions, mobility, biodiversity, etc.

At Liege Airport, the Board of Directors adopted an environmental road map to set strategic goals and meet these challenges. The airport will achieve Airport Carbon Accreditation Level 3 in early 2023.

The fight against noise pollution has been implemented in several phases over the last 20 years. The regional Walloon Government adopted a substantial investment plan - 450 million euros - to bring together takeoff and landing above least densely populated areas, to purchase houses and buildings in the area surrounding Liege Airport, soundproof the buildings located in the areas of the Noise Exposure Plan. Since the beginning of the 2000s, more than 1,500 houses have been bought and more than 5,500 houses have been soundproofed. The airport also encourages fleet with less noisy aircraft and invite them to fly during the day rather than at night. From January 2023, Liege Airport will also implement additional taxes for planes to prevent noise pollution.

What are the new opportunities the industry can expect from Liege airport?

Laurent Jossart - Based on a new sales & marketing strategy and the re-organization of

the commercial team there will be, next to the ongoing development of additional full freighter capacities, a very strong focus on the further development of the forwarder footprint on the site of Liege Airport. An increasing number of forwarders and logistics companies have moved business to LGG using our airport as regional gateway or even as central European hub for their own-controlled freighter networks. The latest development is the start of the MSC Air Cargo gateway operation in LGG. Other examples are the operations of DHL Global Forwarding, DSV, Kuehne+Nagel or Senator International.

With the execution of the Cargo City West project a dedicated second line warehouse area will be created to support the further development of this segment in Liege. A total of more than 250,000 sqm warehouse will be ready until mid-2025 to host forwarder gateways and consolidation points for major global logistic companies.

On top of this we will further execute our masterplan by adding in the next years new first line warehouses with direct airside access and additional parking stands for widebody freighters.

What next do you see pharma trends in air cargo? How sustainable pharmaceuticals will be in air cargo in 2023?

Laurent Jossart - Pharma has developed to a major and very important vertical in our industry. Especially the period of COVID

propelled this development now coming down again to normal levels. I see currently no new trend coming up.

Nevertheless we see here in LGG sharp increasing pharma volumes to be handled via our airport by all major logistics player. With our unique cargo-only strategy and the related investments in the supporting infrastructure, handling processes & quality levels and the digital developments we are fully supporting this development.

Why is the cargo community a must to drive air cargo? How do you see from Liege Airport's perspective?

Laurent Jossart - Also in Liege we see the big value and positive influence of formalized cargo communities. Based on this we plan the formal development and establishment of our "LGG Connect" cargo community in 2023. Currently we are in the final search for a "Cargo Community Coordinator" who will be full-time dedicated to the development of this very important development. We want to centralize and stimulate the knowledge, experience and future-driven initiatives in this community acting, in very close cooperation with Liege Airport, as the main driver of innovation and digitization in LGG. Around this development we will also develop a digital cargo community market place called "LGG+" incl. applications for the LGG cargo community, communication channels, information portals etc.

ZONGTENG GROUP WELCOMED ITS FIRST BOEING 777F TO PARIS CDG

With a planned annual cargo capacity of over 15,000 tonnes, the newly launched flight route will support Zongteng Group's customers with highly reliable e-commerce logistics services and optimized lead times. Flights will depart from Shenzhen and connect with



further transport hubs at Charles de Gaulle (CDG) Airport in Paris. A second B777 freighter is expected to enter service in Q3 2023, and there will then be 6-8 direct flights per week from Shenzhen to Paris. In 2024, the total annual cargo capacity is projected to reach 28,000 tonnes.

CDG airport is a principal air transport hub for Europe. The Shenzhen-Paris flight route underscores the airport's importance as a vital gateway to international trade, and reinforces its key role in e-commerce logistics. Zongteng Group works closely with local logistics partners to continuously facilitate cross-border e-commerce via intra-Europe network connectivity. These strategic partnerships play a significant role in strengthening cross-border trade between China and France. Together with its European partners, Zongteng Group is committed to creating value for the e-commerce express market by forming air-to-ground connections with global air cargo collections, line haul transportation, fulfillment warehouses, and distribution centers in Europe and beyond.

Jack Peng, Senior Vice President Zongteng Group and General Manager YunExpress, commented, "Zongteng Group looks forward to realizing the immense potential of Sino-European cross-border trade, in collaboration with our European partners. We strive to build on our strategic investment in self-owned freighters and logistics network, and identify further opportunities to maximize the capabilities of the air freight supply chain."

EFW RE-DELIVERS TO DHL 10TH A330P2F CONVERSION FREIGHTER

Elbe Flugzeugwerke GmbH (EFW) re-delivered its 10th A330-300P2F aircraft to DHL Express to in time for the Asian high season for e-commerce and cargo demand.

DHL Express, launch customer for EFW's A330-300P2F program, is currently the biggest operator of the A330-300P2F fleet. DHL Express' A330-300P2F fleet will continue to grow, with eight more aircraft on firm order to be re-delivered by EFW of which some are already inducted for a conversion in Dresden, Germany at EFW. Together with partner airlines EAT, ASL and Air Hong Kong, DHL Express is operating its A330-300P2F fleet in Europe and Asia as well as on transatlantic flights from Leipzig/Germany to the U.S.

"DHL Express is delighted to welcome the 10th A330-300 P2F to its aircraft family. Since becoming the first operator to take delivery of the A330-300 P2F

in 2017, the aircraft has proven to be ideally suited to short- and mid-range sectors in Asia Pacific and Europe. The aircraft delivered today is the youngest aircraft, we have converted to date and we are excited to see it serve our customers in Asia from 2023

onwards", says Malcolm Macbeth, Senior Vice President Global Network Management DHL.

"EFW has been a trusted converted freighter solution provider for DHL and its network partners for decades," says Jordi Boto, CEO of EFW. "Our 10th re-delivery of an A330-300P2F to DHL is an important milestone for our A330P2F program and longstanding partnership with DHL. We are very happy to be supporting DHL's operational needs throughout these years, and are fully committed to helping them grow their new-generation Airbus freighter fleet further with our A330P2F program."



SILK WAY WEST AIRLINES SIGNS AIR CARGO TRANSPORT MOU WITH NIPPON EXPRESS

Silk Way West Airlines and Nippon Express Holdings have signed an Air Cargo Memorandum of Understanding to offer enhanced solutions to their customers and to respond more flexibly to changing supply chains. This agreement strengthens Silk Way West Airlines' presence in the Japanese market whilst helping Nippon Express Holdings to expand its business globally by providing cargo capacity across a worldwide network.

Silk Way West Airlines has been serving the Japanese air cargo market since 2018 via weekly flights connecting Baku with Kansai International Airport. The largest cargo airline in the Caspian Sea region has moreover been offering regular flights to Narita International Airport, the most important air cargo gateway in Japan, since 2021. With the new memorandum between the cargo carrier and Nippon Express, Silk Way West Airlines will play an increasingly important role in the region's freight network, constantly improving the quality of air cargo transportation services for both Japanese and international partners.



"Last year we celebrated the 30th anniversary of the establishment of diplomatic relations between Japan and the Republic of Azerbaijan. We are delighted and honoured with the signing of this memorandum, which will contribute to the further strengthening and development of economic relations between the two countries. Moreover, the conditions of this memorandum align perfectly with the growth strategy we are pursuing to increase our footprint in Japan, and we are sure that it will be beneficial for both companies," commented Wolfgang Meier, President of Silk Way West Airlines.

CARGOLUX & GE AEROSPACE ENTER LONG TERM AGREEMENTS



GE Aerospace & Cargolux are pleased to announce that they have entered into a long-term support agreement for the GE9X powering Cargolux's new fleet of Boeing 777-8 freighters. The agreement includes a multi-year GE TrueChoice service agreement as well as the order of two spare engines.

A TrueChoice services extension has also been agreed for Cargolux's fleet of Boeing 747-8F fleet powered by GENx-2B engines. In October, Cargolux revealed plans to replace its ageing 747-400 freighter fleet with an order for 10 Boeing 777-8F aircraft.

"Cargolux is committed to investing in fuel-efficient engines that emit significantly less CO₂," said Richard Forson, Cargolux President and CEO. "GE's newest engine, the GE9X offers the latest technology which will help our airline enhance sustainability while increasing operational efficiency."

Russell Stokes, President and CEO Commercial Engines and Services for GE said, "Our focus remains to provide Cargolux with outstanding engines like the GE9X in terms of technology and performance, as well as world-class support."

Cargolux was the launch customer for the GENx-2B and became the first operator worldwide to fly one million hours with the engine. Compared to GE's CF6 engine, the GENx engine offers up to 15 percent better fuel efficiency. Like all GE commercial engines, both the GE9X and GENx are compatible with any approved blend of sustainable aviation fuel and normal jet kerosene.

ETIHAD CARGO BOOSTS CHINA CAPACITY

Etihad Cargo will further expand its capacity offering to the Chinese market with the introduction of an additional weekly Abu Dhabi – Shanghai freighter flight from 2 February 2023.

The additional freighter service to



Shanghai will increase the carrier's weekly dedicated freighter flights between Shanghai and its Abu Dhabi hub to eight per week, increasing the cargo capacity out of Shanghai to 850 tons.

Martin Drew, Senior Vice President of Global Sales & Cargo at Etihad Aviation Group, said, "Etihad Cargo is committed to expanding its operations in China, which is a key global market for the carrier. Following the introduction of two more weekly freighter services between Shanghai and Abu Dhabi in 2022, this additional freighter service between Etihad Cargo's Abu Dhabi hub and Shanghai will further enable Etihad Cargo to fully meet customers' capacity needs."

Etihad Cargo's latest network update follows the announcement that Etihad will introduce an additional non-stop widebody passenger flight to Shanghai from 2 February 2023, bringing the total number of direct passenger flights between Abu Dhabi and China to five per week. Etihad Cargo's customers have benefited from additional cargo capacity on widebody passenger flights, and the carrier will continue to evaluate its network and add frequencies to the Chinese market in line with customer demand.

DELAYED POST-HOLIDAY RECOVERY IN AIR CARGO DEMAND...WORLDACD

Global air cargo tonnages have shown a strong post-holiday season recovery in the second week of 2023. This upswing is delayed compared with last year, when tonnages had already begun to recover by the end of the first week. However, when combining the first two weeks of 2023, the recovery is similar in magnitude to last year, the latest preliminary figures from WorldACD Market Data indicate.

Despite the strong recovery compared with the previous week, tonnages were still down from all regions in this two-week period. On a regional level, tonnages outbound Europe were down to all other regions, on a 2Wo2W basis, with the most notable decreases to Africa (-23%), Middle East & South Asia (-22%) and Asia Pacific (-17%). Furthermore, intra-Asia Pacific tonnages were down by -16%. But some positive developments were also recorded, from Middle East & South Asia to Europe (+13%), from North America to Europe (+5%), and from Central & South America to North America (+5%).



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LIEGE AIRPORT

NESTE AND AIRBUS JOIN FORCES TO ADVANCE THE USE OF 100% SAF

Neste and Airbus have signed an agreement to advance the use of sustainable aviation fuel (SAF) within the aviation sector. Both parties share a vision that SAF is a key solution to helping reduce greenhouse gas emissions of air travel. This collaboration aims to accelerate the aviation sector's transition to SAF.

Reaching the aviation industry's ambitious "net zero carbon emissions by 2050" goal, requires different measures to be

deployed, including fuel-efficient aircraft technologies, improved operations and ground infrastructures, as well as deployment of sustainable aviation fuel.

Neste and Airbus recognize that one of the biggest challenges in accelerating SAF use is the ramp-up of SAF production. This collaboration is laying the foundation for Airbus and Neste to explore business opportunities together and jointly promote the production and use of sustainable aviation fuel. The focus will be on the technical development of SAF, fuel approval and testing of current and future production technologies, and investigating how "100% SAF" use can be enabled.

"Neste is at the forefront of accelerating the aviation sector's journey to a more sustainable future. That journey requires

cooperation across the industry's value chain. This collaboration with Airbus connects a pioneer in the aerospace industry with a leader in renewable fuels. The combined knowledge and expertise of the companies will help advance the use and availability of SAF as a means of transitioning aviation towards more sustainable energy sources and reducing the climate impact of aviation," said Thorsten Lange, Executive Vice President, Renewable Aviation at Neste.

"At Airbus, we believe SAF is one of aerospace's most promising decarbonisation solutions that can be used in both in-service aircraft fleets and those of tomorrow. We are proud to partner with Neste and drive forward the development and uptake of SAF, stimulating the creation of a commercially viable market for renewable aviation fuels," says Julie Kitcher, EVP Communications, Sustainability and Corporate Affairs, Airbus. "All Airbus aircraft are already certified for flying with up to 50% SAF, and this partnership will be instrumental to reaching certification for 100% SAF by the end of the decade."



ATLAS AIR TAKES DELIVERY OF FIRST OF FOUR NEW BOEING 777-200F

Atlas Air, has announced the delivery of a Boeing 777-200 Freighter, which it will operate on behalf of its customer MSC Mediterranean Shipping Company SA, as part of a previously announced long-term ACMI (aircraft, crew, maintenance, insurance) agreement.

The 777-200 Freighter will complement MSC's world-class container shipping solutions and expand service to key trade lanes for various industries, including those which traditionally have significant air cargo transportation needs. This aircraft is the first of four new Boeing 777 Freighters that Atlas will operate for MSC.

MSC enters the air cargo industry with the longest-range twin-engine freighter in the world, capable of flying 4,880 nautical miles



(9,038 kilometers). The 777-200F also meets quota count standards for maximum accessibility to noise-sensitive airports around the globe.

"We are looking forward to this

partnership with MSC, the world's largest shipping company, as they enter into air cargo," said John Dietrich, President and Chief Executive Officer, Atlas Air Worldwide. "We are pleased that all four of our newly acquired 777-200Fs are placed on a long-term basis with MSC, providing them with dedicated capacity to support their growth and expansion."

"We are delighted to see the first of our MSC-branded aircraft take to the skies and we are looking forward to start serving the market with our new Air Cargo solution," said Jannie Davel, Senior Vice President Air Cargo at MSC. "We believe that MSC Air Cargo is developing from a solid foundation thanks to the reliable ongoing support of our operating partner Atlas."

AMERIJET STRENGTHENS ITS POSITIONS IN POLAND AND THE BALTIC REGION

Amerijet International signed a representation agreement with international air cargo company Strike Aviation. The new contract will offer Amerijet's customers several new opportunities, including a greater range of services, geographical expansion, and a stronger competitive position in the market.



huge potential for cargo transport between Poland and Latin America. The new partnership with Amerijet will allow us to tap this potential and significantly strengthen our position in the Polish market. It is another important step toward the successful development of Strike Aviation. In cooperation with Amerijet, we will have the opportunity to transport both standard and oversized cargo," said Andrius Antanaitis, Director of Business Development for Europe at Strike Aviation.

"We are delighted to partner with Strike Aviation for representation in Poland and the Baltic Region. Strike Aviation is an innovative company, and we are excited to develop new relationships and provide industry-leading solutions for our customers," said Eric Wilson, CCO of Amerijet.

"Strike Aviation is continually expanding its network of world-class airlines in line with the demand for international air cargo. We can see a

RWANDAIR EXPANDS ITS FLEET WITH A DEDICATED FREIGHTER



RwandAir has taken delivery of its first dedicated cargo aircraft as the carrier expands its fleet. RwandAir will operate the new freighter to a number of key destinations in Africa and the Middle East, including Johannesburg, Nairobi, and the United Arab Emirates.

Yvonne Makolo, RwandAir CEO, said: "The delivery of our dedicated cargo aircraft is a huge milestone in RwandAir's fleet expansion plans. Cargo is of ever-increasing importance for the aviation industry, and as a landlocked country, we recognise the importance and value of good cargo connections."

LIEGE AIRPORT IS READY FOR SAF

Liege Airport is the first Belgian airport to announce its readiness to accommodate for the distribution of sustainable aviation fuel to its airline customers. Throughout the last months, the airport's fuel storage facilities have been audited and our fuel receipt, storage and distribution procedures have been reviewed to accommodate for the arrival of SAF.

At the same time, the NATO Pipeline System (CEPS) recently announced the news that it is ready to allow for the transport of sustainable aviation fuels as from January 1st, 2023 onwards. With the airport-owned and -operated fuel installations being connected to this pipeline network, any current and new fuel supplier has now the possibility to not only directly and physically discharge SAF via road tankers into our fuel installations, but also to inject larger quantities of SAF into one of the intake points of the European (Nato) Pipeline system (CEPS).

In parallel, the airport has said that several of their airline-customers confirmed having talks with suppliers to arrange for the procurement and use of SAF at our airport in the short and medium term.

Liege Airport expect that the first cargo flight propelled by SAF will take off very soon. By facilitating customer-airlines to deliver sustainable aviation fuel for their aircraft, Liege Airport actively contributes to the transition towards sustainable aviation, and by doing so support meeting or even exceeding the EU-targets related to the use of SAF in the aviation industry in the years to come.



CARGO-PARTNER AND LUFTHANSA: FIRST SHIPMENT WITH "SUSTAINABLE AVIATION FUEL"

cargo-partner pursues a comprehensive sustainability strategy and has been championing environment-friendly transport technologies for many years. Now the international transport and logistics company seized the opportunity to organize an air freight shipment that was carried out in a climate-neutral manner using sustainable aviation fuel (SAF) and compensation of the CO2 emissions generated by the provision of SAF.

Jo Feiks, Corporate Director Product Management Air Cargo at cargo-partner: "We are pleased to set this first important milestone for sustainable transport technology together with our long-standing partner Lufthansa. For both companies, it was the first shipment to depart from Vienna under SAF criteria. With this starting signal, we want to jointly pave the way for CO2-neutral logistics."

Various raw materials and processes come into question for the production of SAF. For example, bio kerosene can be produced from residual and waste materials such as household waste, used oils or fats. Using alternative fuels, in combination with other CO2 offsetting measures, can enable 100% climate-neutral transportation.

"We hope that we can inspire many of our customers to opt for transport with sustainable fuels, and we look forward to numerous follow-up projects together with Lufthansa," added Jo Feiks.



NIPPON CARGO AIRLINES TO USE NESTE SAF

Nippon Cargo Airlines (NCA) has for the first time used Neste MY Sustainable Aviation Fuel™ for several cargo flights in November and December this year. The sustainable aviation fuel (SAF) is supplied by Neste at Amsterdam Airport Schiphol.

"NCA has used sustainable aviation fuel supplied by Neste on its flights from Amsterdam. NCA is eagerly implementing various fuel saving activities to reduce CO2 emissions, and among them using SAF is considered one of the most effective measures to reduce these emissions. Therefore, we are confident that these flights with SAF will become a big step for NCA. Neste is the leading SAF producer in the world, and NCA aims to expand business activities with Neste to increase the number of flights with SAF. NCA will source SAF at all of its destinations and work hard to tackle carbon emission issues to meet various customers' demands," said Hitoshi Watanabe, Vice President & General Manager, Corporate Planning at NCA.

"As the world's leading producer of SAF, Neste is working together with companies in the air cargo sector to help them reduce the air transport related emissions. We are excited that NCA has used our Neste MY Sustainable Aviation Fuel for these international flights. Our increased SAF production capacity of 1.5 million tons per annum by the end of 2023 positions us well to support the growing international SAF demand from airlines like NCA," said Sami Jauhainen, Vice President APAC, Renewable Aviation at Neste.

LUFTHANSA CARGO TO USE LIGHTWEIGHT TRANSPORT NETS FOR FREIGHT PALLETS

Starting in January 2023, Lufthansa Cargo will use new, lighter transport networks to secure cargo pallets. By using a special fiber, the new nets save more than 50 percent in weight compared to conventional nets. This saves weight on every flight and thus significantly reduces CO2 emissions. Lufthansa Cargo is the first airline to use the lightweight nets for an entire pallet type. The cargo airline is thus once again taking a consistent step toward greater sustainability.

"For us, the use of lightweight transport



nets is another step on the path to reducing CO2 emissions. We have set ourselves the ambitious goal of halving our CO2 emissions per kilogram when flying by 2030. To achieve this, we need to take action on many fronts. Every measure counts. One of them is reducing the weight of our loading equipment", says Dorothea von Boxberg, Chairman of the Executive Board and CEO of Lufthansa Cargo AG. "We are transporting goods all over the world - and are at home all over the world. That's why global responsibility and sustainable, forward-looking action are part of our DNA. Our goal for 2050 is to be 100 percent CO2-neutral in the air; on the ground, we want to have achieved this goal as early as 2030."

SWISS WORLDCARGO CELEBRATES THE 1ST SAF-COMPENSATED CARGO SHIPMENT

Recently, the 1st SAF-compensated cargo shipment departed from Barcelona, heading to Zurich, with Narita as the final destination. The flight represents an important milestone for Swiss WorldCargo, as it brings the division a significant step closer to SAF leverage and, thus, to a greener future in aviation.

The successful delivery of this life-saving medicines shipment was also made possible by the professional coordination of the forwarding agent PHSE, a leading company in pharmaceutical logistics.

The cargo flight was carefully planned, focusing on the specific handling requirements crucial for the shipment's transportation, with timing being of utmost importance: a fast turn-around was guaranteed, and the shipment arrived on time in Narita. Swiss WorldCargo gladly witnessed a growing willingness of its customers to compensate for the carbon emissions of their cargo shipment. The division is therefore thrilled to announce the successful delivery of the 1st SAF-compensated shipment on its network.

The compensated cargo shipment is only the 1st of a regular series of SAF-compensated cargo transport that the customer has agreed to ship with Swiss WorldCargo until the end of March 2023.

HAECO XIAMEN COMPLETES FIRST AIRBUS A321-200PCF FREIGHTER CONVERSION

HAECO Xiamen has announced that it has completed and redelivered its first Airbus A321-200PCF converted freighter with Supplemental Type Certificate ("STC") partner, 321 Precision Conversions, LLC. HAECO Xiamen has been an authorized Precision Conversion Centre since 2010, and this first A321-200PCF redelivery marked yet another milestone in the continued development of HAECO Xiamen's capabilities.

To minimize downtime, HAECO Xiamen conducts full freighter conversions in parallel with heavy maintenance checks and other modifications. Its on-site



quality assurance teams prepare daily reports as part of a comprehensive quality control process to ensure that work is conducted to the highest

standards.

Kevin Guan, Chief Executive Officer of HAECO Xiamen said: "HAECO Xiamen started collaboration with Precision on the Boeing 757-200PCF conversion in 2010. We have good cooperative relationship with Precision in the past 12 years, and we are delighted to extend this collaboration to A321-200PCF conversion. HAECO Xiamen is busy preparing to convert one Boeing 757-200PCF conversion line to A321-200PCF in the middle of the year and we look forward introducing multiple A321 conversion lines here then."

Gary Warner, President of 321 Precision Conversions, LLC, stated, "Our long-term relationship with HAECO Xiamen has proven them to be a consistent performer on the Boeing 757-200PCF programme and now on the A321-200PCF. Their experienced and professional team has done a remarkable job on the first A321-200PCF conversion in China. We look forward to many more successful redeliveries."

GLOBAL CROSSING AIRLINES GROUP HAS APPOINTED GLEN GATES AS VP – A321 FREIGHTER PROGRAMS

Mr. Gates brings over 38 years of creating and managing profitable freighter revenue programs. In 1985, Glen launched a new cargo unit for Midway Airlines as Director Cargo Marketing and then worked for DHL



Airways as Director Charter and Contract services for the all cargo B727F and DC8F market. Glen also worked at Active Aero/USA Jet as VP Sales & Marketing, where he generated new business flying just-in-time auto parts to tier one manufacturing and automotive assembly plants throughout the U.S. Canada and Mexico. He later served as Director Global Charter Management Group, National Air Cargo.

"We are delighted Glen is joining us at GlobalX as we prepare to take delivery of our first two A321 freighters. We will look to him to build our ad hoc and long-term cargo charter business in the automotive parts, pharma, and other cargo sectors to complement our ACMI cargo charters on behalf of some of the leading airlines in the Americas," said Ed Wegel, Chair and CEO of GlobalX.

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WESTJET CARGO IS READY FOR TAKE-OFF IN 2023

In 2023, WestJet Cargo is due to continue to follow its clear vision to be the up and coming cargo carrier, providing customers with creative, agile and flexible solutions and always committing to reliability. Forthcoming recruitments will complete an already highly skilled and expert team of customer-oriented and open-minded professionals. It is also through its people that WestJet Cargo will achieve its mission: to ensure customer satisfaction through a unique creative approach based on human qualities, out of the box thinking and a strong will power.

The appointment of Kirsten De Bruijn as Executive Vice President, followed by the arrival of Bharat Bhatia as Head of Cargo



Operations and Hao Cai as Manager of Network Planning, Revenue Management & Interline Analytics will certainly reap great rewards for the carrier in the coming months.

Kirsten De Bruijn, Executive Vice President, is optimistic about the future: "What was achieved in 2022 was colossal and I am so

proud that we managed to overcome the obstacles we encountered on the way. With our new freighters due to start operating in March, WestJet Cargo will be asserting its position in the market. Our strong identity supported by a new wave of energy and team spirit will hugely boost our development, allowing us to meet the coming challenges and making us an essential player in the industry."

With a new digital platform, a new team, new routes and new freighters on top of a clear vision and mission, WestJet Cargo is ticking all the boxes to look forward to a bright future. With that in mind, 2023 will definitely be significant for WestJet Cargo. There is no other option.

2022 - A YEAR OF AUGMENTED SUCCESS FOR ECS GROUP

ECS Group's Augmented GSSA concept has brought in new markets, significantly more business, and answers the needs of an evolving customer base. 2022 has been a year of foundation and firsts.

Having officially launched the Augmented GSSA concept along with the new, streamlined ECS Group branding in October 2021, the company focus this year has been on service awareness, the implementation of the individual Augmented GSSA four-pillar strategies, and geographical expansion in line with its commercial DNA – particularly across the Far East.

All ten Abilities were introduced over the course of the year, some of them becoming an overnight success. Alongside familiar Total Cargo Management solutions such as "All-In", ECS Group also offers a wide range of modules that set it aside from its peers by their specificity and relevance in today's market: "Brainflow" consultancy services, "Spotlight" for comprehensive marketing concepts, or "ECS Inside" which supports with staffing requirements at a time where the industry is ramping up to full operations and struggling to find appropriate local talent.

Adrien Thominet, Executive Chairman of ECS Group confirms, "Our Augmented GSSA vision is starting to physically shape our business. ECS is increasingly developing into a Key Account Management matrix structure where activities are centered around customers. And those customers are becoming more heterogenous, too, with the emergence of the new air-sea shipping clients."

The strong increase in demand for ECS Group's Total Cargo Expertise (TCE) services, where ECS Group supplies outsourced operations, is confirmation that the Abilities service module approach offers the required flexibility to newcomers to the air cargo industry, and airlines that are building back after the pandemic. A flexibility and agility that will be all the more necessary in 2023, which will bring its own new challenges. Indeed, the transformation of the industry leads ECS Group to strengthen its commercial DNA while deploying a hybrid GSSA model through the development of new skills that cater for customers' every needs.

"It is also very encouraging to see that the digital transformation in our industry is gathering pace," Adrien Thominet continues, "and ECS Group is clearly assisting this acceleration. Cargo Digital Factory, our own incubator, is already offering various tools such as Quantum, Apollo and Pathfinder. But the challenge of digitalization has led us to go further. To help accelerate the development of solutions for our industry, Cargo Digital Factory joined CargoTech early last year, enabling ECS Group to benefit from new solutions and create new synergies."

Summing up 2022, Robert Van de Weg describes it as "Four seasons in one day. We enjoyed a very strong first half year; however, the second half has been more challenging given a flatter market compared to the summer, with falling yields and volumes, particularly out of Asia. An unusual situation for this time of year, and one that will likely remain so for the first half of 2023," he predicts. "We expect Asian exports to pick up again in the second half the of the year, when the US and Europe begin restocking once more."



Adrien Thominet

CHALLENGE GROUP TAKES OFF WITH AMOS

Challenge Group selected AMOS for Challenge Airlines BE, Challenge Airlines IL, Challenge Airlines MT and Challenge Technic.

The airline group's decision to adopt AMOS is further proof of Swiss-AS's position as an ideal technology partner that can assist the Challenge Group with its digital transformation efforts.



The AMOS Airline Edition will enable the airlines to streamline operations, increase efficiency, and reduce overall maintenance costs by improving and digitizing internal aircraft maintenance procedures. As part of the paperless maintenance process, the use of AMOSmobile/EXEC, a touch-optimised add-on to AMOS, will enable the paperless execution of all line and base maintenance activities.

To complete the service package, Challenge Group has chosen Swiss-AS Cloud Hosting, which includes the proven AMOS Operation Services. With the use of secured VPN connections, their AMOS environment will be easily accessible from all their international operational bases. The hosting services are an effective method of eliminating the need for the group to maintain a technical infrastructure on site and enabling it to operate in compliance with the latest security and IT standards.

Yossi Shoukroun, Chief Executive Officer of Challenge Group says, "Challenge Group has defined an ambitious holistic digital innovation strategy for the coming years. The choice of AMOS to accompany our digital transformation in this specific area of our activity is a new step and we are happy to be able to count on a reliable partner who understands our needs and shares our vision".

Challenge Group is aiming to unify all its different entities on a single AMOS environment which will enable the different entities to maximize the synergies and ensure a complete harmonisation of all the processes and data between them.

LIEGE AIRPORT WELCOMES MSC AIR CARGO

MSC has created an air cargo airline as a complementary service to their ocean container shipping solutions. MSC Air Cargo (MAC) will use Liege Airport (LGG) as its European hub and has started its operations at Liège with a first landing on December 3rd, 2022.

Following the delivery of the first of four MAC-branded Boeing 777-200F aircraft that will be operated by Atlas Air. MSC Air Cargo's first Boeing 777-200F will start with 4 rotations per week via Liege Airport. MAC operated their inaugural transatlantic service. It will operate regular services connecting both Mexico City and US airport Indianapolis with Liege. Additionally, round-the-world services will be operated via LGG. These routes will be dedicated to pharmaceutical products, perishable goods and high-value cargo. Handling services at LGG will be provided by Challenge Handling.



With its unique cargo-only strategy, its strategic location at the heart of a large populated area, and benefitting from its many intermodal freight options (air, sea, road and rail), Liege Airport is the hub of a high-density European and global air network. Next 3 aircrafts will be delivered during 2023 and a further increase of weekly MAC freighter calls in LGG is expected.

Laurent Jossart, CEO of Liege Airport, said: "We look forward to supporting MSC as it develops its airfreight business and further enhances its position as a global leader in transportation and logistics. The selection of Liege Airport shows once again not only that it has a prominent place in the world of cargo but also and above all that it is playing an important role in a multimodal vision of logistics. We are delighted to welcome MSC Air Cargo to Liège and to be vital partners in their projects".

ETIHAD CARGO EXPANDS OPERATIONS IN CHINA AND INDIA

Etihaad Cargo has reinforced its commitment to the Chinese and Indian markets, reinstating a twice-weekly freighter service from Shanghai to Abu Dhabi via Chennai starting 8 December. The additional freighter service will provide additional capacity into two key global markets.

"The Indian market is currently booming," said Martin Drew, Senior Vice President Global Sales & Cargo at Etihad Aviation Group. "The country's industrial production is rising and manufacturing output is rebounding, driven by increases in the production of machinery and equipment, motor vehicles and metals, among others. As part of Etihad Cargo's commitment to supporting this key market, the carrier has opened up freighter capacity from Chennai to support increased demand from customers in the region."

This latest addition to Etihad Cargo's network follows the introduction of twice-weekly direct flights to Guangzhou. With the introduction of this destination to the carrier's network, Etihad Cargo became the first international airline to operate long-haul cargo and passenger services to the top three Chinese gateways — Shanghai, Beijing and Guangzhou — since the beginning of the pandemic.

In addition to expanding operations in China and India, Etihad Cargo has continuously reviewed its global network, adding destinations and frequencies, and is optimising freighter utilisation to support key trade lanes and customer demand.



ROYAL SCHIPHOL GROUP APPOINTS JOOST VAN DOESBURG AS HEAD OF CARGO

Royal Schiphol Group has appointed Joost van Doesburg as head of cargo at Royal Schiphol Group, as of March 2023. He succeeds Anne Marie van Hemert, who will be continuing her career outside the group as of February. His appointment is in line with the wishes of Air Cargo Netherlands (ACN) to appoint a dedicated head of cargo that is firmly positioned in the Schiphol organisation. "Van Doesburg will focus entirely on cargo, has extensive experience in the air cargo sector and is very well informed about everything going on at and around Schiphol."



Patricia Vitalis, director airport operations and aviation partnerships at Royal Schiphol Group, said, "Cargo is hugely important for Schiphol and the Netherlands. We are convinced that Joost will successfully represent the interests of the air cargo sector. We have had many discussions over the years, but the common denominator was always that we want to make Schiphol a better place for employees and for the Netherlands."

COOL CHAIN ASSOCIATION APPOINTS MIGUEL RODRÍGUEZ AS TREASURER

The Cool Chain Association (CCA) has welcomed Brussels Airport, Boeing, Singapore Airport Terminal Services (SATS), and Validaide as members and appointed Miguel Rodríguez, Senior Manager Climate Control Products, Qatar Airways, as Treasurer. "CCA is focused on finding new ways to collaborate and back initiatives that deliver tangible results," said Stavros Evangelakakis, Chairman, Cool Chain Association. Our ideas are striking a chord with the industry, and we are pleased to welcome our four new members as part of our movement for change." Miguel Rodríguez brings over a decade of experience in air transport including senior roles in the temperature-controlled supply chain at Etihad Airways and Qatar Airways.



CHALLENGE AIRLINES SAY MERHABA, ISTANBUL!

Challenge Group starts the new year as it means to go on, with an historic, inaugural Challenge Airlines flight out of Istanbul, Türkiye on 25 January 2023. The freighter will carry a mix of Türkiye's main export products: garments, fabrics, and automotive parts, all from key international customers.

This event signifies the start of Challenge Airlines' first scheduled operations out of Istanbul Airport, linking Türkiye to Liège in Belgium, and from there to destinations across Europe, as well as to the U.S. and Far East. From the end of this month onwards, Challenge Airlines will operate two Boeing 747F flights per week – on Days 3 and 7 - totalling a

joint capacity uplift offer of 240 tons.

"As the world's 29th largest exporter with one in two of its exports heading to Europe, Türkiye is a significant contributor to global trade, and Challenge Group, with our established Liège hub at heart of Europe, is a perfect business fit" says Or Zak, Commercial Vice President of Challenge Group. "Some 3 million metric tons are handled at Turkish airports each year. Istanbul, in particular, is deservedly making its way up the international cargo airports ranking ladder, and has long been of strategic interest to us. The airport is a fitting



pioneer for our planned Group expansion on the east side of the globe. Merhaba, Istanbul, and here's to a long and successful service!"

CATHAY PACIFIC CARGO INTRODUCES CATHAY PHARMA

Cathay Pacific Cargo is consolidating and refreshing its comprehensive solution for pharmaceutical customers under a new name, Cathay Pharma, and making it easier to identify all of the possible options for pharma shipments in a more streamlined way.

The refresh follows several busy years in which Cathay Pacific Cargo has brought its innovation and expertise to meet the evolving needs of the pharmaceutical and biotech industries. This has resulted in advances including Ultra Track, the Vaccine Solution and a revamped Priority solution.

Director Cargo Tom Owen said: "With these developments, we felt this was the ideal time to refresh our specialist shipment solution for our pharmaceutical customers. We understand all too well the potential costs in lives and dollars if pharmaceutical shipments don't arrive in perfect condition, and want to ensure that we continuously improve and adapt to industry trends and developments as they happen."

Cathay Pharma offers four transportation temperature ranges to suit the most common types of pharma shipments, including ERT – extended room temperature: +2°C to +25°C – which is newly available in response to industry demand from customers. Cathay Pacific Cargo offers containers from seven supplier partners able to achieve specific temperatures in an operating range from as low as -80°C to +40°C.



This has created the widest choice in Asia for pharma customers.

"With our team of expert handlers and our technologically advanced offering, we are confident that Cathay Pharma is a comprehensive and best-in-class range of specialised and professional air cargo services for temperature-sensitive shipments including life-science deliveries," Owen added. "It is designed to meet exacting customer needs and ensure that high-value and life-saving pharmaceutical shipments arrive in perfect condition."

FINAL BOEING 747 AIRPLANE LEAVES EVERETT FACTORY

The last Boeing 747 left the company's widebody factory in advance of its delivery to Atlas Air in early 2023.

"For more than half a century, tens of thousands of dedicated Boeing employees have designed and built this magnificent airplane that has truly changed the world. We are proud that this plane will continue to fly across the globe for years to come," said Kim Smith, Boeing Vice President and general manager, 747 and 767 Programs.



The 747 has played a key role in Boeing's history of aerospace leadership. Production of the 747, the world's first twin-aisle airplane, began in 1967 and spanned 54 years, during which a total of 1,574 airplanes were built.

At 250 ft 2 in (76.2 m), the 747-8 is the longest commercial aircraft in service. At typical cruising speeds, the 747-8 travels roughly the length of three FIFA soccer fields or NFL football fields, per second.

The final airplane is a 747-8 Freighter. This model has a revenue payload of 133.1 tonnes, enough to transport 10,699 solid-gold bars or approximately 19 million ping-pong balls or golf balls.

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CSAFE FURTHER EXPANDS ITS DIGITAL ECOSYSTEM

CSafe has announced the launch of CSafe Connect and its new TracSafe™ line of data loggers, advancing to the next frontier of CSafe's customer-focused digital ecosystem.

CSafe Connect is a recent evolution of CSafe's cloud-based customer portal through which CSafe customers can place orders, track and manage shipments in real-time, log a support ticket, chat live with support staff, download product data resources and access web-based training.

Patrick Schafer, CEO CSafe said, "We initiated this digital transformation journey three years ago and have kept a keen eye on the future as we continue developing this new cold chain digital ecosystem. What we are launching today is the next logical iteration of our offering



and promise to provide customers what they need to ensure critical medicines are kept safe during their journey to patients. The combination of products, services and tools we offer today has the power to reduce customer product loss, create operational savings, increase speed of delivery and improve

decision-making ability. And that's just the beginning. We are committed to raising the bar for predictive insights, integrated decision-making and enhanced reliability across the pharma cold chain. I am excited about what we have planned for in 2023 and beyond."

CSafe Connect's shipment tracking and analytics are enabled by the TracSafe suite of data loggers, available for single-use, reusable and real-time applications in most CSafe solutions including: CSafe RKN, CSafe

RAP, CSafe APS, Softbox VIP and CGT Ultra parcels. The integrated data loggers and real-time analytics will be implemented across the remaining Softbox parcel and Silverpod pallet shipper lines later this year.

GULF AIR EXTENDS ITS PARTNERSHIP WITH UNILODE FOR ANOTHER 10-YEAR TERM

Gulf Air and Unilode Aviation Solutions have announced the renewal of their longstanding ULD management partnership for another 10-year term.

Gulf Air awarded the management of its ULD fleet to Unilode in 2011. Since then, Unilode has supported Gulf Air's significant fleet growth and route network extension with global ULD supply, management, maintenance and digital services as well as accessories management, led by a dedicated local customer success management team and supported by the global Operations Control Centre. The renewed agreement will see Unilode continue to supply pallets, and lighter weight and more durable AKE containers from its ULD pool to Gulf Air for increased synergies and sustainability benefits. Unilode will also provide speciality containers, which will be dedicated for Gulf Air's exclusive use.

Gulf Air Chief Executive Officer, Captain Waleed Al Alawi, commented: "In the past 10 years of our close cooperation, Unilode

has demonstrated excellent customer-centric attitude and met all our expectations, therefore we are delighted to continue working together with our valued partner. For the success of our airline, it is important to collaborate with strategic partners who share our values and vision, and we are pleased to be able to continue our strong relationship with Unilode's team and ULD solutions for another 10 years."

Unilode Chief Executive Officer, Mr. Ross Marino, said: "Gulf Air is one of Unilode's most loyal ULD management customers, and we are pleased with the extension of our partnership until 2032. Gulf Air is well-known in the industry for its focus on customers and its continuous



improvement, and we are proud that Unilode has been able to contribute to its growth and success. We have strengthened our presence in the region with additional customer success management staff to be able to continue providing the best possible service to our valued partner."

EDWIN VISSER NEW CGO AT DOKASCH

DoKaSch Temperature Solutions announces the appointment of Edwin Visser as new Chief Commercial Officer. With this employment of the new created position, the specialist company for temperature-controlled air cargo containers will further improve its international network of airline and forwarder partners.

"As one of the few suppliers of active air freight containers, DoKaSch Temperature Solutions offers with the Opticooler a highly available and extremely reliable packaging solutions. I see many opportunities for Opticoolers in the global market and I am looking forward to further expanding the already strong network of DoKaSch TS with my extensive experience," says Edwin Visser, Chief Commercial Officer of DoKaSch Temperature Solutions.

"I am excited winning such an experienced industry executive for the team of DoKaSch Temperature Solutions. With the expertise of Edwin Visser along his professional network and entrepreneurial attitude, we are very well positioned to continue our global growth," says Andreas Seitz, Managing Director of DoKaSch Temperature Solutions.

Counting more than 35 years of experience, Visser is a highly experienced manager in the field of air freight, forwarding and temperature-controlled packaging solutions.



MAGMA AVIATION APPOINTS JAMES GILLIARD

Magma Aviation has appointed James Gilliard as Head of Commercial. James brings with him 20 years of aviation industry experience, joining the business following two and a half years at IAG Cargo in London where he was Regional Sales Manager.

Prior to that, James has held a number of senior roles at Etihad Airways, Gulf Air and Jet Airways. His career in air cargo began in 1989 with Cathay Pacific, where he spent almost 18 years.

This experience makes him expertly placed for his new role at Magma Aviation, where he is based at their Gatwick Airport headquarters.

Conor Brannigan, Magma Aviation CEO said, "I really am delighted to welcome James onboard at Magma Aviation. James is extremely well known in the air cargo industry, and his vast experience and knowledge will be essential for Magma Aviation as we move into 2023 and the post-pandemic 'new normal'. I have no doubt that James will excel in his new role, and from myself and all the team at Magma Aviation, I wish him a very warm welcome."



DSV BECOMES FIRST ETIHAD CARGO PARTNER TO PURCHASE SAF

Etihad Cargo has announced that DSV Global Transport and Logistics has become the carrier's first partner to purchase sustainable aviation fuel (SAF) to offset the carbon emissions of its cargo shipment.

Via the book and claim system, Etihad Cargo facilitated DSV's SAF purchase, enabling the transport and logistics provider to offset CO2 emissions and reduce non-CO2 climate impact. Etihad Cargo transported DSV's cargo shipment from Washington Dulles to Abu Dhabi on Etihad's first transatlantic NetZero flight.

Etihad's Boeing 787 "Greenliner" combined SAF with contrail prevention technology from its partner, SATAVIA, to actively manage carbon emissions and non-CO2 climate effects from contrails, or condensation trails, which cause surface warming and are responsible for up to two-thirds of aviation's climate impact.

Martin Drew, Senior Vice President – Global Sales & Cargo at Etihad Aviation Group, said, "Etihad was recently named the

Environmental Airline of the Year, and Etihad Cargo is committed to providing solutions that enable its partners and customers to achieve their sustainability ambitions. Etihad Cargo is witnessing more focus on sustainable air cargo from customers who are seeking to establish partnerships that provide SAF utilisation, carbon offset initiatives and management of non-CO2 climate impact. Etihad Cargo's partnership with DSV to transport cargo utilising the SAF book and claim system has showcased the power of collaboration and demonstrated the future of net-zero aviation. The successful delivery of DSV's shipment has proved net-zero air cargo operations are possible and is the first step in transforming the possible into the routine."



During the three-month trial, Etihad Cargo will share data on fuel burn, load factors and other key variables from flights and cargo shipments and advise on various use cases. IATA and Etihad Cargo will use the world's first cargo-dedicated CO2 emissions calculation tool to manage and report on sustainability progress to provide the entire value chain, including shippers, forwarders, investors and regulators, with reliable and trustworthy data.

TURKISH CARGO SELECTS CARGO.ONE

cargo.one has announced a global partnership that brings Turkish Cargo on board the leading marketplace for digital air cargo bookings.

cargo.one customers worldwide can book capacities across Turkish Cargo's extensive network of more than 340 destinations, 100 of direct cargo - including important centres of commerce in North America, South America, Europe, and



Asia. Already flying its fleet of 20 freighters to more international direct cargo destinations than any other airline, Turkish Cargo plans to increase this from 100 to 120 by 2025. Freight forwarders

can now benefit from the best marketplace booking experience for Turkish Cargo capacities.

Adnan Karaismailoglu, Senior Vice President of Cargo Business Development and Organization at Turkish Cargo comments, "Turkish Cargo's partnership with cargo.one will be expanding our digital footprint and improve sales capabilities. We, as Turkish Cargo, are firmly on a trajectory towards our target to become one of the top three air cargo brands in the world in line with the strategic vision. We believe that cargo.one will support us to drive this growth and further raise the bar for our customers, with enhanced innovation standards for delivering the best new digital alternatives to empower success".

"Moritz Claussen, Founder and Co-CEO of cargo.one added, "This is great news for every freight forwarder - no other platform offers more airlines for live booking than cargo.one, making it not just the most user-friendly, but also the most useful platform out there", he adds.

ETIHAD CARGO ACHIEVES IATA CEIV PHARMA RECERTIFICATION FOR PHARMACEUTICAL LOGISTICS

Etihad Cargo, has been awarded Center of Excellence for Independent Validators (CEIV) Pharma recertification by the International Air Transport Association (IATA). The carrier is one of only 37 airlines to hold IATA CEIV Pharma certification globally.

Martin Drew, Senior Vice President – Global Sales & Cargo at Etihad Aviation Group, said, "Etihad Cargo is proud to achieve IATA CEIV Pharma

recertification following an extensive audit. This industry-wide standard ensures Etihad Cargo's operations and staff comply with all applicable standards, regulations and guidelines expected from pharmaceutical manufacturers. The benefits of CEIV Pharma certification extend to Etihad Cargo's customers, who can be assured the carrier's dedicated pharma cargo management constantly monitor and analyse the quality and safety of Etihad Cargo's PharmaLife product performance.

"Etihad Cargo fully supports Abu Dhabi's vision of becoming a life sciences and pharmaceutical hub. Achieving recertification and providing world-class pharmaceutical logistics solutions demonstrates Etihad Cargo's capabilities in seamlessly transporting life-saving medicines and the latest treatments around the world from the carrier's Abu Dhabi hub."

Frederic Leger, IATA, Senior Vice President Commercial Products and Services, said, "Organisations holding CEIV certification and their customers recognise that CEIV Pharma certification is a key differentiator, highlighting the additional efforts taken to improve service quality and enhance the customer experience. Shippers such as pharmaceutical companies welcome such certification as it gives them confidence in air transport. Etihad Cargo's efforts in achieving recertification support the vision of having a global standard for the safe transportation of pharmaceuticals."



LUFTHANSA CARGO LAUNCHES FREIGHTER SERVICE TO HANOI

Lufthansa Cargo has added Hanoi as a new destination to its global B777F route network for the winter flight schedule 2022/2023 with a stop in Mumbai. Lufthansa Cargo has been flying to Hanoi twice a week since then. In view of the existing twice weekly flights to Ho Chi Minh City, the cargo airline is thus doubling its capacity to Vietnam and is the only carrier to connect the capital Hanoi with Frankfurt. All freighter services to Vietnam are operated by AeroLogic with Boeing 777F aircraft.

"With our freighter connection to Ho Chi Minh City, we have been closely connected to the Vietnamese market since 2015. With our station opening in Hanoi in the north of the country and thus in an advantageous location to the economic highway to North and Southeast Asia, we are ideally supplementing our transport offering for our customers with another direct connection to Frankfurt and thus also to our European and global network.



OUR ATTRIBUTES

YOUR OPPORTUNITIES



- Multi-Billion Dollar Hi-Tech Hub
- No Slots/Curfews/Delays
- Top Perishable Products Hub
- Top U.S. International Freight Hub
- Multi-Billion Dollar Pharama Hub
- Top Latin American/Caribbean Hub
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- Major North American E Commerce Hub

