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# CARGO

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75 years of leading  
the cargo industry

**Eastern airlines**  
Launch Eastern Air Cargo

**Lufthansa Cargo**  
offers all customers CO<sub>2</sub>  
neutral freight shipments

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## CARGO NEWSWIRE

Volume 11 | Issue 12 | September 2021

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## Air Cargo Load Factors Soar in September as peak Season Demand Steps up a Gear

Air cargo load factors and airfreight rates continued their expected peak season climb in September, according to the latest global market data from industry analysts, CLIVE Data Services.

CLIVE's 'dynamic loadfactor' – which measures both the volume and weight perspectives of cargo flown and capacity available to produce a true indicator of airline performance – rose to 68% in the last week of the month, higher than any pre-covid peak season level since CLIVE began sharing data in May 2018.

As in previous months, CLIVE's latest market intelligence reports air cargo market performance to pre-covid 2019 levels, as well as 2020 year-over-year comparisons, to provide meaningful analyses of the current conditions. Data for September 2021 shows chargeable weight of +1% vs 2019, on a par with recent months, slowly tapering the gap to September 2020 volumes to +14% following the +23% and +19% levels reported in July and August 2021.

Capacity remained constrained at -13% versus the pre-covid level seen in September 2019, while in August it was still -16% versus 2019, although this more reflects the reduction in capacity in 2019 because of the ending of the summer season than an increase in capacity in 2021. Compared to August 2021, global air cargo capacity was more-or-less flat on a like-for-like basis month-over-month.

The dynamic load factor for September overall remained at 66% – but saw a strong upward trend towards the end of the month. This growing demand was reflected in continued higher pricing levels, with the average

rate in September 2021 following a similar trend to the previous month at more than double the average rates (+113% pts) in 2019. Versus 2020, following the + 15% pts rise in rates in August, September saw a +26% pts increase as demand vs. supply further improved the 'sellers' market', highlighting the strain on the air cargo supply chain.

*"This September data shows just the early stages of the typical Q4 surge, but many signals and commentaries seem to suggest that this will not be a 'typical' peak season. The recent week-over-week increase in load factor is a significant jump by any standards and shows the pressure on the air cargo supply chain is clearly further heating up. If airlines are micromanaging their capacity right now, they can benefit from it quite substantially," said*

**Niall van de Wouw, CLIVE's  
Managing Director.**

He added: "Currently, air cargo capacity is still largely controlled by cargo departments of airlines, and I see no reason why this will change in the immediate term. We might, however, not be too far away from this starting to change as certain lanes traditionally dominated by passenger flights begin to open up again for passenger travel, like the transatlantic. This is obviously extremely important to the long-term health and survival of passenger airlines, but it will also be a bittersweet moment after the heroics of the cargo industry. The role of air cargo within the airline boardroom will likely start to recede and impact the demand vs. supply ratio once again."



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We are on    

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Amazon on Wednesday debuted its \$1.5 billion air hub in northern Kentucky. The hub will serve as the central nerve of Amazon's U.S. air cargo operations, allowing it to speed deliveries even further to more corners of the country.

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In anticipation of the upcoming e-commerce peak season where DHL Express expects orders and sales to rise significantly, the world’s leading international express service provider has expanded its airfreight capacity within Asia with a newly converted B737-800 freighter.



## Becoming more sustainable together: **Lufthansa Cargo offers all customers CO<sub>2</sub>-neutral freight shipments**



*Sustainable Aviation  
Fuel and CO<sub>2</sub>  
compensation now  
bookable worldwide*

**F**rom now on, all Lufthansa Cargo customers can opt for CO<sub>2</sub>-neutral transport of their freight. In addition to the use of Sustainable Aviation Fuel (SAF), the company also offers certified offsetting projects to avoid or compensate for the fossil CO<sub>2</sub> emissions generated during airfreight transport from the outset. The add-on service "Sustainable Choice" is available on all routes with a freighter segment, for all product groups and all customers worldwide. Customers

can offset or show the corresponding CO<sub>2</sub> emissions proportionately in their own carbon balance.

*“For the transport of air freight, we are striving for 100 percent CO<sub>2</sub> neutrality. However, we will only achieve this ambitious goal together with our customers. Therefore, we are very pleased to now be able to offer everyone a way to contribute to reducing their own carbon footprint,” said **Dorothea von Boxberg, CEO of Lufthansa Cargo**. “Already in recent months, we have observed an increasing demand for Sustainable Aviation Fuel. These requests confirm to us that the use of sustainable aviation fuels is an essential component for climate neutrality in air freight.”*

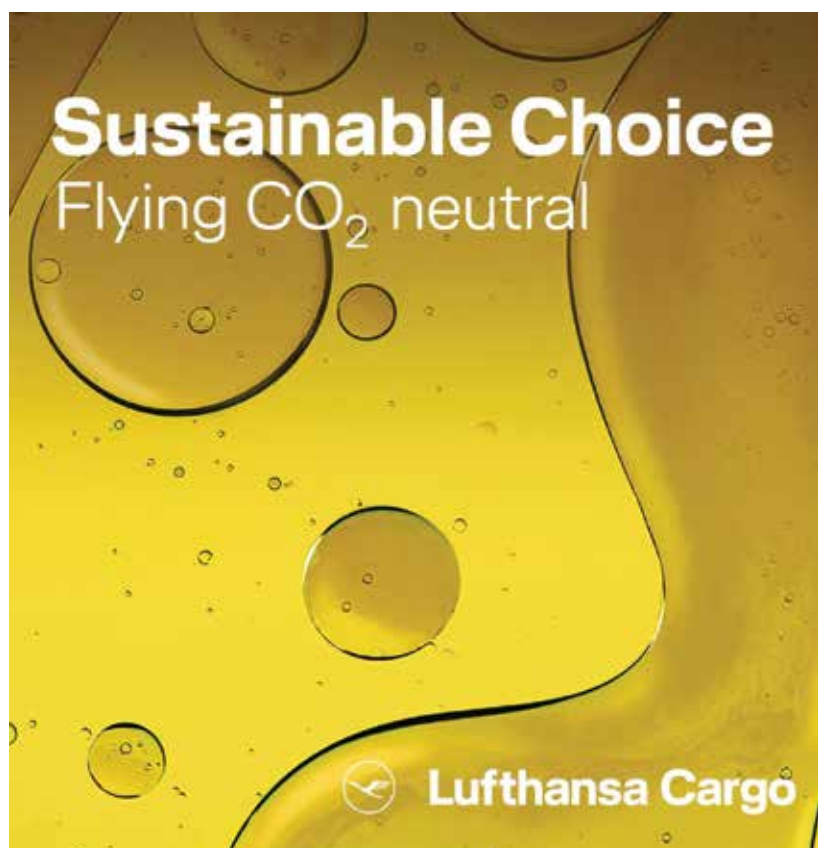
Lufthansa Cargo currently offers two options for transporting shipments more sustainably. When using Sustainable Aviation Fuel, a certain amount of sustainable bio-fuel is mixed with conventional kerosene, thus avoiding fossil CO<sub>2</sub> emissions that normally occur when conventional kerosene is burned. In addition, further CO<sub>2</sub> emissions that arise, for example, during the production and transport of SAF, are offset through compensation with environmentally-friendly climate protection projects. The complete CO<sub>2</sub> neutrality of a freight shipment can be achieved either by combining both options or by 100 percent compensation in climate protection projects.

Already during the booking process, customers can use a CO<sub>2</sub> calculator to determine the CO<sub>2</sub> footprint for each shipment flying with Lufthansa Cargo. Possible routes can be compared with regard to their CO<sub>2</sub> emissions. Customers can then choose to have their freight transported CO<sub>2</sub>-neutrally for an additional charge as part of their booking. The Sustainable Choice service also includes the option for customers to have a CO<sub>2</sub> report drawn up afterwards to provide an overview of all the CO<sub>2</sub> emissions of the shipments they have transported. In addition to the total CO<sub>2</sub> emissions, the report also contains a breakdown by mode

of transport. With such a CO<sub>2</sub> report, customers are also able to compensate for CO<sub>2</sub> emissions afterwards for completed freight transports.

As early as November 2020, Lufthansa Cargo carried out the first 100 percent CO<sub>2</sub>-neutral commercial freight rotation from Frankfurt to Shanghai and back together with DB Schenker. Since April 2021, weekly CO<sub>2</sub>-neutral freighter connections between Frankfurt and Shanghai have also been available. The freight crane is committed to the Sustainable Development Goals of the United Nations and actively promotes five selected sustainability goals, including “Climate Action. In addition, Lufthansa Cargo supports the ambitious CO<sub>2</sub> reduction goals of the Lufthansa Group: By 2030, the CO<sub>2</sub> balance is to be reduced by half compared to 2019 - the cargo airline is working to reach this milestone even sooner. In the long term, climate neutrality is the common goal.

For a long time, Lufthansa Cargo has been working to keep its own CO<sub>2</sub> footprint as small as possible. The company invests quite substantially in continuous fleet modernization: By the end of 2021, Lufthansa Cargo will have converted its entire fleet to freighters of the type Boeing 777F - currently the most modern and efficient freighter with the best environmental balance. To reduce the fleet's carbon footprint even further, all B777Fs will be equipped with Sharkskin technology from 2022. The innovative AeroSHARK



foil, which is modelled on sharkskin, reduces the frictional resistance of the aircraft in the air and thus reduces fuel consumption. In the Lufthansa Cargo fleet, this enables annual savings of about 3,700 tons of kerosene or nearly 11,700 tons of CO<sub>2</sub> emissions. Since 2020, Lufthansa Cargo has also been using lightweight containers exclusively in its flight operations. The weight reduction on board is considered a significant factor influencing the CO<sub>2</sub> balance. In addition, Lufthansa Cargo established a global, company-wide environmental management system between 2008 and 2015 that takes into account all environmentally related processes and thus integrates all employees worldwide. This was certified again in 2020 according to the internationally recognized ISO standard. Within the framework of this environmental management system, numerous measures have been successfully implemented in recent years, such as the procurement of green electricity throughout the German-speaking region.

# Equine champions fly home on Emirates SkyCargo

- Air cargo carrier operated a total of 16 flights over seven weeks to fly horses for the Olympic and Paralympic Games
- 316 horses flown from Liege to Tokyo and 323 flown from Tokyo to Liege
- Effort concludes more than 18 months of planning
- 157 grooms, 160 tonnes of equipment, 336 horse stalls flown on the charters

**O**n the afternoon of 2nd September, EK 9497, an Emirates Boeing 777 freighter transporting 40 horses from Haneda Airport landed at Liege Airport. This was the last of the 16 flights that Emirates SkyCargo operated to transport champion horses between Liege and Tokyo, bringing to a successful close one of the largest horse charter movements in the history of air transport.

**Nabil Sultan, Emirates Divisional Senior Vice President, Cargo**, said: *"Emirates SkyCargo is delighted to have successfully wrapped up the horse charters for the world's most prestigious sporting event. It was a monumental effort from our team requiring months of planning and coordination with our partners and authorities to make sure that these international equine champions were given the best care and flight experience. We drew upon*

*our extensive experience flying horses for sporting events across the world for the last two decades to operate the 16 flights between Liege and Tokyo."*

Emirates SkyCargo transported 316 horses on eight flights from Liege to Tokyo and 323 horses on an equal number of flights for the return journey over a period of seven weeks with the first flight operated on 13th July and the last operated on 2nd September.

The 16 flights were operated by three Emirates Boeing 777 freighters in a high-density configuration (A6-EFG, A6-EFH, and A6-EFK) allowing for between 9 and 11 grooms to fly with and look after the equine guests on each flight. In all, 157 grooms flew on the charter flights between Liege and Tokyo.

A total of 60 Emirates flight deck crew operated the 16 horse charter flights. The air cargo carrier also transported 336 horse stalls, more than 160 tonnes of special equipment, and food and drink for the equine champions on its flights.

Emirates SkyCargo worked with Peden Bloodstock and the Federation Equestre Internationale (FEI) closely over 18 months to finalize the





details of the charter flights and to ensure that the horses would travel in a comfortable and stress-free environment and be ready to hit the ground running on arrival.

The charter planning team at

Emirates SkyCargo ensured the entire operation ran like clockwork, including securing available aircraft, flight deck crew, loadmasters, and technical ground support teams. As it was also the first time Emirates SkyCargo

operated cargo flights with horses to Haneda Airport, the air cargo carrier coordinated extensively with the local authorities to make sure that the unloading and loading of the horses took place smoothly.

Emirates is one of the world's leaders in the air transportation of horses for sporting events. The carrier has developed Emirates Equine, a specialized product for the calm and comfortable transportation of horses on its Boeing 777 freighter aircraft which complies with IATA Live Animal Regulations (LAR) and all other applicable guidelines.

Emirates SkyCargo is the airfreight division of Emirates. Through its state of the art hub in Dubai, Emirates SkyCargo transports cargo to over 140 destinations across a global network spanning six continents. The air cargo carrier offers customers cargo capacity on its modern fleet of all widebody Boeing 777 and Airbus A380 aircraft.

## Airlink Cargo South Africa and Astral Aviation Limited Sign Interline agreement

**A**irlink Cargo South Africa and Astral Aviation have signed a broad interline agreement connecting the networks of the two companies. This new commercial partnership is bound to boost airfreight cargo logistics in Africa, providing more options and access to the Sub-Saharan market through the two airlines' hubs in Johannesburg and Nairobi.

Thanks to the interline agreement, which was effective from 1st August 2021, Airlink Cargo is widening its network with Astral Aviation to include Dubai in the United Arab Emirates.

Furthermore, Astral Aviation will have access also to many services operated by Airlink Cargo beyond Johannesburg to Beira, Tete, Pemba, and Maputo (Mozambique); Cape



Town, Port Elizabeth and Durban (South Africa); Lubumbashi (Congo DRC); Gaborone (Botswana); Victoria Falls and Harare (Zimbabwe); Ndola and Livingstone (Zambia); Maseru (Lesotho); Antananarivo and Nosy

Be (Madagascar); Walvis Bay and Windhoek (Namibia).

**According to the Chief Executive Officer of Astral Aviation, Mr. Sanjeev Gadhia,** "The interline agreement will offer new opportunities and connectivity into Airlink's network which comprises various points in South Africa, Mozambique, Botswana, Zimbabwe, Zambia, Lesotho, Madagascar, and Namibia."



# Digital Test Field strengthens Germany as an airfreight location

Lufthansa Cargo is part of the new, federal research project “Digital Test Field Air Cargo” of the German Federal Ministry of Transport (BMVI), which is coordinated by the Fraunhofer Institute for Material Flow and Logistics (IML). The aim is to increase the efficiency and performance and competitiveness of air cargo in Germany by improving the networking of all the players involved and digitizing processes.

Air cargo has proven its systemic relevance for supplying the German and European economy and society during the pandemic. However, air cargo in Germany is in fierce competition with locations and providers in Europe and the world. Digitalization or artificial intelligence are therefore important prerequisites for improving performance and also make valuable contributions to climate and environmental protection. For this reason, the German Federal Ministry of Transport published the Innovation Concept Logistics 2030 in 2018 and, among other things, held out

the prospect of testing a Digital Test Field Air Cargo. Lufthansa Cargo has espoused the realization of it in the Innovation Commission of the BMVI and with partners from logistics and research.

*“We are pleased that the Federal Ministry of Transport has clearly committed itself to air freight in Germany with the Digital Test Field Air Cargo. We want to contribute to further strengthening Germany as a business location. That is why we are contributing our many years of experience in digitalization along the supply chain to this nationwide project and ultimately also want to set international standards. Digitalizing air freight further also means making it more sustainable. To this end, we see great potential in optimized data exchange between all partners in the airfreight transport chain, for example, which we want to leverage,”* said **Harald Gloy, Lufthansa Cargo’s Executive Board member for Operations and Human Resources and a member of the BMVI’s Innovation Commission.**

*Lufthansa Cargo contributes many years of digitalization expertise to Federal Ministry of Transport and Digital Infrastructure (BMVI) project*

Within the project, Lufthansa Cargo is focusing on intensified data exchange between all partners in the transport chain, even beyond the roles that have been typical in the transport process to date. This data exchange is the basis for all data-driven optimizations and AI-based applications.

For example, digital accompanying documents from manufacturers to consignees will be made available to all parties by using IATA’s new, open ONE Record standard. This standard was significantly co-designed by Lufthansa Cargo. Likewise, temperature data, position data, and photos of the entire transport chain are to be made available in order to identify and solve problems earlier. This can increase transparency and make processes and capacities more efficient through better forecasts and higher data quality. Eventually, this also leads to a reduction in CO2 emissions.

The association of different players covering the entire air cargo logistics, including pre-carriage and onward carriage, enables the “Digital Test Field Air Cargo” to contribute and take into account perspectives and requirements for further developments from the entire industry. This creates the opportunity to develop digitization solutions across locations and at the same time prepares the ground for implementation in existing process flows.



# Air France KLM Martinair Cargo introduces HERE TO CONNECT

It hardly needs to be repeated that the pandemic has wreaked waves of disruption across the world. Our ways of living, working, and communicating have been significantly impacted on an unprecedented scale – and the cargo industry has been no exception. However, we cannot let disruption become disconnection.

Connection is our purpose and our mission. At Air France KLM Martinair Cargo, we are Here to Connect – to our partners, our customers, and our staff. The pandemic has reinforced the importance of connection, the resilience of our industry, and the industriousness of those who work with and within it.

Our connections sustain the world's connectivity. With 295 shipping destinations across 110 countries, 3,500 cargo employees, and 453 aircraft – which carried over one million tons of cargo in the past twelve months – Air France KLM Martinair Cargo isn't just the world's most extensive global cargo network: it's an engine of connectivity.

**Adriaan den Heijer, Executive Vice President Air France KLM Cargo** explains: *"We thrive on logistical, digital, and personal interconnection. No matter the size of the disruption, we cannot afford to be disconnected – either externally, from our customers*



*and stakeholders, or internally, from one another. That's why we are working to connect with the environment, across the globe, and into the future."*

*"Logistical connections enable human connections. We want to serve customers when, how, and where it matters most to them, enabling them to make their connections across the globe. We put customers in control of their own shipments through simple, transparent online tools in myCargo, making it easier than ever for forwarders to book and track their connections. Moreover, we are continually working to connect to new customers and become their go-to global cargo carrier of choice."*

*"We are dedicated to enabling more sustainable connections across the*

*world. AFKLMP Cargo's Sustainable Aviation Fuel Programme (SAF) connects partners in the cargo industry, in a joint effort to reduce CO2 emissions on a yearly basis.*

*"During the pandemic, our work has been more important than ever, transporting vaccines and other specialized cargo needed to help in the global fight against the virus safely and securely, via our expanded and fortified IATA/CEIV Pharma certified control chain."*

*"The success of our business is determined by the strength of our connections. That's why we want to reinforce our commitment to keeping you connected, whatever happens. Air France KLM Martinair Cargo – we are Here to Connect."*

# Emirates SkyCargo upgrades customers to a seamless booking experience with CargoWise

*Starting September 2021, customers can directly access Emirates SkyCargo's flights and capacity inventory to make bookings through the CargoWise platform*



Emirates SkyCargo is launching a new technical solution for its customers that will enhance user experience and the efficiency of the booking process for cargo shipments.

Working with WiseTech Global, a leading provider of software solutions to the logistics industry, Emirates SkyCargo will be providing direct access to its flights and inventory for cargo customers through the CargoWise platform. Customers will now be able to make cargo bookings directly on the platform for a majority of their cargo requirements after completing a short registration process.

*"At Emirates SkyCargo, we are always looking at ways to make every stage of the transportation process more efficient – from the time of booking the shipment to the delivery of the cargo to the consignee. We are delighted to work with WiseTech to connect the CargoWise platform to our own Emirates SkyChain system, allowing customers enhanced direct access to search for flights and make bookings*

*directly with Emirates SkyCargo without requiring any other touchpoints. This will save time and effort for our customers and for our global teams and at the same time help avoid any unnecessary confusion and inefficiencies in the booking process,"* said **Nabil Sultan, Emirates Divisional Senior Vice President, Cargo.**

Scott McCorquodale, Chief Automation Officer, Air Cargo at WiseTech, said: "As the platform of choice for many of Emirates SkyCargo's major customers, this connection is a testament to CargoWise's penetration in the market. Adding to our growing number of airline-direct ebooking connections on the CargoWise platform, over time, all CargoWise users will have access to Emirates SkyCargo's flight schedules, rates, availability, and real-time eBooking functions. Working together, this connection provides ease of access to timely data at the user's fingertips, translating to increased efficiencies and productivity, and importantly, informed decision making."

Emirates SkyCargo has commenced roll-out of customer access to the CargoWise platform in a phased manner from 1 September 2021. By the end of September, the majority of Emirates SkyCargo's global customers using CargoWise will be able to make bookings on Emirates SkyCargo through the platform.



# Qatar Airways Cargo Expands the Implementation of WebCargo by Freightos across all its Regions

To date, the cargo carrier introduced eBookings by WebCargo in Europe, South Africa, and the USA

**Q**atar Airways Cargo announces the further rollout of third-party eBooking platform, WebCargo by Freightos across the rest of the world\*, effective 23 August 2021. Forwarders in the carrier's worldwide network will be able to place eBookings from both, its online and offline origins with access to live rates and capacity on the WebCargo platform. This will enhance their booking experience with the airline, resulting in higher efficiencies and real-time responses for availability.

**Qatar Airways Chief Officer Cargo, Mr. Guillaume Halleux** said: "Within a short span of six months, we will complete our global rollout of WebCargo by Freightos on 23 August and I am proud of all our teams who have worked dedicatedly all these months to ensure a successful implementation. At Qatar Airways Cargo, the customer is at the core of all our activities and we will continue actively with our digitalisation initiatives for the benefit of our customers."

**Freightos Group CEO Mr. Zvi Schreiber** commented: "Qatar Airways Cargo has been working closely with us to bring digitalisation and transparency to as many freight forwarders as possible since their launch of WebCargo by Freightos earlier this year. We are proud to now be expanding our



partnership to include an additional 39 countries, allowing key markets such as India, Japan, and Latin America direct access to real-time pricing, capacity, and eBookings on the world's largest cargo airline."

Since launching WebCargo in February 2021 across France, Germany, Italy, South Africa, Spain, and the Netherlands, the airline has been quick

to implement WebCargo across several countries in Europe and most recently, the USA\*\* in July 2021. The global implementation across the carrier's network will cover 72 countries where customers will have instant access to capacity and pricing.

Digitalization is a key pillar of the carrier's strategy as it moves towards more systems that allow for dynamic pricing, automatic quotations, seamless integration, and enhanced reporting. The rollout of WebCargo's eBooking platform across its network in a short span is an important digitalization milestone for the airline.

\*Implementation excludes: Algeria, Armenia, Bosnia and Herzegovina, China (except Beijing), Colombia, Djibouti, Ecuador, Ethiopia, Ghana, Macau SAR, Namibia, Nigeria, Russia, Seychelles, Slovakia, Slovenia, Sudan, Uganda

\*\*Implementation for the USA includes online points only





From one DC-3 to a fleet of over 800 aircraft,



# Delta celebrates **75** years of leading the cargo industry

**S**eventy-five years ago, Delta made its official but humble entry into the cargo business: 200 pounds of freshly picked mushrooms loaded aboard a DC-3 destined for Atlanta, making farm-to-table a possibility decades before it became a culinary hashtag.

That first week of operation in 1946, the airline carried a little bit of everything to customers across the U.S.: a 64-year-old, \$1,500 soup tureen; 1,100 pounds of auto parts filling six crates; 450 pounds of candy; a box of silver coins. Delta planes had served the Allied

cause during World War II, transporting everything from food and surgical supplies to weapons and auto parts overseas. That helped give Delta what was needed to turn cargo transport into a full-fledged business.

In the decades since, the cargo team has marked a number of milestones, including:

1950-1953: Delta volunteers to ship blood donated through the American Red Cross to United Nations forces during the Korean War.

1953: The international cargo service launches, with flights to the Caribbean and Venezuela.

1954: Disaster relief efforts for the Haitian community after Hurricane Hazel.

1958: Frank Taylor becomes Delta's first air freight passenger, flying with a shipment of roses from Philadelphia to Atlanta.

1959: "King" becomes the first dog to fly on a commercial jet from Houston to New York City.

1966: A Delta L-100 cargo plane carries NASA's Surveyor 3 spacecraft from Los Angeles to Cape Kennedy, Florida, launching site - the first time a spacecraft was carried by regular commercial aircraft.

1970: The launch of DASH, which has become Delta's most popular cargo product.

1986: Delta makes history in 1986 when U.S.-manufactured cars begin shipping to Germany via a U.S. air



carrier. Two Corvettes were shipped on a L-1011-500 flight from Dallas to Frankfurt, with two Firebirds on the following flight.

1998: Delta launches the first international cargo alliance with Swissair, before becoming a founding member of SkyTeam Cargo in 2000.

2017: Delta opens its first Cargo Control Center to improve customer experience.

2017: Launch DASH Critical, with distinctive pink packaging, marking priority shipments.

*"The airline has grown, and the nature of our Cargo business has changed significantly over the last 75 years, but we are still in the business of providing Best-in-Class service to our customers with any of their freight and logistics needs - large or small," said **Robert Walpole, Vice President, Delta Cargo.** "We are here to support our customers and communities in the U.S. and across the globe. We look forward to another remarkable 75 years."*

Today, Delta Cargo offers access to industry-leading shipping solutions and carries on average 2.2 billion cargo tons every year. Whether it's transporting life-saving pharmaceuticals, organs for transplant, fresh flowers, seasonal produce, or beloved pets, Delta Cargo's strong product portfolio provides world-class service for every customer's needs.

The team also regularly assists with humanitarian efforts in the communities it serves, carrying over 800,000 pounds of supplies to cities in need after Hurricane Maria struck in 2017. Delta also has carried essential protective equipment and medical supplies around the world during the COVID-19 pandemic.





# Etihad

## Transports Manchester City Player Statues From Across The World To Manchester

- Statues transported to the Etihad Stadium ahead of their installation later this week
- Large scale creations of club legends Vincent Kompany and David Silva were designed and built by award-winning sculptor Andy Scott
- Entire design and build process has been conducted remotely at Andy Scott's studio in Philadelphia, USA
- Carefully separated and packaged up, the statues were flown from Chicago to Frankfurt by Etihad Cargo and from then on by road to Manchester
- Etihad's expertise in cargo transport and logistics key to successful delivery of statues

Manchester City has teamed up with long-standing partner, Etihad Airways in the international transportation of two player statues from across the world to Manchester.

The large-scale statues of club legends Vincent Kompany and David Silva have travelled 5,778 miles from the United States to Manchester ahead of their installation at the Etihad Stadium later this week.

Glasgow born and raised, but now operating from his studio in Philadelphia, Sculptor Andy Scott was appointed by the Club 15 months ago to bring the player legends to life in sculpture form. Uniquely, the entire process from commissioning, to design and build has been conducted remotely due to travel restrictions relating to the global pandemic.

Following completion of the statues in Philadelphia, the complex work of logistics and transportation began with Etihad Cargo exclusively providing dedicated and end-to-end service throughout the entire process. Carefully separated into four parts and meticulously packaged, these sizeable statues were trucked from Andy's studio in Philadelphia to Chicago, loaded onto a Boeing 777 Freightier and flown to Frankfurt and then transported by road to Manchester.

Etihad Cargo's expertise in special delivery together with the utilisation of their extensive global network ensured that the statues were delivered on site and on schedule, ready to be installed for the Club's unveiling on Saturday 28th August.

**Commenting on Etihad's support in the delivery process, Manchester City's Director of Infrastructure Ed Dalton, said:**

*"These statues are bespoke and premium pieces of art that have been 15 months in the making. The precious nature of the pieces together with their sheer size and weight, meant that their transportation across the world to Manchester was always going to be a challenging and complex process.*

*It was vital that we had an organisation with the appropriate logistical know-how, a global network and a team of people with the requisite experience and expertise to take on a project of this kind.*

*Etihad Cargo's dedicated team have worked with the Club closely throughout this process and have been the perfect partner - highly organised, professional and collaborative and we are extremely grateful for their invaluable assistance."*

**Martin Drew, Senior Vice President Sales and Cargo, Etihad Aviation Group, added:**

*"The Etihad Cargo team is extremely proud to have been chosen by Manchester City to transport this unique*

*cargo shipment.*

*As partners to Manchester City for more than twelve years, we have watched at close quarters and in admiration at what Vincent Kompany and David Silva have achieved for the Club. Our team was therefore even more excited by this unique opportunity.*

*The complexity of this operation involved months of planning and technical expertise in close cooperation with the Club. The successful delivery of this highly-confidential consignment demonstrated the teamwork capabilities within the Etihad network.*

*We are all excited to see these statues unveiled having delivered them safely to what will become their permanent home."*

## Gulf Air renews for CHAMP Cargospot Suite



**G**ulf Air, the national carrier of the Kingdom of Bahrain, has signed a multi-year agreement to renew CHAMP's flagship Cargospot suite – which includes Cargospot Airline, Handling,

and Revenue Accounting. The carrier – and customer of over two decades – will also implement the newly developed ebooking engine, Cargospot Portal, as well as Cargospot Business Intelligence.

*Carrier will streamline services via CHAMP Portal solution*

Cargospot Portal will extend the services provided by Cargospot directly to Gulf Air's customers in its own branding. Services include availability with price, bookings, master/house air waybills, tracking, and other related capabilities. The carrier will give its customers total control over their bookings, thereby accelerating the process and response times, while increasing administrative and operational efficiency.

*"We are pleased to continue our relationship with CHAMP," says **Vincent Coste, Chief Commercial Officer at Gulf Air.** "Gulf Air is eager to take full advantage of CHAMP's newest technologies – gaining the ability to have the most up-to-date services available. With these*

*solutions, we have all the information and data at our fingertips – anywhere we need it."*

*"CHAMP is honored to continue its relationship with Gulf Air," says **Nicholas Xenocostas, Vice President Commercial and Customer Engagement at CHAMP Cargosystems.** "Our support to our customers extends to more than just our solutions. Being trusted to implement the latest technologies and benefit from our services, is a testament to our long-term relations."*

CHAMP's Cargospot ecosystem continues to evolve through the introduction of new interoperable technologies, such as APIs, portals and IoT-based applications.



# AirBridgeCargo

## extends global partnership with WFS

**A**irBridgeCargo Airlines (ABC) has awarded a 10-year cargo handling contract to Worldwide Flight Services (WFS) in Liege, further extending the all-cargo airline's global strategic partnership with WFS, the world's largest air cargo handler.

Under the terms of the new contract, as well as handling import and export cargo on AirBridgeCargo's 15 Boeing 747 freighter flights a week, connecting Liege with prime markets

in North America and Asia Pacific, WFS has subleased half of ABC's new cargo terminal at the Belgian airport to support its other handling clients.

In Liege, WFS provides both cargo and ramp handling, supported by the facility's location next to the airport's freighter parking area.

The building provides a dedicated pharma zone for temperature-controlled products and will also enable the highly-trained WFS team to meet

the special handling requirements of ABC for shipments such as high value and perishable cargoes.

*"We are extremely proud that AirBridgeCargo Airlines and Volga-Dnepr Group are making this long-term commitment to working with WFS," said **Barry Nassberg, WFS' Group Chief Commercial Officer.***

*"This 10-year contract in Liege follows our announcement in June of a three-year handling agreement with ABC at our new cargo terminal in Atlanta.*

*"These types of contracts provide stability for both partners, are great news for our employees, and enable us to support AirBridgeCargo's long-term growth strategy which requires us to deliver high quality, reliable and innovative cargo handling services for its global customers.*

*"We thank ABC for giving us this great opportunity, which supports our own long-term plans in Belgium."*

# Etihad Engineering and IAI team to provide P2F conversions



**E**tihad Engineering, the largest commercial aircraft maintenance, repair and overhaul (MRO) services provider in the Middle East, has signed a strategic partnership with Israel Aerospace Industries (IAI), to provide Passenger to Freighter (P2F) conversions on Boeing 777-300ER's.

In 2019, IAI and GE Capital Aviation Services (GECAS) announced the launch of the Boeing 777-300ERSF, a programme which established a P2F conversion dubbed 'The Big Twin' denoting its status as the largest ever twin-engine freighter.

Etihad Engineering will capitalise on their expertise and extensive capabilities for the specialised Boeing 777-300ERSF conversion.

In the initial stage of the partnership, Etihad Engineering will facilitate two conversion lines accommodating multiple aircraft conversions per year.

**Tony Douglas, Group Chief Executive Officer, Etihad Aviation Group**, said: "The Boeing 777-300ERSF is not only extremely attractive to customers but a technological breakthrough, given that it's the first in

its size category to offer extensive cargo solutions.

"Not only do we see the demand, but we view it as a greener, more profitable, highly innovative solution for our airline customers, and an excellent way to drive value for our business."

**Abdul Khaliq Saeed, Chief Executive Officer, Etihad Engineering**, said, "We are delighted to announce our partnership with IAI which maximises the potential of our highly skilled workforce and reinforces Etihad Engineering's position as a centre of excellence in Abu Dhabi in line with Abu Dhabi's economic vision 2030.

"Our commitment to the P2F programme demonstrates our confidence in the ability of IAI to deliver long-term value enhancement of the B777-300ER's in the global fleet."

**Boaz Levy, President & CEO, Israel Aerospace Industries**, said "The Abraham Accords have given IAI the opportunity to expand its global activity to the Gulf region.

"IAI is active in over 100 countries across the world. Establishing the conversion site in partnership with Etihad Engineering is a testament to

IAI's strong ties with the UAE and strengthens its foothold in the region.

"I am confident that this agreement will lead to many more partnerships with local companies in the Gulf States, which will grow our business in the region."

**Yossi Melamed, Executive Vice President and General Manager, Israel Aerospace Industries Aviation Group**, said, "IAI's Aviation Group, the world's leading cargo conversion provider, has begun the structural modification of Boeing 777-300ERSF in cooperation

with GECAS to provide a leading professional solution to the air cargo industry.

"Over many years, Etihad Engineering has received the highest professional regard from IAI's Aviation Group.

"The Abraham Accords have enabled us to meet the company's managers first-hand, to see their ability and dedication, in addition to witnessing the company's great capabilities in the field of jet maintenance.

"The agreement we signed adds a significant tier to the relations between Israel and the Gulf States.

"I have no doubt following this agreement, additional agreements with companies in the region will arrive, and they will economically benefit the sides involved. "I would like to thank Tony Douglas, the company's CEO, and my friend Abdul Khaliq Saeed for the energy they invested in bringing to fruition the first cooperation agreement between IAI and Etihad Engineering. "I eagerly await the moment when B777-300ERSF jets converted jointly by IAI and Etihad Engineering will take to the skies and serve clients all over the world."

# AirBridgeCargo Airlines finds the solution to transport 38 RAP containers with diabetes treatments to keep uninterrupted Health Care Supply Chains amid disruptions in major Chinese Airports

*AirBridgeCargo Airlines (ABC), part of Volga-Dnepr Group and one of the leaders in healthcare transportations, has found the solution for the transportation of large batch with diabetes treatments for its long-standing partner, Bollore Logistics, when the latter turned to ABC for assistance amid the disruptions in ground handling operations in major Chinese airports.*

With the cancellation of scheduled passenger flights due to the COVID-19 Delta variant outbreak in Shanghai, Beijing, Hong Kong, and other Chinese cargo hubs, and, consequently, ground handling failures, Bollore Logistics has managed with the collaboration of ABC team to transport 25 tons of much-needed Diabetes treatment for one of the biggest American Pharmaceutical companies. AirBridgeCargo has urgently organized a charter flight en-route Milano (Italy) – Shanghai (China) with a mix of Envirotainer and DoKaSch containers loaded on the main deck of Boeing 747 freighter.

**Yulia Celetaria, Global Healthcare Director of Volga-Dnepr Group**, comments: 'Even though the world has been slowly coming back to normal life, supply chain disruptions

*are still taking place. In times like this, we are always here to support our customers with timely and effective logistics solutions. Thanks to aligned relations with the leading container providers, a team of local experts, support of ground handling partners we were able to organize a dedicated charter with one of the life-saving medicines which is as important for us as vaccines and other healthcare products'.*

For the first 6 months of 2021, AirBridgeCargo managed to transport over 25.000 tons of healthcare products. Today, Volga-Dnepr's global healthcare team supports customers across the globe with effective logistics solutions for various cargo, such as vaccines, PPE, laboratory, equipment, MRI/MRT machines, blood samples and beyond.



# Air Bridge Cargo Airlines Completes a series of Charter flights with packaging machines for Covid-19 associated items



AirBridgeCargo Airlines, part of Volga-Dnepr Group and one of the leaders in air transportations for the healthcare sector, has accomplished five Boeing 747F charter flights with packaging machines for COVID-19 associated materials from Frankfurt (Germany) to Atlanta (USA).

Over 200 tons of machinery was delivered under the National Healthcare Association project in cooperation with Geis Air + Sea GmbH to support local production facilities with efficient and viable packaging solutions.

**Yulia Celetaria, Global Healthcare Director of Volga-Dnepr Group, highlights:** 'This summer

season differs from the previous ones as there has not been a single hint of the slow season, at least in the healthcare sector. Within two months we were able to support our customer, Radiant in Atlanta, with dedicated charter solutions to ramp up the production of antiviral materials in the USA. The success of our joint battle against COVID-19 spread lies not only in the

scale of vaccine production facilities but also in the well-timed logistics of the so-called peripheral cargo – packaging, vials, injection syringe, PPE for medical personnel and other associated items. This is all part of the life-saving logistics we are committed to within Volga-Dnepr Group'.

For the first six months of 2021 AirBridgeCargo has seen the demand for both temperature and non-temperature pharmaceutical products, with an almost equal volume of cargo for both categories. The carrier has also been active in the vaccine air freight sector and accounts for over 60% of the total volume of vaccines carried across the globe.

# Atlas Air and Sharp Technics K Enter Joint Venture Memorandum of Agreement for a Maintenance, Repair and Overhaul Facility at Incheon International Airport

**A**tlas Air Worldwide Holdings has announced that its wholly-owned subsidiary Atlas Air, Inc. has signed a Memorandum of Agreement to enter into a joint venture with Sharp Technics K to develop a dedicated maintenance, repair and overhaul (MRO) facility at Incheon International Airport (ICN) in South Korea. The maintenance facility is expected to open in 2025.

**Sharp Technics K President Soon-Suk Paik** said his company is honored to partner with Atlas Air

on this custom freighter aircraft maintenance facility. *"This facility at Incheon Airport will be able to accommodate multiple wide-body aircraft at the same time, enabling the facility to contribute to the growth of airfreight and e-commerce on a global scale as ICN expands its role in the MRO aviation industry,"* Mr. Paik said.

**John W. Dietrich, President and Chief Executive Officer of Atlas Air Worldwide,** said he welcomes Sharp Technics K's approach to finding the

right solution for Atlas Air's growing wide-body maintenance needs in the Asia-Pacific region.

*"Incheon International Airport is a key airport for us in our global network as we serve customers around the world,"* Mr. Dietrich said. *"Our partnership with Sharp Technics K will enable us to further streamline maintenance planning with their integrated approach to servicing our fleet."*

**Kyung-Wook Kim, President of Incheon International Airport Corporation** said: *"We look forward to supporting Atlas Air's MRO needs with this new facility as ICN focuses on cultivating the air cargo industry. This development will serve as a cornerstone for new growth as we strengthen Korea's competitive position in serving the worldwide aviation MRO industry."*





## Atlas Air and DHL Express Extend Agreements for 20 Freighters

**A**tlas Air, Inc., a subsidiary of Atlas Air Worldwide Holdings, Inc. has announced that it has entered into contract extensions with DHL Express to continue operating 20 freighter aircraft in support of their fast-growing express and e-commerce markets.

These agreements build on the long-standing strategic partnership between Atlas Air Worldwide and DHL, which began in 2008 and included DHL acquiring 49% of AAWW's subsidiary, Polar Air Cargo, as well as a long-term agreement for six dedicated 747-400Fs

to operate on key Trans-Pacific routes.

The partnership has grown significantly over the years, and under these extended agreements, Atlas Air will continue to operate four different aircraft platforms for DHL Express, including:

- Six Boeing 747-8 freighters
- Two Boeing 747-400 freighters
- Eight Boeing 777-200 freighters
- Four Boeing 767-300 freighters

*"DHL Express is a global leader in express and e-commerce, and it is our privilege to contribute to their continued*

*success," said **John W. Dietrich, President and Chief Executive Officer of Atlas Air Worldwide.***

*"These agreements build on our successful 13-year partnership. We look forward to continuing to provide DHL Express with critical capacity through our modern, fuel-efficient fleet. As this agreement indicates, Atlas is capitalizing on the strong global airfreight market conditions as we deepen relationships with our customers."*

*"We are pleased to extend our long-standing and valued partnership with Atlas Air," said **Rob Hyslop, Executive Vice President Aviation at DHL Express.** "Continuing to utilize Atlas and its global operating capabilities enables us to best serve our customers and their continued high demand for fast international shipping, fuelled by the megatrend of e-commerce and the overall importance of global trade."*



## Uzbekistan Airways appoints Aeroprime as Cargo Sales Agent

**C**lose on the heels of the announcement of Uzbekistan Airways announcing Aeroprime as its Passenger Sales Agent; comes an additional announcement of Aeroprime being given the mantle of the Cargo Sales Agent as well for India.

Aeroprime's mandate will be to look at the holistic cargo and passenger sales channels for the airline and will be responsible for the airlines' cargo sales, operations, customer service apart from passenger sales, reservations,

marketing and other associated services.

The twin appointments demonstrate the positive intent of Uzbekistan Airways to the Indian market and its commitment to scale up its business and brand awareness in India through close cooperation with Aeroprime.

**Abhishek Goyal, executive director, Aeroprime** stated, "We are delighted with the additional appointment as Cargo Sales Agent for Uzbekistan Airways. It is an example of

*the excellent level of services Aeroprime has been able to offer Uzbekistan Airways that in such a short period of time, another appointment has been extended to us. We look forward to growing our partnership with Uzbekistan Airways for long terms".*

The Aeroprime GSA model contains state-of-art innovations, service standards, and global best practices. Our Sales, Marketing, CRM, and PR professionals provide over 250 years of collective experience.

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## WFS wins SriLankan Airlines Contract for New Centerpoint Cargo Terminal at Heathrow

**S**riLankan Airlines has become the first new customer at Worldwide Flight Services' (WFS) CenterPoint cargo handling terminal at London Heathrow.

The airline has awarded WFS with a 32-month contract, commencing in September, to provide cargo handling and airside transport for its Airbus A330-300 flights connecting London and Colombo. SriLankan currently operates a weekly flight on the route but is expected to increase frequencies as the airline industry recovers from the disruption to schedules caused by Covid. Prior to the pandemic, SriLankan Airlines carried some 9,500 tonnes of cargo annually between the two countries.

**Paul Carmody, WFS' Managing Director – UK Cargo,** commented: "This is a very important new contract for our UK operation and justifies WFS' decision to invest further in our Heathrow operation with the opening of CenterPoint. The facility has been extensively refurbished to meet our requirements and will ensure our team at Heathrow can provide the first class standards of

service SriLankan Airlines demands for its customers."

WFS now operates over 350,000 sq. ft. of cargo facilities at Heathrow, handling hundreds of thousands of tonnes of cargo per annum. In the last 12 months, the UK operation has also been successful in winning a new contract with Gulf Air and extending its existing cargo handling agreement with Vietnam Airlines.

**Chamara Ranasinghe, Head of Cargo at SriLankan Airlines,** stated: "As London Heathrow represents a key cargo hub and gateway for the SriLankan Airlines' cargo network, we are encouraged of the future successes and benefits for SriLankan Cargo customers through the partnership with WFS for managing cargo handling operations, primarily in the handling of the varied commodities uplifted on the route. Such strong partnerships add value and consistency to customers during these tumultuous times and this is an ideal venture supporting the intended expansion of SriLankan Airlines' operations into London Heathrow in the near future."

The new CenterPoint facility,

which opened this summer, enables WFS to provide an off-airport cargo handling operation at Heathrow to complement its long standing presence in Heathrow's World Cargo Centre. The building also provides the capacity needed to grow WFS' Heathrow client portfolio, which currently consists of 14 international airlines.

The building incorporates a mezzanine floor suitable for handling ecommerce, mail and courier shipments in addition to 30,000 sq ft of ground floor space.

"While our cargo volumes have been resilient, the expected resumption of more passenger services ex Heathrow in the coming weeks and months is very welcome news. The addition of CenterPoint, alongside our on-airport cargo terminals at Heathrow, means WFS is especially well-placed to support our current and new airline clients as their cargo volumes grow back to 2019 levels. With our ability to support the handling of special products, including pharmaceuticals and ecommerce shipments, we are ready for any new strategic opportunities this brings to our UK business," **Paul Carmody added.**



# Amazon

## opens its \$1.5 billion air hub in Kentucky in latest push to speed deliveries

### KEY POINTS

- Amazon on Wednesday debuted its \$1.5 billion air hub in northern Kentucky.
- The hub will serve as the central nerve of Amazon's U.S. air cargo operations, allowing it to speed deliveries even further to more corners of the country.

Amazon has opened its \$1.5 billion air hub in northern Kentucky, which will help accelerate its push for faster delivery and greater control over its logistics network.

It's a major milestone for Amazon Air, the company's burgeoning air cargo arm that launched in 2016, whose routes are flown by several contracted carriers. Across the company's sprawling network of warehouses, trucks and delivery vans, planes remain a critical piece of the puzzle in ensuring packages can be handed off quickly to customers' doorsteps.

Amazon Air operates out of more than 40 airports across the U.S., but the terminal at Cincinnati/Northern Kentucky International Airport will serve as the central nerve of its nationwide cargo network. It will allow Amazon to supercharge its one-day and, increasingly, same-day delivery capabilities in more areas of the country. Amazon has also expanded its aviation logistics unit beyond the U.S., opening a 20,000-square-meter regional air hub at Leipzig/Halle Airport in Germany last November.

The Kentucky hub — which is just a short drive from Cincinnati, Ohio — has been in development for more than four years. **Amazon founder and executive chairman Jeff Bezos, then CEO**, broke ground on the project in 2019 by hopping into a John Deere front loader to "move some earth."

At the time, Bezos remarked: "This hub is going to let us get packages to customers faster. That's a big deal."

The hub spans a campus of over 600 acres. It includes a ramp for aircraft parking, a multilevel parking structure and seven buildings. Amazon also included an 800,000-square-foot robotic sort center, where packages are sorted by zip code and consolidated into trucks before delivery.

Analysts have eagerly awaited the hub's launch because of its potential to significantly speed deliveries, and help Amazon catch up to carriers such as UPS and FedEx. A report issued last fall by DePaul University's Chaddick Institute for Metropolitan Development described the hub as the "lynchpin to Amazon's efforts to develop a comprehensive array of domestic delivery services across the United States."

It's designed to have capacity for 100 Amazon-branded planes and handle an estimated 200 flights per day, telegraphing Amazon's ambitions to bring more of its air

cargo operations in house. Investors have questioned whether Amazon will offer its air cargo services to other companies as a way to generate new revenue streams.

For now, **Amazon Global Air vice president Sarah Rhoads** said the company is focused on handling its own package volume.

*"Right now, we're focused on our customers for sure," "We built the hub in Cincinnati to serve our Amazon customers, there's really no other purpose than that."*

Amazon Air now has more than 75 aircraft in the network, and the company expects to have more than 80 planes at this time next year and 85, both leased and owned, by the end of 2022.

Atlas Air Worldwide Holdings and Air Transport Services Group are among Amazon Air's operators. Last year, low-cost leisure passenger airline Sun Country began flying converted Boeing

737s for Amazon, a welcomed revenue source during the depths of the pandemic when many travelers stayed home.

In January, Amazon acquired 11 used Boeing 767-300 jets from Delta and WestJet, its first-ever outright aircraft purchase as prices for planes fell in the pandemic.

*"We're learning a lot as a company through this process of owning and working through the conversion of aircraft," Rhoads said. "A lot of it comes down to availability of feedstock and what makes the most sense for our network and our customers as well."*

When asked whether Amazon would expand the number of airlines that fly its air network, or own an airline outright, Rhoads said that the company is focused on the current partners and model. *"We are becoming a fairly big network and we're happy with the service that we're getting right now," she said.*

## Amerijet Appoints Exp-Air Cargo as its General Sales & Service Agent in Canada



**A**merijet International Airlines has appointed Exp-Air Cargo as its Cargo General Sales and Service Agent to represent its schedule across the ten provinces and three

territories of Canada. Exp-Air Cargo will be providing full cargo sales, marketing, customer service and road feeder services connecting to Amerijet's cargo hub in Miami. "With two weekly

departures from Canada to Miami, Exp-Air Cargo will offer great connectivity to the Amerijet network," said **Danny Olynick, President**. "We offer solutions for all types of shipments from general cargo, personal effects to dangerous goods, oversize shipments, and temperature-controlled shipments."

*"We are delighted to partner with Exp-Air to broaden our reach across Canada. Exp-Air has the expertise to support both our B2C and B2B business,"* said **Eric Wilson, Amerijet's Chief Commercial Officer**. *"With Canada's strong ties to the Caribbean, Mexico, and Latin America, the partnership with Exp-Air Cargo will provide the Canadian market seamless and reliable access to our all-cargo services."*

# MASkargo and cargo.one announce global partnership to revolutionize the airline's digital presence



- Digital transformation:** MASkargo selects cargo.one as global digitalization enablement partner to implement its future-focused digital sales and distribution strategy
- Leading innovation:** MASkargo is the first Southeast Asian airline to join cargo.one, bringing sought-after Asian and Australian destinations to the leading real-time e-booking platform
- Asian expansion:** With MASkargo, cargo.one further strengthens its carrier network in Asia in line with its strategic global expansion

As part of its digitalization agenda, MASkargo has entered into a distribution agreement with leading e-booking platform cargo.one. The aim is to bring a first-class digital booking experience to MASkargo's customers and to expand its presence in key cargo markets. Freight forwarders using cargo.one will soon have access to MASkargo's real-time rates and capacity at the click of a button and receive immediate confirmation of their bookings. cargo.one will benefit from MASkargo's network into Asia and Australia, as it delivers on its global expansion strategy.

"At MASkargo, our strategy is to deliver a first-class customer experience by way of a continuous innovative digital solutions cycle. We are delighted to partner with cargo.one to augment our domestic digital offering to a premium global presence by bringing our real-time rates and capacities to

this innovative and rapidly growing online booking platform", **Mark Jason Thomas, Chief Commercial Officer at MASkargo**, explains.

"Over the past months, cargo.one has already helped shape our strategy and I believe the team's expertise and analytics will be crucial in supporting our shift towards a digital-first business model going forward. The platform will increase the airline's service quality and efficiency, and the ongoing partnership support and access to data will also enhance MASkargo's ability to manage digital sales channels and drive market relevance".

"Not only will we reach a larger booking audience by extending our network visibility to cargo.one's strong global user base, but we are also keen to benefit from being at the forefront of the platform's imminent expansion into new markets, particularly within Asia", **Mark Jason Thomas** confirms.

"In line with our Asia expansion strategy, we aim to partner with forward-thinking and customer-centric airlines. We are therefore especially pleased to welcome MASkargo as our latest airline partner, with its strong Asia and Oceania network," says **Moritz Claussen, Managing Director of cargo.one**.

"We look forward to working with the MASkargo team in serving their customers' needs in the best way possible and developing the future of digital cargo in Asia together."

MASkargo and cargo.one are now working on integrating their systems and look forward to bringing MASkargo capacities to forwarders before the end of 2021. The new partnership will provide cargo.one users with additional access to 20 of the most sought-after routes on cargo.one to Asia and Australia, with destinations such as CGK, SIN, CAN, and SYD, to name just a few.

# MasAir partners with cargo.one to accelerate booking response times and further capitalize on its growing fleet



partnership with cargo.one.”

“We are delighted to welcome MasAir as the first Mexican carrier on our platform, as this provides another important foundation stone in our recent North America expansion,” **Moritz Claussen, Co-Founder and Managing Director of cargo.one**, comments. “In our partnership talks, MasAir shared its vision to ensure that customers receive faster and more diverse booking responses. Based on our experience with other carriers to date, we know that MasAir can look forward to increasing its user-base too, as its capacities become available at the click of a

button, especially for cargo.one users who may not have booked MasAir until now”, he adds.

Freight forwarders across North America will benefit from booking MasAir capacities on cargo.one later this fall. Through its partnership with MasAir, cargo.one users will have enhanced access to routes into the Americas, with important destinations such as Mexico City (MEX).

The partnership comes shortly after MasAir confirmed that it will further expand its fleet in early 2022 with both A330-200P2F and A330-300P2F aircraft types, meaning greater capacity, longer ranges and enhanced efficiencies. The move towards new digital bookings with cargo.one is another example of MasAir’s progress towards becoming a truly global player in the air cargo arena.

- **Expanding across Americas:** MasAir is the first Mexican carrier to debut within cargo.one’s rapid North American expansion
- **Industry pioneer:** MasAir embarks on a strong digital transformation project to bolster its growth strategy
- **Fast growth:** MasAir aims for faster, more agile and diverse booking responses while ensuring customers enjoy a best-in-class booking experience

**M**asAir and cargo.one today partnered to bring a premium quality, fully digital booking experience to MasAir customers. The airline has seen rapid expansion in recent months, and the decision to partner with cargo.one is a logical step forward as it leaves the “old normal” behind. As cargo.one’s first carrier in Mexico, MasAir will support the online booking platform in charting out new

territories on their shared path to digitally transforming the industry.

**Luis Sierra, MasAir’s CEO**, underlines: “We’re following a highly-focused growth strategy at MasAir, and digitalization is one of the major pillars of our vision. As we are poised to modernize and augment our fleet in 2022, the time is also right to bring our service offer to a future-driven, real-time digital platform, and we have great ambitions for our



## Ethiopian Airlines and Boeing have Signed Strategic MoU to Position Ethiopia as Africa's Aviation Hub



Ethiopian Airlines Group and the Boeing company have signed a strategic Memorandum of Understanding (MoU) on positioning Ethiopia as an aviation hub for Africa. Building on the two parties' seventy years of shared history in aviation, the MoU aims at positioning Ethiopia as Africa's aviation hub - **"Ethiopia for Africa"**.

Boeing has recognized Ethiopian as a global aviation leader in the continent. The MoU is indicative of Boeing and Ethiopian Airlines'

interest to establish a mutually beneficial world class aviation partnership. To realize their shared vision, Ethiopian and Boeing have agreed to work in partnership in four areas of strategic collaboration namely: Industrial Development, Advanced Aviation Training, Educational Partnership, and Leadership Development in a span of three years. To this effect, joint multidisciplinary teams have been established to implement the strategic partnership and important

milestones have already been registered.

**Mr. Tewolde GebreMariam, Group CEO of Ethiopian Airlines** said, "I am very much thrilled not only to sign this historic MoU with our long-standing aviation partner, Boeing but also to the implementation of milestones. We have been working in collaboration with Boeing on different large-scale projects in aviation for more than 70 years to serve the continent of

*Africa and this partnership expands and builds our capability in multiple fields. I have firm conviction that with our dedication in its implementation, the MoU will successfully attain its goal of positioning Ethiopia as the continent's aviation hub. We highly value the critical role of our American partner companies in accomplishing our goals and we will continue to work with key American aviation players like Boeing,*

*GE, Pratt and Whitney and Collins Aerospace etc... in our journey towards excellence in aviation"*

Ethiopian and Boeing desire Ethiopian Aviation Academy to be recognized as a global standard for aviation training. Boeing is committed to developing Ethiopia's manufacturing capability and aftermarket aviation service. Through this MoU, Boeing and Ethiopian will partner to advance capabilities to

compete globally.

They seek to build a 21st century pipeline for aviation careers in Ethiopia. They will collaborate with highly qualified educational institutions and aviation industry partners to create specialized learning and development programs to meet workforce demands. Boeing and Ethiopian will also work together to develop current and future generations of leaders in Ethiopia for Africa.

## New Italian cargo carrier takes to the skies

**N**ew Italian cargo carrier Aliscargo has started flying twice-weekly to China.

The new carrier received its AOC on July 21 and its first commercial flight took place between Milan Malpensa and Jinan on August 18 utilising a B777-200 in a freighter configuration.

Since the first flight, the carrier has been operating the Milan-Jinan flight twice per week and has also operated a spot charter flight to Gaborone.

Aliscargo also took delivery of its

second B777-200 preighter aircraft on August 20.

The airline eventually hopes to launch services to North America and has two well-known industry names amongst its management team: **chief executive Francesco Rebaudo and chief commercial officer Ulrich Ogiermann.**

In July, **chairman Fulvio Gismondi** said the company was hoping to capitalise on the bouyant air cargo market: "Airfreight transport in the world

during the two-year period 2020-2021, with the high need for urgent shipments of medical supplies for the pandemic, recorded a surge in significant volumes and turnover compared to previous years.

"A trend that has also been reinforced by the continuous and constant expansion of e-commerce. Today, the need to offer customised cargo services, depending on the product and the destination, is increasingly being verified."





# Eastern Airlines Launches Eastern Air Cargo

**E**astern Airlines, the affordable airline featuring non-stop international passenger routes, today announced that it is expanding into the cargo market. Eastern has secured the acquisition of 35 B777 aircraft as feedstock for the first-ever P2F (Passenger to Freighter) conversion of the B777 aircraft into a true, Class-E cargo aircraft. The Eastern B777 Express Freighter is designed to serve the e-commerce express freight market. Accelerated growth of this market has created excess demand for the service.

*"We are thrilled to offer this service to customers who have struggled to find capacity in the cargo market and*

*to offer a nimble aircraft solution to serve customer needs,"* said **Steve Harfst, Eastern Airlines President and CEO**. *"This move is not just a game changer for Eastern, it will also transform the industry."*

Subject to STC approvals, the Eastern B777 Express Freighter will be a fully certified cargo aircraft with a "Class-E" main deck capable of carrying a full load of volumetric express cargo non-stop between Asia and the US. The Eastern Express Freighter will not be subject to the restrictions on cargo commodities that are imposed on conventional passenger aircraft used as freighters.

Due to enter service in Q1 2022, the

Eastern B777 Express Freighter will be first to market. The innovative design converts the main deck cabin of the widebody B777, the -200, -200ER and -300 series, into a true cargo aircraft. This allows the entire volume of the main deck cabin to hold low-density, express freight cargo.

*"Our pioneering conversion method is tailored specifically to meet the needs of express package freight customers,"* said **Harfst**. *"It is more efficient and cost effective allowing us to better serve the exact needs of our customers at a competitive price."* Future derivative plans for the design include a palletized loading system and an Express Main Deck cargo door.

Eastern Air Cargo will offer general cargo sales, cargo charters, ACMI/wet-leasing and dry leasing.

*"We look forward to customizing Eastern Air Cargo offerings along with our customers to create a truly meaningful opportunity for change in the cargo space,"* **Harfst** said.

# Stratos completes freighter conversion on ex AirAsia X A330 and delivers to Geodis

**S**tratos (Monaco) has announced the delivery of an A330-300 converted freighter to GEODIS (France) on a long-term operating lease. The aircraft, 2006 vintage MSN713 was returned from Air Asia X through an early termination agreement in mid-2020 and converted to a full freighter.

Stratos identified an early opportunity to repurpose the aircraft into a freighter at the onset of the Covid19 crisis, subsequently leasing the freighter to logistics giant GEODIS to enhance their own dedicated air network. GEODIS has contracted Titan Airways (UK) to provide CMI services to operate the aircraft to Asia, Europe and the US.

Commenting on the delivery, **Gary Fitzgerald, CEO of Stratos** said *"We are extremely pleased to have completed the complex task of converting this under-appreciated passenger aircraft into a 63-tonne freighter; we weathered Covid-related delays and many technical setbacks on this delivery. We are now delighted that GEODIS can start operating this freighter on their dedicated routes. We had an incredible team to support us, so I want to give a huge thanks to the large number of suppliers and parties involved in making this a successful transition"*.

**Eric Martin-Neuville, Executive VP at Geodis Freight Forwarding Head Office**, mentioned *"this new delivery represents a new step in the development of our own Airfreight Network and will enable us to provide additional capacity to our customers*

*in a market which remains very tense. We are very grateful to the Stratos team who made this delivery possible in difficult conditions. An incredible effort from the combined Stratos, Titan and Geodis teams!"*.

**Alastair Willson, Managing Director of Titan Airways** said *"We are proud to have been selected to operate this A330-300P2F on behalf of Geodis, which will join two other EFW converted Airbus freighters in our fleet"*

Stratos will provide replacement green time Trent700s as required during the lease term.

EFW (Dresden, Germany) performed the freighter conversion and heavy maintenance, Lufthansa Technik provided CAMO and flight services, Rolls-Royce & Partners Finance (UK) provided a replacement engine, Dale Aviation (France) performed maintenance and engineering services, Civil Aviation Services (Ireland) supported GEODIS on all technical-related aspects. The owners are a series of SME's invested through a Japan domiciled fund managed by JP Lease. For legal support, K&L Gates (Tokyo) acted for lessor, Norton Rose (London) acted for lessee.



# ATSG

## Subsidiary PEMCO Delivers Second Boeing 737-700 FlexCombi™

**A**ir Transport Services Group, Inc. subsidiary PEMCO Conversions has delivered a second Passenger-to-FlexCombi™ converted aircraft to Bahrain-based Chisholm Enterprises, an internationally recognized provider of tailored aviation and business solutions in the Middle East. Chisholm subsidiary Texel Air, a non-scheduled cargo

airline, will operate the Boeing 737-700 FC (FlexCombi™) from Bahrain International Airport.

*"We have shared a very successful history with PEMCO Conversions," said **John Chisholm, chairman and owner of Chisholm Enterprises**, "having received and deployed the first B737-700 FlexCombi™ in August 2020, as well*

*as four previous B737-300 converted freighters."*

The PEMCO B737-700FC currently offers three configurations: a 24-seat cabin plus a 2,640-cubic-foot cargo hold for up to 30,000 pounds of payload in six pallet positions; a 12-seat cabin plus a 3,005-cubic-foot cargo hold for up to 35,000 pounds of payload in seven pallet positions; or full-freighter mode consisting of a 3,370-cubic-foot cargo hold for up to 40,000 pounds of payload in eight pallet positions. The available positions will accommodate 88-inch by 125-inch or 88-inch by 108-inch pallets, with the eighth position accommodating a slightly reduced height pallet in full cargo mode.



The Chisholm aircraft include enhancements to increase operational flexibility including head-up displays (HUD), enhanced vision systems (EVS), medevac capability, and emergency vision assurance systems (EVAS).

*"The FlexCombi's range is ideal for supporting Texel Air's operation with up to six-hour non-stop routes," said **Mike Andrews, director of conversion programs for PEMCO**. "We are proud that Chisholm Enterprises continues to trust PEMCO to deliver a high-quality conversion that incorporates a customer-focused design supported by long-term operational reliability."*

PEMCO is the global leader in narrow-body passenger-to-freighter aircraft conversions, having developed over 70 FAA-approved aircraft modifications and modified over 350 aircraft. PEMCO's 60-plus customers select the company's passenger-to-freighter conversions for their superior cargo door and loading systems, superior operating functions, on-time turnaround, and PEMCO's track record of 2 million hours of safe, reliable operation.

# BBAM and Lufthansa Cargo Sign Leases for Two Airbus A321P2F Aircraft

**B**BAM Limited Partnership (BBAM), a world leader in aircraft leasing, and Lufthansa Cargo today announced an agreement for the lease of two Airbus A321 passenger-to-freighter (P2F) aircraft on long-term leases. The Airbus A321P2F aircraft will be leased to Lufthansa Cargo on long-term leases from BBAM.

Lufthansa Cargo wants to offer customers in the eCommerce segment fast intra-European connections. With the converted A321P2F, the company is meeting their customers' growing demand for same-day solutions and further strengthening its dense network of global connections as well as its product offering. The selected aircraft type can transport more than 28t of gross payload per flight, significantly larger cargo volumes than in the short-haul bellies of passenger aircraft. Lufthansa CityLine on behalf of Lufthansa Cargo will operate the two aircraft, which will be stationed in Frankfurt.

*"Partnering with BBAM on these converted freighters gives the former passenger aircraft a second life and enables us to offer our customers the much-needed additional capacity in Europe,"* said **Dorothea von Boxberg, CEO of Lufthansa Cargo.**

*"The A321P2F offers unique benefits, including increased cargo capacity, best-in-class economics, reduced weight, and a lower carbon footprint, providing us with a great deal of flexibility in managing freight."*

*"We are glad to provide Lufthansa Cargo with a new tool to help maximize its cargo operations,"* said **Steve Zissis, President and Chief Executive Officer of BBAM.** *"We see new life for our A321s as converted freighters that are highly efficient and offer many benefits for cargo operations. BBAM has become a leader in the converted freighter market as we look to offer our airline clients and investors with a new solution to maximize value."*

The A321P2F (solution of EFW)

provides a payload-range capability that can carry up to 28 metric tons. It offers 14 full container positions on the main deck, plus the unique A320 family container (up to 10 container positions) and pallet loading capability on the lower deck. The A321P2F offers the largest usable cargo volume of its category and generation. Optimized weight distribution is allowing empty flights and random loading, providing the full range of flexibility which is a huge added value for express carriers. A Holistic System Integration of freighter related cockpit indications and warnings into the original Airbus software and hardware is ensuring an efficient and seamless aircraft operation.



# New Air Cargo Hub in Oklahoma to reduce market time and ease congestion



**A** new airfreight industrial park being established in Ardmore, Oklahoma, is expected to “reduce shipments’ time to market and ease congestion”.

The Global Transportation and Industrial Park of Oklahoma (GTIP) is located on the site of a former US Army Air Force base less than 100 miles north of Dallas Fort Worth International Airport and less than 100 miles south of Will Rogers World Airport in Oklahoma City.

It is comprised of a fully functional airport with 9,002 ft and 5,404 ft runways, airspace access and 1.2m sq ft of aircraft parking space.

Currently, the existing infrastructure can handle “the vast majority of freighters and freighters”, but future plans will increase the hub’s capacity to enable it to handle Boeing 747 freighter flights.

Representatives of GTIP said that with access to air, rail, and five major highways, the site’s availability and adaptability “will improve cargo’s time to market”.

“About 85% of the US population is within reach of GTIP by onward trucking capacity for perishables coming from South America, e-commerce coming from Europe or Asia, and any other type of air cargo,” said GTIP representatives.

“An approved US Foreign Trade Zone, the facility offers on-site U.S. Customs, Federal Aviation Administration staffing, and cargo operations with no curfews or operational restrictions.”

They added that they are already in discussions with airlines, freight forwarders, integrators and beneficial cargo owners about the air cargo solutions that will be located at the site.

**Michelle Bowling, senior director of sales for Watco, a partner in developing and operating GTIP,** commented: “GTIP represents an extraordinary opportunity for the air cargo community to create capacity by utilising an existing airport that can accept air cargo today.” “E-commerce-related cargo drove significant growth in the air cargo industry during the

pandemic, and we expect that growth to continue steadily. To meet increasing demand, freight deserves dedicated, specialised cargo airports, but too few are available. GTIP helps fill that need, offering both existing infrastructure and space to build out customized warehousing, manufacturing, and distribution centers to meet a fully integrated supply chain need.”

**Steven Verhasselt, vice president of commercial at Liege Airport, and director of FB Cargo Strategy** added: “The air freight industry is challenged by a combination of change and growth on an unprecedented level. “GTIP represents a quick and intelligent solution for the capacity crunch in the air cargo supply chain in the United States. Developing a greenfield multimodal logistics platform adapted to the new requirements on a fully functional airfield is a perfect answer as it can develop quickly and still be adaptable to current and future requirements. As a dedicated cargo platform, it will focus on quality service and guaranteed reliable and flexible minimum time to market.”

WP Global Holdings, LLC, a partnership between Watco, Knightsbridge Partners, and Chickasaw Nation, will develop the park under a public-private leasing agreement with property owner Ardmore Development Authority. WP Global Holdings has created a master plan for GTIP, including roughly \$99 million for infrastructure improvements and \$26 million for additional warehouse, manufacturing, and distribution facilities. The plan maintains the flexibility to respond to prospective customers’ current needs and long-term plans. Located in the heart of the Chickasaw Reservation, GTIP qualifies for Native American accelerated depreciation.



# Skyport Handles 30 live Falcons at Prague Airport for use at Airports in Kuwait to Reduce Bird Strikes



*regarding any special considerations such as temperature, storage, or feeding instructions, we plan the project accordingly to make sure these needs can be followed and maintained."*

Skyport operates the International Air Transport Association (IATA)'s Live Animal Transportation regulations, Skyport's in-house cargo handling manual, and the airline cargo handling manual for live animals, as well as receiving supervision by the shipper, border station veterinary staff, and the airline loadmaster.

*"Skyport collects live animal cargoes one hour before departure followed by 30-40 minutes of animal checks and pre-flight preparations to ensure safety, comfort, and minimal stress," said Antonin Kovács, Sales Director, Skyport. "The animals are then delivered to the aircraft approximately 10 minutes before departure where*

*further checks take place to ensure secure stowage and that a suitable amount of food and water is available."*

Skyport is the leading handler at Prague Airport, managing more than half of all cargo that passes through, and is highly experienced with live animal cargoes having previously transported rhinoceroses, Komodo dragons, and polar bears.



**T**he 30 birds of prey travelled in secure, carpeted boxes and were onboard their flight in under an hour from pick up

Czech ground handling specialist Skyport has handled 30 live falcons from Prague, Czech Republic to Kuwait City, Kuwait which will be used at airports to keep them clear of other bird species to combat bird strike incidents.

The birds of prey, bred in the Czech Republic, were transported in secure, carpeted boxes, and were provided with falcon hoods to help reduce stress and

keep them safe.

Skyport specializes in a quick turnaround for live animal consignments and has recently handled rhinoceroses, Komodo dragons, and a polar bear.

*"At Skyport, we ensure live animal cargoes receive the best care, best welfare, and as little stress as possible, so we move the animals at the very last moment in order to make their stay at our facility and overall travel time as short as possible," said David Adámek, Chief Executive Officer, Skyport. "If there is a shipper request*

# TIACA Issues Warning as the Industry Faces Unprecedented Q4 Challenges



**T**he International Air Cargo Association (TIACA) issued a warning that the industry is facing unprecedented challenges to deal with expected fourth quarter demand for air cargo services.

The air cargo industry has responded to 18 months of relentless pressure and challenges as the industry was faced with high demand for PPE, ecommerce, vaccines, perishables and other critical cargo as economies and society went into lockdowns then reopened. Addressing this demand, supply chain partners dealt with capacity withdrawals, then capacity shortfalls as well as ever changing travel, work and quarantine restrictions forced upon crew, handling staff and other key workers.

Meanwhile, the maritime industry is

facing its own issues with ever growing port congestion, hinterland transfer delays, blank sailings and rising costs of shipping. Many shippers, faced with such challenges to traditional supply chains are exploring air cargo to ensure customer demands can be met.

As we head towards the fourth quarter and the growing number of annual on-line shopping events, the stress on the system is expected to grow substantially. With states, particularly China, introducing a growing number of Covid related worker restrictions which are unlikely to be lifted in the near future, the industry is urged to commence preparations urgently. Such restrictions are causing cargo to be disbursed across neighboring countries and airports, causing further challenges. Shippers

are therefore encouraged to work with forwarder partners to secure required capacity as early in the cycle as possible.

Governments are urged to fast-track ad hoc charter permits and consider supporting 7th freedom regimes where they are being implemented. States are also urged to work with industry representatives to identify in advance potential system blockages in order for them to be addressed before they further impact supply chains. Supply chain disruptions are already being experienced in certain markets and the situation is projected to worsen.

With international passenger demand still significantly below pre-covid levels, global connectivity which air cargo traditionally relied upon for around 45% of total capacity continues to be dramatically reduced. Meanwhile buoyant domestic demand in some key markets has resulted in some aircraft previously dedicated to cargo only operations being reassigned to address domestic passenger needs. This will create further operational challenges with freighter networks currently operating at unprecedented levels of efficiency, utilization and optimization.

The industry must also adopt efficiency tools such as enhanced data sharing as a matter of urgency. Contingency plans must be established to deal with all eventualities that may arise. The key to success is planning and communication.

**Steven Polmans, TIACA Chairman commented** *"TIACA's membership is drawn from all sectors of the supply chain and we are hearing concerns expressed by each sector. Air cargo has played a vital role these past 18 months and is facing a potentially record fourth quarter, but planning must start now. Resourcing and capacity will be issues, handling and facility space will be an issue, delivery and drivers will be an issue. We should be proud of the innovative, agile and flexible approaches adopted by the industry these past 18 months and now we must equally rise proactively to these new challenges as the weight of customer expectations mount."*

# TIACA Executive Summit Postponed due to COVID Travel Restrictions



**T**iaca and event co-organiser Messe München have taken the decision to delay the Tiaca Executive Summit and Transport Logistics Americas Forum until next year.

The combined four-day event had been scheduled to be held in San Francisco from September 21-24 but has now been postponed to March 22-25, 2022.

"With the recent announcement by the US administration that the existing travel ban on people arriving from the UK, EU, China, India, South Africa, Brazil, and others will not be lifted in the foreseeable future meant that it is impossible to welcome all delegates who have indicated their desire to attend," Messe München said.

"This is very disappointing news as recent indications were that the ban was anticipated to be lifted soon. It is also unfortunate that Covid infections, particularly the Delta variant, are rising and thus additional restrictions are to be expected, which means that parts of the new event concept cannot be fully realised.

"We are confident that the revised dates will provide sufficient additional time for greater numbers of people to be vaccinated and address the current rise in infections.

"We sincerely apologise for any inconvenience this postponement causes, but I'm sure you will agree with us that it was the right decision to take."

## IATA shifts World Cargo Symposium from Istanbul to Dublin for same dates

**I**ATA's World Cargo Symposium has moved to Dublin with just weeks to go until one of the biggest events in the air cargo calendar is due to kick off.

The event will now take place at the Convention Centre Dublin, running from October 12-14.

WCS had originally been scheduled to take place on the same dates in Istanbul but travelling to and from Turkey remains difficult.

"IATA's World Cargo Symposium is moving to Dublin, Ireland," the airline association said on its website. "Dublin is picturesque, historic, and filled with

*stories at every turn. We had hoped to bring you to Istanbul, but circumstances changed."*

The event had originally been scheduled to take place in Istanbul in March 2020 but was later postponed due to the outbreak of covid-19.

The three-day event has become the largest annual event in the air cargo calendar, attracting more than 1,000 attendees and 40 exhibitors.

The symposium will feature plenary sessions, specialised tracks, workshops and executive summits, tackling aspects related to



technology and innovation, security and customs, cargo operations and sustainability.

# Kerry Logistics Network Core Net Profit up by 81% profit attributable to the shareholders up by 215%



## Kerry Logistics Network Limited 2021 INTERIM RESULTS



**K**erry Logistics Network Limited has announced the Group's interim results for the six months ended 30 June 2021.

### Group's Financial Highlights

- Revenue increased by 68% year-on-year to HK\$36,709 million (2020 1H: HK\$21,885 million)
- Core operating profit increased by 70% to HK\$2,536 million (2020 1H: HK\$1,489 million)
- Core net profit jumped by 81% year-on-year to HK\$1,530 million (2020 1H: HK\$845 million)
- Profit attributable to the Shareholders for 2021 1H was HK\$3,380 million (2020 1H: HK\$1,073 million)

- Integrated Logistics ('IL') business recorded a segment profit of HK\$1,292 million (2020 1H: HK\$1,139 million) and International Freight Forwarding ('IFF') business recorded HK\$1,437 million (2020 1H: HK\$379 million), which represent an increase of 13% and 279%, respectively

- Interim dividend of 21.1 HK cents per share, to be payable on Tuesday, 28 September 2021

### William MA, Group Managing Director of Kerry Logistics Network,

said, "The COVID-19 pandemic has entered into a new phase with the worldwide spread of the Delta variant, which has been severely affecting global and domestic

supply chains and disrupting business operations at different levels around the world. These disruptions and capacity chokeholds, together with different government approaches and restrictions in tackling the pandemic, have compelled the logistics industry to move towards a growing focus on service customization. Leveraging our core competency in providing highly customised solutions, KLN Group capitalised on the opportunities in this new environment and achieved record growth in both revenue and core net profit in 2021 1H."

**IL Grew** - The IL business reported a 13% segment profit growth, mainly riding on a booming manufacturing sector in Mainland China.

In Hong Kong, the warehousing business grew 18% backed by a higher occupancy. The logistics operations business increased by 9% as the pandemic remained largely under control since 2021 Q2.

In Mainland China, the IL business continued its rebound in 2021 1H, expanding by 82% year-on-year in segment profit. This was supported by the accelerated resumption of production, revived domestic consumption, and thriving online shopping.

In Taiwan, the segment profit for the IL division maintained stable with a 5% growth.

In Asia, the IL division suffered a drop of 12% in segment profit as the pandemic continued to rumble across the region with prolonged lockdowns, restrictions, and quarantine measures.

**IFF Thrived** - The IFF business recorded a 279% segment profit growth in 2021 1H, mainly riding on the change in consumer behaviour and strong exports from Mainland China to the world.

The IFF business is experiencing a rapidly changing market and the Group is adjusting its strategy on a monthly basis depending on the development of the COVID-19 pandemic, as well as unpredictable events.

The air freight sector continued to operate with scarce international belly cargo capacity provided by passenger aircraft, prompting the market to rely on freighters of limited space, which resulted in serious fluctuation in air freight capacity and rates.

In the ocean freight sector, congestion in destination ports has caused severe delays to vessel turnaround time and exacerbated the container equipment shortage in

Asia. Currently, there are still huge backlogs in Mainland China where plenty of cargo vessels destined for the Americas and Europe were cancelled or delayed.

**Proposed Strategic Investment from S.F. Holding** - Upon the completion of S.F. Holding's investment in the Group, the Group's profit will have a significant adjustment in light of the disposal of the Hong Kong warehouse and the Taiwan businesses to Kerry Holdings Limited.

The cooperation will bring together the core competencies of S.F. Holding and the Group across multiple verticals to create a leading Asia-based global

logistics platform to meet ever-changing demands.

**William Ma** concluded, "With no end to the pandemic insight, KLN Group will continue to support our customers to counter various supply chain challenges through customized and comprehensive solutions across major gateways. We are also ready to capture the growing opportunities in the booming and evolving e-commerce business. Meanwhile, our ongoing efforts in humanitarian logistics will expand our service capabilities to assist in disaster relief operations. Moving forward, the Group will further strengthen our product offerings to navigate a highly inefficient and volatile global supply situation."

## SERVICES

## WFS launches new global uniform for 13,000 cargo and ground handling employees

**W**orldwide Flight Services (WFS) has launched a new uniform for over 13,000 of its cargo and ground handling employees in its North America and Europe, the Middle East, Africa & Asia (EMEAA) operations.

The roll-out of some 125,000 pieces of uniform will commence in September and be completed in 2022 for staff working in cargo handling, ramp handling, passenger services, and baggage handling across WFS' network of 170 major airport stations in 20 countries.

*"First impressions count and in a market that's more competitive than ever, it's important to demonstrate a corporate image that is consistent with the brand quality of our airline customers across the globe. Very often, a WFS team member is the first point of contact for our customers' customers. As well as ensuring our quality of service delivers the very best customer experience, we want our teams around*



*the world to look professional by wearing a uniform that proudly displays the WFS identity and is perfectly suited to each working environment across our portfolio of handling services. We hope our clients will like our new look and our staff will wear their new uniforms with pride,"* said **Barry D. Nassberg, Group Chief Commercial Officer at WFS.**

After completing a full audit of its

existing uniform provision in all 20 countries, WFS consulted with several suppliers and considered a series of design options before selecting its uniform provider. The new uniform is based on the distinctive blue and red of WFS' corporate identity.

WFS provides cargo and ground handling services to more than 270 airlines worldwide.

# AGI opens a new off-airport facility at Newark and also moves to a new warehouse at the Airport to offer a Dual-facility handling solution



*The new system at Newark (EWR) will boost AGI's handling capacity, reduce wait times, and help decongest truck traffic on airport roads as the lease on current warehouse facilities is terminated*

Cargo handling services provider Alliance Ground International (AGI) has opened a new 76,000-square-foot off-airport air cargo facility five minutes from Newark Liberty International Airport, New Jersey, USA, to process import freight.

The handler is also relocating from its existing facilities at Newark (EWR) to a 24,000-square-foot facility on the airport at EWR to handle outbound/export cargo and offer a Dual-Facility solution to customers.

Arriving import cargo will be trucked to the new facility by an AGI in-house shuttle service, which will seamlessly connect cargo handling at the two facilities.

The off-airport facility will feature 19 cargo bay doors, active Unit Load Device (ULD) charging stations, ULD storage, and cold storage, pharma handling areas, increased security, and easy access to major highways.

*"Our Dual-Facility solution increases our air cargo handling capabilities while reducing wait times and truck congestion on the airport service roads,"* said **Jared Azcu, Chief Executive Officer, AGI.**

*"It is a solution we have tried and tested at our other locations, and it will speed up processing, making for a more efficient and cost-effective operation. "Newark will shortly be taking back much of the warehousing on the airport as leases expire. "Our new facilities and digital solutions mean that AGI is more than ready to support customers in New Jersey."*

As part of AGI's ongoing digitization drive, the new warehouse features electronic flight boards, mobile technology for ramp operations, and truck queuing and management software.

AGI has committed to long-term lease agreements for both facilities, which are in addition to the 120,000 square-foot Priority Mail facility in South Kearney, operated by sister company Cargo Force.

AGI is the largest independently owned ground handling company in the USA, offering domestic and international operations, as well as priority products, special commodities, and USPS Postal Operations.

The handler will shortly be launching AGI U, a Cargo Learning Centre dedicated to team member training and development, one of AGI's core values.

# Deutsche Post DHL Group builds on strong Opening Quarter: Second Quarter delivers new all-time highs for revenue and earnings



- Group revenue up 22.2 percent to EUR 19.5 billion; organic growth of 24.6 percent achieved
- Operating profit increased to EUR 2.1 billion due to optimal network utilization in the second quarter 2021, EBIT margin reaches 10.7 percent
- Net profit more than doubled to EUR 1.3 billion, free cash flow grows to EUR 919 million; preliminary quarterly figures exceeded
- Approx. 550,000 employees will receive a Covid bonus in the fourth quarter
- **CEO Frank Appel:** "With our extensive portfolio of logistics solutions, we were able to foster the accelerated recovery of global trade as well as e-commerce growth while successfully participating from both"

**D**HL Global Forwarding saw its airfreight volumes improve by double-digit percentage levels in the second quarter on the back of tight capacity and improved demand. The Deutsche Post (DP) DHL-owned forwarder reported a 9% year-on-year increase in second-quarter airfreight revenues to €2bn on the back of a 35.7% improvement in volumes to 517,000 tonnes.

The company said that this year it has benefited from the "resumption of trade in some regions". The highest growth rates were in Asia and the US.

"At the same time, available market capacity remained at a low level on account of the limitations on passenger flights, which led to significantly increased freight rates," DP DHL said.

In the first half, DHL's air volumes were up by 26.5% at just over 1m tonnes.

For comparison, DB Schenker saw its first-half airfreight volumes increase by 43.8% year on year, Kuehne+Nagel said that its airfreight volumes

improved by 44% in the first half while last week DSV noted an improvement of 5.9%.

However, DHL's airfreight gross profits for the period were down by 4.1% to €325m as a result of the PPE crisis and collapse of air freight capacity in the same period last year.

The company pointed out that compared with pre-crisis 2019 levels, gross profit in the second quarter was up by 37%.

"The ongoing recovery in global GDP has, as expected, continued to drive further growth in B2B volumes across the full DHL logistics spectrum," DP DHL said.

The overall forwarding division registered a 26.5% increase in second-quarter revenues to €5.2bn and earnings before interest and tax (EBIT) is up 52.2% to €271m.

Meanwhile, the business as a whole saw revenues for the quarter increase by 22.2% against a year earlier to €19.5bn, EBIT increased 128.4% to €2.1bn and consolidated net profit stood at €1.4bn, up 140.2%.

Express saw second-quarter revenues increase 31.8% to €6bn, EBIT was up 108.3% to €1.2bn, and international daily volumes increased by 20.2%.

"After the global economy had experienced an unprecedented downturn last year, all of our divisions now make a pivotal contribution to accelerating the recovery of global trade," said **DP DHL chief executive Frank Appel**.

**Chief financial officer Melanie Kreis** added: "After more than a year into the Covid pandemic, e-commerce has seen structural growth and shipment volumes reached a substantially higher level. At the same time, our business is benefitting from a resurgence in business customer activities. "Based on significantly elevated demand for logistics solutions, all divisions are able to utilise their networks more efficiently than ever before. Thus, we have an excellent position to grow further profitably in the future with targeted investments in our core business and digitalization."

# SkyCell

## partners with All Nippon Airways

### to support Japanese pharma market

Its partnership with ANA will include all the temperature ranges that we have, from -80°C to -60°C, -30°C to -15°C, +2°C to +8°C and +15°C to + 25°C. This gives their customers access to all cold chain internal temperature conditions to facilitate safe, secure and sustainable shipments. With Japan being a pivotal segment in the pharma market, its collaboration with ANA, as well as the utilization of hybrid container solutions into their cold chain, will ensure the timely arrival of life-saving medicines in the region.

#### CHIARA VENUTI, BUSINESS DEVELOPMENT DIRECTOR AND AIRLINE PARTNERS AT SKYCELL

**"We at SkyCell are proud to partner with ANA to show our commitment to supporting the Japanese market, and ensure vital medicines reach their destinations fast and without spoilage. When shipping vital pharmaceutical products, there is no room for error. We have created a complete solution that ensures shipments can be safely transported from production to patients around the world."**

ANA and their customers will see why hybrid containers are an ideal solution to issues faced in modern pharma supply chains. The hybrid containers can maintain stable temperatures without the need for external charging for

CHIARA VENUTI



DAI YUASA



SkyCell has expanded its airline partnerships into Japan by partnering with All Nippon Airways (ANA), the country's largest airline. This collaboration will not only strengthen the support for pharmaceutical customers shipping in and out of Japan, but will also benefit ANA in reaching their own sustainability goals.

long periods of time, meaning special infrastructure is not needed to keep the containers at optimal temperatures. By using lightweight, environmentally-friendly material, the technology enables efficiency and reusability. Additionally, they are shock-absorbent and can mitigate any breakage during transport, whilst a double-door system protects the packaging in high-humidity countries.

**DAI YUASA, SENIOR VICE PRESIDENT OF GLOBAL MARKETING AT ANA CARGO**

**“We are very glad to announce our new partnership with SkyCell. As the first Japanese IATA CEIV Pharma certified**

**airline since 2017, we have been expanding our capabilities to transport temperature-controlled pharmaceuticals at the global standard and beyond. Especially through this COVID-19 situation, now more than ever, transporting pharmaceuticals safely is a social mission for every process involved in the chain. We want to provide every customers’ needs for various pharmaceuticals including vaccines. The addition of SkyCell to our product lineup is our commitment to our valued customers.”**

Furthermore, working towards a sustainable supply chain is also a fundamental part of our partnership.

ANA, like many airlines, also has its own sustainability targets and seeks to collaborate with those who have a similar outlook. At SkyCell, sustainability is part of our DNA. We have joined the SBTi, launched our own sustainability report and committed to the Paris Agreement. By partnering with SkyCell, ANA has a collaborator that shares their sustainable vision, and will utilize containers that cut CO2 by half and don’t contribute to landfill waste.

Finally, SkyCell currently has one service center in Japan. This will also support the Japanese market with container availability and bring SkyCell’s hybrid to this essential segment of the pharma industry.

## SkyCell opens new service center in Puerto Rico

**S**kyCell has enhanced the supply chains of pharma manufacturers located on the island.

Situated near Luis Muñoz Marín International Airport, the facility consists of four different warehouse zones. Zone 1 is dedicated to dry cargo. Zones 2 and 3 ensure controlled temperatures of 2-8°C, ideal for our 1500C and 2500C hybrid containers, and 15-25°C, perfect for our 1500CRT and 2500CRT hybrids. Both of these zones also come complete with humidity control. Meanwhile, Zone 4’s space is set at 15-25°C.

**RICARDO ORTIZ, BUSINESS DEVELOPMENT MANAGER IN PUERTO RICO:**

*“We can now bring even better coverage to all our clients shipping pharma products across the region and globally. Puerto Rico plays a leading role*



*in the Life Sciences industry. With our service center opening in Puerto Rico, our clients have access to our hybrid solutions. We are committed to our mission of no loss in the pharma supply chain worldwide.”*

With the US mainland and nations across Latin America in near proximity, Puerto Rico is a key location to ensure our pharma clients deliver quality medications to patients in need.

# EXIM Renews Supply Chain Finance Guarantee of \$180 Million Purchase Facility Supporting Sales of CFM International Aircraft Engines

**T**he Board of Directors of the Export-Import Bank of the United States (EXIM) approved the renewal of a 90 percent guarantee of a \$180 million purchase facility under EXIM's Supply Chain Finance Guarantee Program. The transaction will support aircraft engine sales from CFM International, Inc., in Cincinnati, Ohio, to The Boeing Company for use in exports.

EXIM's guarantee will further support U.S. jobs as the COVID-19 pandemic continues to impact the commercial lending market, particularly in sectors such as aviation that have been heavily impacted by the pandemic. EXIM estimates that the renewal of the facility will support \$353 million in export sales and 600 American jobs, including jobs at businesses that make up the aircraft manufacturing supply chain across Indiana, North Carolina, and Ohio.

*"One of EXIM's primary roles is to fill gaps in private-sector financing in support of U.S. exports. Throughout the pandemic, EXIM has fulfilled that mission by helping to ensure that American manufacturing jobs remain secure while the world navigates the historic disruptions to various markets and sectors," said **EXIM Acting President and Chairman James Burrows**. "The renewal of EXIM's guarantee of this facility creates greater certainty for American workers as our country continues to build back better from the pandemic."*

The guaranteed lender is Credit Agricole Corporate and Investment Bank in New York, New York. The EXIM-guaranteed purchase facility was originally approved by EXIM's Board of Directors in July 2020 for \$510 million. The lender will continue to purchase accounts receivable due from Boeing to CFM International for purchases of its LEAP 1B aircraft engines being used in the Boeing 737 MAX aircraft. The EXIM-guaranteed financing will be repaid over nine months.

EXIM's Supply Chain Finance Guarantee Program enables approved lenders to expand capacity under their existing supply chain programs

to reach more U.S. exporters and their respective suppliers. Under the program, EXIM provides a 90 percent guarantee to a participating lender that purchases accounts receivable from suppliers of an approved exporter, facilitating cash flow and liquidity for both the supplier and the exporter.

CFM International is the world's leading supplier of jet engines for single-aisle aircraft. A 50/50 joint company between GE and Safran Aircraft Engines, CFM International develops, produces, and sells the advanced-technology LEAP engine as well as the best-selling CFM56 engine.





**D**rones will become a preferred transportation mode for last-mile deliveries of pharma products into hard-to-reach areas with a concentration of healthcare facilities in the coming years, according to a new white paper from Pharma.Aero and the Humanitarian Logistics Association.

The whitepaper, which included the results of an interactive survey, found that higher density of health facilities, especially in hard-to-access areas, enable UAVs to work more efficiently, as shorter distances can be operated and as more flights can be made to meet demands.

Among the survey participants, which included participants from the logistics, pharma, humanitarian, medical and drone sectors, 58.3% responded that they see a medium-term horizon (one to five years) for drone deployment within their organisation.

**Trevor Caswell, manager of demand and product development at Edmonton International Airport, and vice chairman, Pharma.Aero** said: “With the advancements in drone technology coming so far in recent years, the future of Unmanned Aerial Vehicles (UAVs) is here. “Drones being used for last mile delivery is here to stay, and projects like this will provide insights to our members and industry

## Drones will become a preferred transportation mode for last-mile deliveries of pharma products

*on how drone technology could become more integrated in the pharmaceutical supply chains, delivering life-saving products directly to the end user.”*

Asked how they would like to see drones improved, the survey respondents ranked range as the most important area for development, followed by; weight, all-weather availability, capability to fly over cities, logistics infrastructure dependency, volume and speed.

Backing this finding up, the white paper also found pharma specialists are more likely to acknowledge the application of drones for distances over 120 km.

However, the need for greater range creates the requirement for specific infrastructure as smaller multicopter drones that require less infrastructure

tend to have a range of around 20 km, while fixed-wing drones that require runways for take off and landing can fly up to 500 km.

While the whitepaper predicts the increased use of drones, it also pointed out some of the main challenges that lie ahead.

*“In order for UAV to be considered as an integral part of air cargo, there are still areas to be addressed by the industry and regulatory bodies,” it said. “Countries across the globe need to align on standards, regulations and guidelines to ensure safety of UAV for final mile deliveries. With this, there could be higher understanding and acceptance from the pharma and air cargo industry to increase the use of UAVs as a form of freight transportation in the pharma supply chain.”*

# Kale Logistics Solutions study reveals environmental benefits of digitization



A study by Kale Info Solutions Inc, the North America division of Kale Logistics Solutions (Kale), on the impact of digitisation at Atlanta Airport, Georgia, USA, has demonstrated CO<sub>2</sub> and fuel savings, as well as reduced labour costs, and close to 2,000 man-hours saved.

The study showed that by using digital tools the Atlanta Airport Community, which is powered by Kale's digital solutions, had saved nine tonnes of CO<sub>2</sub> from being processed since the beginning of 2021: the equivalent of planting more than 400 trees.

The study looked at 1,839 shipments, 389 trucks, and 680 tonnes of cargo going through Atlanta Airport for the first seven months of 2021.

In total, more than 5,650 litres of fuel, USD 69,000 of labour costs, and 1,945 man-hours were saved by using Kale's slot management tool to organise and facilitate the arrival and loading of trucks at the airport.

Kale's Single Window System used for airport and maritime community systems enables electronic



communications between multiple supply chain stakeholders.

*"We want to add momentum to the global sustainability drive and be a major influencer for airports, ports, and supply chains across the world to go paperless, improve digital connectivity, and reduce carbon emissions,"* said **Amar More, President, and Chief Executive Officer, Kale Info Solutions, USA.**

*"We estimate that digital solutions like the ones developed by Kale can reduce paper usage by eight million pieces of paper annually at an airport – the equivalent of planting 1,500 trees – and reduce cargo dwell times by up to 70 percent, lowering carbon emissions and fuel expenses."* *"Businesses across all modes in the supply chain can improve their environmental impact and internal operations by adopting IT solutions that provide greater transparency, better planning, and paperless processes,"* added Amar.

Kale recently launched a Maritime Single Window IT solution providing a single point of data entry for documentary requirements and procedures at ports as part of its ongoing drive to digitize supply chains.

Another recent Kale study at Tuticorin VOC Port, Tamil Nadu, India, where the Kale Port Community System is used, showed that a port handling around one million twenty-foot equivalent units (TEUs) can save enough carbon to plant the equivalent of up to 4,000 trees annually by adopting paperless operations.

*"CO<sub>2</sub> emissions from trucks on the port premises can be reduced by up to 75 percent through improved management of truck wait times by using a slot management system,"* said **Vineet Malhotra, Co-Founder, and Director, Kale Logistics Solutions.**

The digital supply chain solutions developed by Kale integrate into existing back-office systems to improve business operations and are suitable for different modes. In addition to improved environmental impacts, businesses that have adopted solutions from Kale have reported productivity increases of up to 70 percent.

# Swissport rolls out new cargo app

Swissport is equipping its cargo workers with a brand-new mobile application and new handheld devices. The cargo app will further digitize the air cargo warehousing process and offers real-time visibility on cargo shipments. Already operational in the first five Swissport warehouses, the app will be rolled out in 76 more locations by the end of 2022.

Swissport is introducing a new mobile cargo application to further streamline and digitize its air cargo business. The Cargospot cargo app, developed by CHAMP Cargosystems, allows Swissport to record every step of the warehousing process, such as example acceptance, build-up, check-



in of goods, and delivery. With these process steps in the future supported with real-time visibility, customers can keep track of their shipment status according to Cargo iQ standards.

The cargo app will enable Swissport workers to monitor and steer the warehousing process with real-time visibility, in a user-friendly and highly efficient way and offers advanced data insights into air cargo flows. Cargo will be traceable through timestamps with exact locations, further improving the security of the

supply chain. The app also features built-in safety mechanisms, which create an additional barrier to make sure incompatible shipments, such as specific dangerous goods, remain separated at all times. As staff monitors and registers the flow of air cargo, several manual processes can be eliminated, and the administration is simplified. The advantages of the new application are offered to airlines using Swissport's Cargo Management System.

*"Our new cargo app enables us to take the digitization of our air cargo business to the next level," says Hendrik Leyssens, VP Global Operations Cargo. "The improved visibility of every individual shipment will benefit airlines, forwarders, and our own workers alike. Beyond that, this new way of working delivers a wealth of data, clearing the way for further optimization and streamlining the cargo flow at Swissport warehouses."*

The mobile cargo application has already been rolled out at Swissport's cargo operations in Helsinki, Basel, Hamburg, Manchester, and Frankfurt. Next, the app will be introduced at locations across Africa, the US, the UK, and in Ireland, Spain, Belgium, and the Netherlands. The implementation is set to reach 76 facilities in Swissport's cargo network by the end of 2022.





# Hactl

## takes first robotic step

**H**ong Kong Air Cargo Terminals Limited (Hactl) – Hong Kong’s largest independent handler – has taken its first step into robotics with the opening of a new Automated Parts Store (APS) for its giant container- and loose cargo handling systems.

The new, robotically-operated parts

dispensing system enables urgently-needed spares to be quickly accessed around the clock, both for routine maintenance and in the event of occasional breakdowns.

Hactl’s automated and highly complex Container Storage System (CSS) has 11 levels, is 260 m long, features a giant ULD racking system

that holds 3,500 units and stores and retrieves up to 8,000 tonnes of air cargo per day. Meanwhile, its automated Box Storage System (BSS) handles loose cargo, using 10,000 stillages that run on tracks between the cargo pick-up and build-up areas.

These giant machines are the beating heart of Hactl, working 24/7/365 to maintain Hactl’s mission-critical operations, which often process over 100 wide-body freighters daily, and often 16 or more at the same time. Routine maintenance, as well as occasional breakdowns, employ an 80-strong team of engineers and technicians, who are constantly visiting parts stores to collect the components they need.

The previous, manual parts requisition process required technicians



to visit the main parts store in the terminal to collect components such as sensors, switches and lamps for replacement. Outside the parts store's opening times, the technicians could sometimes obtain the parts

they needed from a cabinet in the Maintenance Services Centre on level 3 of SuperTerminal 1; but this held only 60 or so of the most commonly-used spares. Requisitions were recorded in a logbook, which the parts store staff later used to update stock levels. These parts store staff also had to conduct manual inventory cross-checks every week: a time-consuming task with the potential for error or oversight.

The new APS features an automated robot that manages more than 200 multi-compartment bins, housing all of the most commonly-used spare parts. On visiting the APS, technicians simply scan the code for the relevant parts, and input quantities needed, via a user terminal. The robot then takes the shortest route to retrieve the parts and serve them to the waiting technician.

The APS robot weighs around 270kg, and can lift up to 40kg. Although the APS is a "no-man" zone with 24-hour CCTV surveillance coverage, the robot is fitted with intelligent sensors to avoid any potential collision with personnel or property. The robot automatically recharges itself at its home station whenever it is inactive.

The new APS system automatically updates stock levels after every pick, so no part stock is ever exhausted. When

stocks do need to be replenished, the robot collects these from parts store staff at the counter, and places them in the correct location on the racking.

The new APS means technicians can collect any of the most frequently-needed spare parts at any time of day or night, and reduces the time taken to do so by around 50%.

Says **Hactl Chief Executive Wilson Kwong**: "Hactl is a mission-critical operation for its customers and the whole airport, so minimising downtime is vital in the daily operation of our core Cargo Handling Systems. The APS robot will immediately save more than 1,500 man-hours per annum, while a mobile app that enables technicians to order spare parts from any location will also be introduced in due course, further improving our efficiency."

"This is also an important technological step for Hactl. The experience we are gaining in designing, implementing and operating this facility will prove invaluable in enabling us to identify other suitable applications for robotics within our large-scale operations, and then produce tech-led solutions."

"This is yet another illustration of Hactl actively driving innovation and efficiency in its operations, through continuing investment in state-of-the-art solutions."

## AIR CARGO

## Atlas Air Worldwide Announces New ACMI Contract with FedEx

**A**tlas Air Worldwide Holdings, Inc. has announced that its subsidiary Atlas Air, Inc. has entered into a long-term agreement with FedEx to provide two 747-400 freighter aircraft on a full-time aircraft, crew, maintenance and insurance (ACMI) basis. This new agreement is in addition to the company's existing multi-year peak season contract that

provides FedEx with a minimum of five aircraft during the fourth quarter.

Both 747-400 freighters have entered service and are flying on behalf of FedEx to support their growing express and e-commerce network.

"We are pleased to grow our long-term relationship with FedEx. This agreement reflects the continued strong demand for air freight capacity,

particularly in the express and e-commerce markets," said **John W. Dietrich, President and Chief Executive Officer of Atlas Air Worldwide**. "Atlas is a leader in supporting express networks, with a focus on operating the most modern, fuel-efficient aircraft to deliver high levels of on-time performance for our customers."



## Technology is now transforming cold chain cargo at BLR Airport

- TAGBOX-developed solution will provide shippers and carriers real-time temperature & shipment movement information
- Data gathered from temperature sensors can be used to create valuable cold chain insights
- Technology can send proactive and reactive alerts on temperature excursion risk to be able to take corrective action
- Temperature can be monitored on a secure web/mobile-based platform by all stakeholders in the cold chain
- Allows companies to protect their products, ensure quality and meet regulatory compliance
- Technology will boost pharmaceutical industry and other temperature sensitive cargo industry in Bengaluru



**A**n Internet of Things (IoT) based solution to monitor temperature-controlled cargo is enabling real-time supply chain visibility at the Kempegowda International Airport, Bengaluru (KIAB/ BLR Airport).

Currently available at Menzies Aviation Bobba Bangalore (MABB), one of the Cargo Terminals at BLR Airport, the technology will enable live monitoring of temperature-sensitive products such as pharmaceutical and perishables, including fruits,

vegetables, meat, sea food, dairy products, cut flowers etc.

The solution will not only benefit the pharmaceutical & perishable food industry in Bengaluru, but also play a part in strengthening BLR Airport's reputation as South India's preferred Cargo Gateway.

The TAGBOX-developed technology will provide shippers and agents real-time temperature data of the shipment from the time it leaves the warehouse to the point it is loaded onto an aircraft at BLR Airport. The battery-powered Tag360 sensor, attached to each small SKU, box, or pallet tracks the product's temperature, at every step of the journey. Shippers and agents can monitor the end-to-end health of their products through a central monitoring dashboard via a web or mobile interface.

The temperature data gathered from the sensors can be used to create valuable insights on efficient operations and resource management leading to improved customer service..

IoT-based sensors capture other critical product parameters and instantly send SMS and / or e-mail alerts. With this, the shipper will be able to take corrective actions, instantly.

Remote temperature monitoring also allows companies to enhance visibility of the product and meet regulatory compliance.

*"At BIAL, we firmly believe in digitalising processes to create transparency and real-time visibility, while improving overall efficiency. End-to-end visibility has become a prerequisite for any supply chain. We are pleased to collaborate with our partners to enable this at BLR Airport,"* said **Mr. Satyaki Raghunath, Chief Strategy & Development Officer, BIAL.**

*"In order to maintain end-to-end transparency of the shipments processed through our Cold Zone, MABB, in association with BIAL, had conducted a POCs on few Pharma*

*shipments by using the TagBox solution. It turned out to be a perfect solution, providing us with a satisfactory result. The implementation of this solution has added value to our cold chain supply process and more importantly for the pharma shipments at our Cold Zone,"* said **Mr. Anil Kumar, Chief Executive officer, Menzies Aviation Bobba (Bangalore) Pvt Ltd.**

BLR Airport is one of the few airports globally to have such technology for efficient handling of cold-chain cargo.

#### How it works

- The pallets at shipper locations are fitted with Tag360 sensors that measure temperature
- The sensor starts recording temperature throughout the journey from warehouse to the airport terminal
- When the shipment arrives at the terminal, the TagHub-FX, Gateway installed at the entry dock syncs the recorded temperature data from incoming sensors
- Temperature data is synced live from inside the terminal via TagHub-FX Gateways installed in various areas or by cargo handlers using TagLink mobile app
- Shippers are able to see real-time location and temperature data of their respective shipment from inside the cargo facility.
- Excursion alerts will be generated and monitored live by Terminal staff and the shipper. They can work together for appropriate interventions
- In the event of any excursions, terminal staff and shippers can work together for appropriate interventions
- Temperature and location visibility will be provided until take off

To further improve its cold-chain processing efficiency, BIAL has launched Envirotainer, a technology that enables pharmaceutical companies and their logistics partners to move temperature-sensitive cargo across the world, while maintaining the integrity and quality of products throughout the journey.



# Air Methods

## Launches Spright, a New Drone Solution, Deploying Fleets of Wingcopters

*Strategic partnership to provide new options for on-demand delivery and access to lifesaving resources*

**A**ir Methods, the nation's leading air medical service provider, announced today the launch of Spright, a newly formed drone solution, designed to help improve healthcare access and minimize supply challenges. Collaborating with Wingcopter, an industry-leading German drone manufacturer, Spright is creating a drone-based, healthcare-specific delivery network across the United States.

As a result of the nation's efforts to keep healthcare costs down, Americans are impacted by a lack of immediate or timely access to healthcare resources. When these shortages impact the availability of blood products, medicines, diagnostics or small medical

devices, the consequences can be dire. The solution is a flexible, rapid distribution network designed with 21<sup>st</sup>-century technology.

This new drone delivery network will improve access to urgently needed medical supplies for healthcare providers and the communities they serve. Air Methods will make this possible by deploying fleets of Wingcopter's new flagship delivery drone, the Wingcopter 198. The team at Wingcopter has the proven technology and production capacity to enable Spright to create a nationwide network, built around Air Methods' existing infrastructure of more than 300 bases, serving hundreds of hospitals, across 48 states

predominantly in rural areas.

*"The COVID-19 pandemic exacerbated some of the real challenges in our health care system creating an opportunity to find better solutions to extend access to healthcare, especially in rural America," said **JaeLynn Williams, CEO of Air Methods.** "That is why we are doing what Air Methods does best, taking to the skies, using the latest in technology and drone innovation, delivering hope and facilitating healing with speed and efficiency that was previously unimaginable. We see Spright serving a vastly underserved market and playing a huge role in a future full of better outcomes for everyone."*

This fall, Spright will be kicking

off this endeavor by partnering with Hutchinson Regional Medical System, in Hutchinson, Kan., for the launch of an initial pilot project using Wingcopter's delivery drones. This project will provide a proof of concept of how this new and exciting venture can provide needed relief and certainty for medical resources in rural America. Spright will provide additional details on this initial project as the deployment draws near.

The Wingcopter 198 is a state-of-the-art autonomous eVTOL delivery drone that enables safe, reliable, fast, and bi-directional medical deliveries. It is designed to provide maximum flexibility and ease of use in operations. The company's patented tilt-rotor

technology allows for vertical take-off and landing, while also enabling efficient forward flight over long ranges, thus eliminating the need for additional infrastructure. The drone has a range of up to 68 miles (110 kilometers), a maximum speed of 90 mph (145 kilometers per hour) and can carry a payload of up to 13 lbs. (6 kg). Therefore, the Wingcopter 198 is an excellent choice to make Spright's vision a reality.

"We are thrilled to team up with Air Methods to create a life-saving drone delivery network throughout the United States," said **Tom Plümmer, Co-Founder and CEO of Wingcopter**. "Our technology has been used globally to effectively deliver medical supplies,

for example insulin in Ireland, children's vaccines in Vanuatu, emergency medication in Malawi, and just recently, blood samples in Germany. Our vision to 'save and improve lives' resonates perfectly with Air Methods' legacy of providing lifesaving care, combined with Spright's ambition to improve the quality of healthcare across the U.S. by deploying fleets of Wingcopters, and we are excited about scaling this together."

Today, Air Methods serves as the nation's largest and most experienced FAA Part 135 Operator. Combining this operational experience with Wingcopter's cutting-edge delivery drone technology gives Spright a unique ability and the resources to dramatically improve medical supply chains.

MRO

## Heston MRO extends MRO services into Europe



*Heston MRO, the largest independent MRO organisation in Australasia, extended its presence into Europe.*

**T**he newly established subsidiary, Heston MRO Europe, will start immediately offering Components Support and Asset Management services to airlines and asset owners. The company is planned to operate local European warehouses

and have AOG support and logistics teams located next to its European customers and suppliers.

"Heston MRO realises that the pace of aviation recovery varies significantly between different regions", **comments Asta Zirlyte, CEO of Heston MRO**. "It

has always been in our plans to expand geographically beyond our home region in Australasia, following the actual needs of airline customers and asset owners. Faster post-Covid recovery in the Northern Hemisphere repositioned our strategic goals and accelerated that decision. We have established our presence in Europe to capture the local MRO opportunities driven by the recovering travel."

"Based in the European Union-Lithuania, Heston MRO Europe will aim to service operators and asset owners in EMEA and CIS markets", **says Kestutis Volungevicius, CEO of Heston MRO Europe**. "Having started with Components and Asset Management solutions, we aim for organic customer driven expansion into other adjacent MRO offerings like engineering services, engines solutions, and other technical support services'.

Heston MRO Europe has tailored its Components and Asset Management solutions for narrow body aircraft, covering B737 and A320 families through spare parts support, AOG coverage, asset part-outs and trading. The company is seeding its European stock with own part-out projects and partnerships with asset owners.



# DHL Express

## Bolsters Intra-Asia Airfreight Capacity

- *Newly converted Boeing aircraft offers 30 percent increase in gross payload for customers in Bangkok, Hanoi and Hong Kong*
- *Expanded airfreight capacity to support growth in cross-border trade and e-commerce sales within Asia Pacific*

In anticipation of the upcoming e-commerce peak season where DHL Express expects orders and sales to rise significantly, the world's leading international express service provider has expanded its airfreight capacity within Asia with a newly converted B737-800 freighter. Operated by K-Mile Asia, a partner of DHL, the new aircraft offers a total gross payload of close to 140 tons weekly as it travels six times a week from Hanoi to Hong Kong and Bangkok before making its return to Hanoi. This is a 30 percent increase in capacity carried previously

by the Boeing B737-400SF freighter, enabling better preparation and response to the anticipated growth in shipment volumes in the coming months.

The expanded capacity and increased flight frequency from five to six times per week will equally enable businesses and consumers from the three markets to capitalize on the growth in trade opportunities within Asia, as they benefit from quicker deliveries and shorter transit times.

Commenting on the launch of the new flight, **Ken Lee, CEO, DHL Express Asia Pacific** said, “Asia Pacific has remained resilient despite the economic impact brought about by the COVID-19 pandemic. In fact, we are seeing increased activity in cross-border trade and e-commerce within the region due to improved logistics, enhanced connectedness as well as reduced trade barriers. With the expansion of our airfreight capacity, we are confident that we can provide businesses in Thailand, Vietnam and Hong Kong with better access to other markets via our extensive global network and boost their economies in the process.”

Economic growth in Asia Pacific has shown signs of rebound and is set to

continue, driven in part by a progressive rollout of COVID-19 vaccines across the region. Exports are also forecasted to grow at a rapid pace, as a result of stronger supply chain networks and ASEAN policy initiatives, such as the Regional Comprehensive Economic Partnership (RCEP), that promote regional economic integration.

In addition, Asia Pacific’s e-commerce sales are showing no signs of slowing down – **reaching USD 2 trillion by 2025** – as mobile connectivity and a digital-savvy demographic propel digital adoption. Making purchases from abroad has therefore become increasingly ubiquitous. Almost 75 percent of online shoppers in **Hong Kong** and 50 percent

in **Thailand** have made purchases on overseas platforms. Similarly, Vietnam has also seen **an acceleration in cross-border e-commerce** activities.

“As consumers get used to shopping online, businesses are equally making the leap to digital platforms to conduct their B2B transactions, not to mention many of which are helmed by digital natives who have grown up in the age of the Internet,” said **Sean Wall, Executive Vice President, Network Operations & Aviation, DHL Express Asia Pacific**. “To tackle this surge in demand, we have been actively finding opportunities to enhance our fleet, including the conversion of suitable passenger aircraft. Utilizing the B737-800 will also help us reduce carbon emissions by 15 percent as

compared to the B737 Classic aircraft, which is one of the deciding factors as we accelerate toward our climate-neutral logistics target.”

The new B737-800 aircraft connecting Bangkok, Hong Kong and Hanoi joins three other aircraft in the fleet that concurrently and collectively serve Hong Kong, Phnom Penh, Singapore and Jakarta. It is also part of DHL Express’ commitment to bolster its Asia Pacific network with the **investment of close to EUR 60 million** by introducing new aircraft and direct routes.





# SAL and Bahrain's Gulf Air

## Sign 7 year Cargo Logistics Partnership Agreement

**S**AL, Saudi Logistics Services company, has signed an agreement with Gulf Air – the Kingdom of Bahrain's national carrier – to provide ground handling solutions to their fleet at all KSA main airports. The Saudi company said that this 7-year agreement is another step towards enhancing the expansion plans and strategic relations with diverse airlines with high cargo operational capacity.

**SAL's CEO Hesham Alhussayen** noted that the agreement represents years of mutual cooperation in both passenger and cargo flights with Gulf Air, and that the Bahraini leading airline will benefit from SAL's wide range of logistics services and offerings. He highlighted the pivotal role SAL plays in facilitating cargo movement at all main airports where the company utilizes its full logistic capacity to effectively serve airlines through its full-fledged modern facilities according to high international standards.

**Gulf Air's Acting Chief Executive Officer Captain Waleed AlAlawi** welcomed the partnership and noted that such agreements will strengthen its presence and expansion into important markets such as the Kingdom of Saudi Arabia.

SAL is a specialized ground handling company and in 2020 only it handled a total of 900,000 kg for Gulf Air in all main airports in KSA. SAL provides premium ground handling services for multiple airlines at Saudi Arabia's local airports and logistic support with cargo chain solutions. The company also connects all means of transportation with regional airports to make a significant contribution to Vision 2030 and transform the Kingdom into a global logistics hub.

# cargo-partner renews for CHAMP's TRAXON cargoHUB



**C**argo-partner has renewed its contract with CHAMP for its TRAXON cargoHUB community. The forwarder has benefitted from access to the largest air cargo community, with digital access to thousands of stakeholders throughout the supply chain, enabling doing business with all community players via a single system regardless of message format or protocol.

In a move for further operational excellence, the forwarder has also implemented TRAXON Quality. Rather than waiting for monthly reports to measure internal efficiencies, cargo-partner will now get the most up-to-date insights sourced from data from its TRAXON cargoHUB solution.

As of 4 June 2021, forwarders are required to submit Advance Customs Information for all shipments entering

Canada. As a longtime customer, cargo-partner chose CHAMP for its new compliance needs. The solution adapts quickly to the latest country customs requirements and enables efficient, secure, and accurate information exchange in line with the customs authorities' requirements - regardless of format, communications protocols and processing rules.

TRAXON Quality measures a customer's full network, for shipment flows and performance. It will allow cargo-partner to create a transport plan for shipments, track the progress against events and get alerted for actions and improvements. Both solutions were implemented in under two weeks.

"With new data insights we will be able to further optimize our business and operations, and ultimately further improve our customers' experience with us," says

**Jo Feiks, Corporate Director Product Management Air Cargo, at cargo-partner.** "We are pleased to renew for TRAXON cargoHUB and implement data insights solutions that will be of boundless benefits to our operations."

"As a longtime stakeholder in the air cargo industry, cargo-partner understands the benefits of using data to its advantage," says **Nicholas Xenocostas, Vice President Commercial & Customer Engagement at CHAMP Cargosystems.** "The data already collected in TRAXON cargoHUB is brought together for simple and straightforward insights that can help make vital business decisions. We are pleased to support them in their pursuit of operational excellence."

cargo-partner has been a CHAMP customer for 15 Years.

# CEVA Logistics opens Singapore cold station as part of global healthcare logistics solution

- New airfreight cold station located in Free Trade Zone of Airport Logistics Park of Singapore
- Investments continue in temperature-controlled air freight stations in strategic locations to serve global trade routes
- Offer specially targeted at temperature-sensitive healthcare logistics, including COVID-19 vaccines



**C**EVA Logistics opened its temperature-controlled air freight station adjacent to Singapore's Changi International Airport, positioning Singapore as a strategic healthcare logistics hub for the Asia Pacific region.

CEVA's latest cold station lies within the Free Trade Zone of the Airport Logistics Park of Singapore, facilitating seamless regional distribution in the Association of Southeast Asian Nations (ASEAN) region and providing in-transit storage, value-add services and quick

turnaround times for connecting to global markets.

### **Airfreight stations part of expanding healthcare logistics offering**

CEVA's growing network of cold stations is in direct service of its Temperature Sensitive Solution, a pharmaceutical logistics offering ensuring that temperature-sensitive shipments across ambient and chilled conditions are maintained in their optimal environments throughout shipment.

The CEVA Logistics temperature-controlled solution required capital investment in specialized air freight facilities around the world, and with the support of its parent company, the CMA CGM Group, a world leader in shipping and logistics, CEVA remains committed to operating a network of more than 40 such airfreight stations by the end of 2021. Additional stations in Atlanta, Chicago, Frankfurt, Madrid, Budapest and Mumbai are scheduled to open in the coming months. In all, the stations will allow CEVA to not only

service major healthcare gateways in regional markets, like Asia Pacific, but also to supply more than 1,450 healthcare trade lanes globally.

To meet the demands of healthcare and pharmaceutical customers, the new station is composed of two distinct areas dedicated to temperature management of shipments within the ranges of 15 to 25 degrees Celsius and 2 to 8 degrees Celsius. CEVA will continue to focus on the spectrum of products requiring a range of 2 to 8 degrees Celsius, including certain COVID-19 vaccines, although the company provides solutions for other products, including vaccines requiring lower temperatures throughout transport.

Additional solutions such as Controlant, an automated control tower workflow tool, and Validaide, a risk assessment tool on lane validations, will also be available for customers to ensure reliability and compliance.

The Singapore location's proximity to local seaports, combined with reefer container options, also allows customers to access more environmentally friendly ocean freight transportation.

CEVA FORPATIENTS offers a wide range of healthcare and pharmaceutical logistics

The CEVA FORPATIENTS suite of healthcare logistics encompasses temperature sensitive solutions, pharma and biopharma, medical devices, consumer health, hospital and home care, as well as diagnostic and laboratory services. In healthcare and pharmaceutical markets, CEVA serves more than 500 healthcare and life science companies globally, more than 50 healthcare contract logistics operations worldwide and 20 of the top 30 medical device supply chains.

**Says Elaine Low, managing director for Southeast Asia and Pacific, CEVA Logistics:** "As CEVA's first airfreight cold chain facility in

*Singapore, this is a timely investment for healthcare logistics. This air hub is now capable of supporting the regional distribution of vaccines and other pharmaceutical supplies that are critically needed in Southeast Asia at the moment. In addition, our healthcare customers will benefit from the range of value-added services, such as dry ice, relabelling and cross-stocking within the free trade zone."*

**Says Niels van Namen, executive vice president of global healthcare, CEVA Logistics:** "Our FOR PATIENTS commitment is driving our investment in healthcare logistics. These airfreight cold chain stations are just one more example of how we put the patient first, even in the supply chain. We have the expertise and now another facility to continue supporting customers who require stringent temperature management within their global supply chains to ensure the integrity of their patients' products."

## Jörg Eberhart appointed Chief Strategy Officer of Lufthansa Group

**O**n October 1, 2021, **Jörg Eberhart, currently CEO of Air Dolomiti**, will assume the position of **"Head of Strategy & Organizational Development"** at Lufthansa Group. He will succeed William Wilms, who was appointed to the Executive Board of Lufthansa Technik on 1 September 2021.

Jörg Eberhart has served as President and CEO of Air Dolomiti since 2014. During

this time, he was also a member of the Executive Board of Lufthansa CityLine. Prior to this, he held a number of management positions at Lufthansa Group that included being part of the establishment of Aerologic GmbH and the implementation of the SCORE project.

Jörg Eberhart studied business administration at the University of Tübingen and holds a pilot's license for the Airbus A320.



ON THE MOVE



**AJW** TECHNIQUE  
europe

# AJW Group extends MRO services in Europe

**A**JW Group has launched its European MRO facility, AJW Technique Europe, located near Gatwick Airport.

The MRO begins with a specialisation in battery repair, including deep cycle, top charge, cleaning, re-blocking, regular service, overhaul, test and recertification for all commercial aircraft main, auxiliary, and emergency power supplies.

The battery capability is delivered via the acquisition of Avia Component Services, whose skilled and certified Technicians will continue to provide a seamless, full service immediately.

The MRO has been strategically positioned to meet AJW Group's flagship customers' needs. AJW Technique Europe will deliver the same outstanding customer service and quality that customers of AJW Group's state-of-

the-art MRO facility, AJW Technique, in Montreal have enjoyed for almost 10 years.

Despite the pandemic, AJW Group has continued to transform, grow and deliver to get closer to its customers and to provide an unrivalled expertise and experience.

**Christopher Whiteside, Chairman and CEO of AJW Group, comments:**

"We are delighted to announce the strategic expansion of our world-

class maintenance services into Europe, enabling us to continuously meet and exceed regional customer needs."

**Sajedah Rustom, CEO of AJW Technique, comments:**

"We are immensely proud and excited to expand in Europe, where we look forward to delivering our highly-regarded, innovative repair services and solutions, on the doorstep of all the European airlines."

# Singapore Airlines and Heston MRO

## Extend Maintenance Agreements



**S**ingapore Airlines (SIA) and Heston MRO, the largest independent MRO organisation in Australasia, extended their MRO partnership for another three years.

Under the newly extended agreements, Heston MRO will handle all incoming and departing SIA passenger flights in Melbourne, Brisbane, and Perth, utilizing Boeing 777, 787, and Airbus 350, 380 aircraft types. The handling agreements also cover SIA's Boeing 747 freighter flights to Melbourne. Under the signed extended agreements, the scope of services include full handling of aircraft transits, defect rectification, local warehousing and logistics support.

*'This is great positive news for Heston MRO in the Covid-19 affected*

*aviation world', comments Asta Zirlyte, CEO of Heston MRO.*

*'Despite the current travel restrictions, airlines in Australia and the South East Asian region are gearing up for the post-pandemic market recovery. Heston MRO is positioning itself to play an active role in the upcoming market recovery. We are extremely honored with the trust that Singapore Airlines Group puts in Heston MRO as its long-standing technical support partner in Australia.'*

With more than 25 years of operating history and airside presence in Sydney, Melbourne, Brisbane, Perth, Adelaide, and other airports in Australasia, **Heston MRO** is the largest independent MRO organisation in the region. Its Total Technical Care services are offered to airlines,

leasing companies, and OEMs in the Australasian and South West Pacific region.

The SIA Group's history dates back to 1947 with the maiden flight of Malayan Airways Limited. The airline was later renamed Malaysian Airways Limited and then Malaysia-Singapore Airlines (MSA). In 1972, MSA split into **Singapore Airlines (SIA)** and Malaysian Airline System. Initially operating a modest fleet of 10 aircraft to 22 cities in 18 countries, SIA has since grown to be a world-class international airline group. Singapore Airlines is committed to the constant enhancement of the three main pillars of its brand promise: Service Excellence, Product Leadership and Network Connectivity.

# Magnetic MRO signs the Consignment Stock Agreement with Avioparts

**M**agnetic MRO, a Total Technical Care and Asset Management organization, has announced it has recently signed the Consignment Stock Agreement with Avioparts, world leading supplier of lubricants, aircraft parts and logistic solutions for aircraft maintenance that has been in operations since 1993.

The agreement covers the supply of ATR tires, allowing Magnetic MRO Wheels and Brakes workshop to achieve the delivery of tires and its components required for the maintenance within the minimal time-frame, thus optimizing the maintenance time, minimizing TAT and improving the efficiency further.

*"We have already been working closely with Avioparts for a few years, thus the recent agreement is a step further in our partnership with them – and we are thrilled to start this new chapter as we are always striving to optimize our supply chain and stock management across the company. I am positive this partnership will be beneficial not only to both parties but to our customers also as it will increase tire*



*maintenance effectiveness and provide superior service to flight operators,"* shared **Kaarle Karp, Head of Supply Chain at Magnetic MRO.**

*"Avioparts is very proud to be supporting Magnetic MRO with Aircraft Tyres, along with other consumable requirements like Lubricant's, Hydraulic fluids, Greases and Chemicals. We are especially pleased to demonstrate the*

*flexible arrangements we have in place for them giving them the edge over their competitors in auto stock replenishment, use of our online web portal where they can view all our product range with pricing, view shelf life remaining, order for next day despatch, download all documentation including Invoices, EASA form 1's, etc."* **David Fojon President & CEO at Avioparts.**



## Cargojet appoints Vito Cerone to Senior Vice President - International

**C**argojet Inc. has announced the appointment of **Vito Cerone, as Senior Vice President, International** effective immediately. Prior to joining Cargojet, Vito was most recently the Vice President, Cargo Sales & Commercial Strategy at Air Canada where he oversaw the optimization of all global sales and commercial activities. As a senior executive, with over 30 years in the aviation industry, Vito held several senior leadership roles within the Cargo business. Prior to moving to Cargo, Vito spent 12 years in various commercial roles with the passenger segment of Air Canada.

Reporting directly to the CEO, Vito will be responsible for leading and implementing Cargojet's

International expansion. Vito will also be responsible for growing Cargojet's Charter, ACMI and Interline partnerships.

*"We have gone through a dramatic shift in our business over the past 18 months that has created new and exciting growth opportunities. Building on the success of a strong domestic network and the acquisition of seven (7) Boeing 767 and four (4) 777-300 freighters, Cargojet is rapidly moving forward on building a synergistic international business and we are thrilled to welcome Vito to the Cargojet family. Vito is a recognized leader in the global logistics industry and highly respected for his global relationships and commercial acumen."* said **Ajay Virmani, President and Chief Executive Officer.**

Vito will be based at Cargojet's headquarters in Mississauga, Ontario as well as Cargojet's Montreal offices as he leads a team of sales and marketing professionals. Vito holds a bachelor's degree from Concordia University.





## Poised for Growth in the Region, UPS Appoints New Leadership for Asia Pacific

UPS has appointed Michelle Ho as president of its Asia Pacific region based in Singapore. A growth-oriented leader, Michelle will drive UPS's business and operations in the company's fastest-growing region that employs over 13,000 UPS employees in more than 40 countries and territories. In this strategic role, Michelle will maintain UPS's focus to drive company growth and support cross-border connectivity needs for businesses large and small.

*"Michelle brings experience to this vital role along with an immeasurable passion for the business and dedication to our customers,"* said Scott Price, international president for UPS. *"Michelle has a clear vision for business growth and a solid track record of leading UPS to make strategic investments that*

*reinforce our commitment to deliver the best logistics experience for our customers in Asia. With Michelle at the helm, we will continue to build the innovative digital experience powered by a global smart logistics network that our customers expect. Michelle's customer-first mindset is central to what will propel the business in a region expected to drive strong demand."*

As the first female president for UPS's Asia Pacific region, Michelle brings nearly 30 years of experience having served in multiple leadership roles in Asia. In her previous appointment as President of UPS China, she led the implementation of strategic service and network enhancements across cities large and small. She also drove digital transformation efforts that enabled

Chinese businesses to adjust to new demands, help optimize their supply chains, and accelerate global growth – even in the face of a pandemic.

*"Asia Pacific is on an upward growth trajectory and the pandemic has driven increased demands and opportunities for e-commerce, healthcare and international trade,"* said Michelle Ho. *"As an enabler of global trade, UPS has the capacity to support this demand and allow businesses to plug into one of the world's largest air networks to get their packages to the right place, at the right time. I'm excited to work with the capabilities and talent of a cross-functional team of logistics experts to deliver faster speed to market and stronger intra-Asia and intercontinental connections."*

Michelle, a Singaporean, is an example for women in leadership. A trailblazer who inspires, she was one of UPS's first senior female leaders as Vice President of Finance in Asia Pacific in 2010. A strong believer in diversity and inclusion and empowering women in business, Michelle actively participates in public platforms to speak about the crucial role that women play in today's economy.

# David Lara

joins CargoAi's board of advisors

- *David Lara, renowned air freight expert, joins CargoAi's Board of Advisors from 1st September 2021*
- *Former SVP Global Airfreight Procurement & Capacity Management at CEVA Logistics for 20 years, his expertise provides a major value addition to CargoAi for product development in connection with customer needs.*



**D**avid Lara will be a part of CargoAi's next Quarterly Business Review, in early September, along with the other members of the Board of Advisors\*. There will be a work programme based on product development and its roadmap, business development and the strategy of CargoAi.

*"Beyond his role and contribution, David is a great mentor for the team. David perfectly understands our industry, the needs of each player and especially those of freight forwarders and airlines in terms of procurement and commercial management. It is a priceless opportunity for CargoAi to be*

*able to benefit from his expertise and an absolute honour to have him with us on the Board of Advisors"* says **Matthieu Petot, CEO of CargoAi.**

Ensuring newly offered products are in line with customer expectations and are brought to the market as fast as possible, is one of the factors driving the strategy of the Air Cargo Digital Solutions platform CargoAi.co. The Board of Advisors brings a wealth of experience to the table.

*"I deeply share CargoAi's values and its ambition to digitise air freight. I am therefore delighted to share my experience and contribute to attaining this objective by being a member of*

*the Board of Advisors. Our industry has specific needs and constraints in terms of digitisation and CargoAi has the intelligence to surround itself with people who have customer vision and the field experience to offer simple products to users, and above all those that meet the actual needs,"* said **David Lara.**

**\* Markus Flacke** - Program Lead Transformation Office at Volga-Dnepr Group; **Liana Coyne** - Director at Coyne Airways; **Cyril Dumon** - CEO Asia-Pacific at Bollore Logistics; **Ricardo Pilon** - Chief Transformation Officer at Millennium Aviation & Vice-President, Consulting Solutions at Aviation Strategies International.

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