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CARGO

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**Emirates
SkyCargo**
volumes continue
to recover as
revenues soar

DFW Airport Cargo
Achieves 1M Ton
Milestone



**Turkish
Airlines**
is Protecting the
Future of Our
World with Its
Sustainability
Operations

**Lufthansa
Cargo**
orders ten
Boeing freighters

A desert landscape at sunset. In the foreground, a large, dark, craggy rock formation is silhouetted against the bright orange and yellow sky. To the right, a tall saguaro cactus with two arms stands prominently. The background shows a vast, flat desert floor under the warm glow of the setting sun.

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Editor's Letter

Emirates SkyCargo volumes continue to recover as revenues soar

In this 2nd pandemic year, **Emirates SkyCargo** once again put in a stellar performance and contributed to 40% of the airline's total transport revenue through its ability to respond rapidly to changing demand patterns in a distorted global marketplace.

Emirates SkyCargo maintained its edge in the global airfreight industry by focusing its customers, bringing innovative solutions to the market, and leveraging its fleet and network capabilities.

Rebuilding its network and capacity, the cargo division intelligently deployed its freighter fleet and belly-hold capacity, to meet customer needs. By 30 June 2021, it had restored services to over 90% of its pre-pandemic network.

During the year, Emirates SkyCargo continued to play an important role in getting COVID-19 vaccines and other medical supplies to communities around the world, and keeping trade lanes open for food supplies, e-commerce and other essential goods. In June 2021, it invested to scale up its pharma cold chain infrastructure in Dubai and by March 2022, Emirates SkyCargo had transported 1 billion doses of COVID-19 vaccines.

At the Dubai Airshow 2021, Emirates announced a US\$ 1 billion investment to acquire 2 new Boeing 777 freighters and convert 4 existing 777-300ER aircraft into freighters.

With steady and strong air freight demand throughout the year, Emirates' cargo division reported a new record **revenue** of AED 21.7 billion (US\$ 5.9 billion), an increase of 27% over last year.

Freight yield per Freight Tonne Kilometre (FTKM) decreased by 3% as more cargo capacity returned to the global market, but generally remained at high levels compared to the pandemic marketplace due to steady and strong demand.

Tonnage carried increased by 14% to reach 2.1 million tonnes, due to the growth in available bellyhold capacity for the entire year with the reinstatement of more passenger services. At the end of 2021-22, Emirates' SkyCargo's total freighter fleet stood at 10 Boeing 777Fs.

Emirates' hotels portfolio doubled revenue over last year to AED 602 million (US\$ 164 million) as it re-opened more facilities to serve the upswing in tourism traffic and the gradual recovery of the meetings and conferences industry.

During the year, Emirates successfully restructured and extended various aircraft leases. The support from aviation lessors and financing partners during these challenging times reflect the financial community's confidence in Emirates' business model, and its mid to longer term prospects.

In addition to the AED 9.7 billion (US\$ 2.6 billion) financing that was raised for aircraft and general corporate purposes in 2021-22, Emirates has already received committed offers to finance two aircraft deliveries due in 2022-23.

Emirates closed the financial year with solid **cash assets** of AED 20.9 billion (US\$ 5.7 billion), 38% higher compared to 31 March 2021.



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Bringing together regions, cultures, and economies together with its flights operated to over 300 destinations in five continents, Turkish Airlines continues to open its wings for the future of our world. During 2021, the global brand prevented tens of thousands of trees from being cut and hundreds of thousands of cubic meter water from being contaminated with its sustainability

operations with four focal points: humanity, world, improvement, and management function.

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With over 500 charters already organised and flown in the first four months of this year, 10 New Abilities launched, the industry-first Augmented GSA concept becoming reality, a rapidly expanding and highly successful LatAm team, and strong strategic growth in Asia, to name just a few of this year's focal points, ECS Group's core business element and the first pillar of its unique Augmented GSA concept: Commercial, is well underway.

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53 APPOINTMENT: Air Canada Cargo announces key appointments

Air Canada Cargo announced a series of key senior leadership appointments including Matthieu Casey as Managing Director, Commercial - Cargo. "I am thrilled to be further strengthening our senior leadership team at Air Canada Cargo," says Jason Berry, Vice President, Cargo, Air Canada.

57 BUSINESS: IAG Cargo's strong Q1 financial results show a confident start to 2022

IAG Cargo, the cargo division of IAG (International Airlines Group) has reported its financial results for Q1 2022, with revenues of €432 million for the period from January 1 to March 31, 2022.



Gulf Air signs Memorandum of Understanding with Texel Air

Gulf Air, the national carrier of the Kingdom of Bahrain, has signed a Memorandum of Understanding (MoU) with Texel Air to explore various cooperation opportunities including charter agreements, engineering and maintenance activities.

A signing ceremony was held last month at Gulf Air headquarters, the Memorandum of Understanding was signed by Captain Waleed AlAlawi, Acting Chief Executive Officer of Gulf Air, and Mr. John Chisholm, Chairman of Chisholm Enterprises which is the parent company for Texel Air.

Members from both Gulf Air and Texel Air's executive management teams attended the event.

Commenting on this cooperation, Captain Waleed

AlAlawi remarked: "We are always looking to discover ways to enhance our commercial partnerships and to get involved in every related sector of the aviation industry, we are very impressed with this collaboration with Texel Air and look forward to embarking on mutually fruitful relations for the two parties."

"Gulf Air currently serves its network with a combined fleet of Boeing and Airbus aircraft. Renowned for our traditional Arabian hospitality, the national carrier of the Kingdom of Bahrain is committed to being an industry leader and developing products and services that reflect the evolving needs and aspirations of its passengers".

Mr. Chisholm commented: "We are happy to sign this Memorandum of Understanding and glad to partner with

Gulf Air on this cooperation, it comes at a time of remarkable developments in the aviation industry.

"This sees partners in the region join together to enhance business relationships and in turn provide better services and offerings of real benefit to our customers".

Gulf Air expressed delight at collaborating with Texel Air, a Bahraini registered airline and maintenance repair organization (MRO) formed in 2013, dedicated to providing third-party **cargo charter** operations to a wide range of customers with diverse requirements. Texel Air fills a niche market for specialized ad-hoc cargo requirements and provides resourceful solutions while meeting tight deadlines with uncompromising levels of customer service.

Emirates SkyCargo surpasses a historic landmark for COVID-19 vaccine transportation: 1 billion vaccine doses

*Cargo carrier reaches 1 billion vaccine doses milestone 18 months after transporting the first trial shipment of COVID-19 vaccines
Vaccines moved to more than 80 destinations through Dubai, supporting local vaccination programmes*



Emirates SkyCargo has transported more than 1 billion doses of COVID-19 vaccines on its aircraft. The air cargo carrier has achieved this historic milestone within a span of 18 months from the first shipment of COVID-19 vaccines trialed in October 2020. More than 4,200 tonnes of COVID-19 vaccines, equivalent to over 1 billion doses, have been moved to over 80 destinations on over 2,000 Emirates flights. Close to two-thirds of the 1 billion doses were transported to developing countries.

Nabil Sultan, Emirates Divisional Senior Vice President, Cargo, said: *“From the start of the COVID-19 pandemic, Emirates SkyCargo has been focused on supporting global communities in their recovery from the devastating effects of the virus and we have prioritized assistance to developing*

countries. The strategic location of our Dubai hub combined with the strengths of our modern fleet of widebody aircraft, our purpose-built facilities, and capabilities in moving temperature-sensitive pharmaceuticals allowed us to transport COVID-19 vaccines securely, reliably, and rapidly from one corner of the globe to another. Ahead of World Health Day, we’re incredibly proud of our global Emirates SkyCargo team who have pulled out all stops during the pandemic to keep supply chains for essential goods like vaccines up and running.”

As early as August 2020, Emirates SkyCargo was one of the first global air cargo carriers to begin mapping out the global logistics for the movement of potential vaccines for COVID-19 transport. In October 2020, Emirates announced that it would be setting

aside a dedicated GDP-certified airside hub for the transport of COVID-19 vaccines. During the same month, working with its logistics partners, the cargo division of Emirates transported trial shipments of COVID-19 vaccines through Dubai.

In January 2021, Emirates SkyCargo teamed up with leading Dubai-based companies to form the Dubai Vaccine Logistics Alliance to speed up the distribution of vaccines through Dubai to developing countries. In February 2021, the carrier signed an MoU with UNICEF to prioritize the transport and delivery of COVID-19 vaccines in support of the COVAX initiative. By early April 2021, Emirates SkyCargo had already transported more than 50 million doses of vaccines.

In June 2021, Emirates SkyCargo expanded its pharma cool chain infrastructure at Dubai International Airport, allowing it to store an additional estimated 60-90 million doses of COVID-19 vaccines at any one point in time. With the global scaling up of vaccine distribution and administration, Emirates SkyCargo facilitated the transport of larger volumes of COVID-19 vaccines from manufacturing origins to destinations, reaching 250 million doses by September 2021 and 600 million doses by December 2021.

Emirates SkyCargo is one of the leading global air cargo carriers for the transport of temperature-sensitive pharmaceutical cargo. In addition to COVID-19 vaccines, the carrier transports other critical life-saving medicines and treatments on its flights to more than 140 destinations across six continents. An estimated 200 tonnes of pharmaceutical cargo are flown every day on Emirates aircraft.

Qatar Airways Cargo celebrates a record year for salmon shipments

A Freighter Full of Salmon



With seven Qatar Airways passenger flights and six Boeing 777 freighter services each week, the Oslo-Doha route is well served, and the airline's cargo capacity well stocked. 95 percent of all perishable seafood (PES) onboard Qatar Airways flights out of Scandinavia, is salmon. Iceland and Faroe Island (Denmark) also see some seafood traffic which includes live king crabs, trout, and other seafood, however, the bulk of the salmon business originates in Norway. At 1.3 million tonnes of salmon exported in 2021 (the country's best year to date), and a segment value of EUR 8.57 billion/USD 9.28 billion, Norway is by far the world's number one salmon exporter.

"Salmon is a particularly delicate cargo commodity as it requires skilled, hygienic handling in temperature-controlled conditions and, above all, reliable, fast connections to its final destination. Qatar Airways Cargo not only offers a global network of over 150 stations, but also reacted quickly to support Norwegian seafood exporters

when the pandemic led to a dramatic decrease in available belly capacity. By introducing passenger freighters to the Norwegian seafood market, including Harstad-Narvik Airport in Evenes and Bodø Airport in Northern Norway, Qatar Airways Cargo significantly increased its capacity to the Norwegian market in 2021 when it was needed the most. Our Operations team went above and beyond to meet the needs of our customers, resulting in record-breaking uplift of more than 68,944 kg on a single lower deck 777 passenger flight. Qatar Airways Cargo transported more than 46,000 tonnes of Norwegian seafood in 2021, the highest result yet. The airline transports more than 125 tonnes of seafood from Oslo every single day," **Rob Veltman Vice President Cargo Europe at Qatar Airways** reveals. "Norwegian salmon is a delicacy that is enjoyed worldwide, and Qatar Airways Cargo ensures that it reaches restaurants and supermarkets around the world in the same fresh state that it was originally sent in."

Qatar Airways Cargo celebrates a record year for salmon shipments out of Norway and demonstrates excellence in the transport of perishable seafood.

Qatar Airways Cargo, together with its Norwegian GSA partner, ECS Group subsidiary, NordicGSA, are proven air cargo experts when it comes to seafood logistics. They were awarded DB Schenker's prestigious Seafood Airline Award for three consecutive years: 2018, 2019, and 2020. "The DB Schenker Seafood Airline Award is the only award where seafood farmers are the ones judging the various airlines in terms of how they handle perishables, the service offered, their quality and proactiveness, among other factors," **Carl Christian Skage, Managing Director of NordicGSA** in Norway, explains. "Our priorities are ensuring commodity-specific service, temperature-control, and above all, an awareness for sustainability, which is a decisive factor, particularly within Scandinavia. That is why we have a programme in place whereby all carbon emissions generated by our operations here in Norway, including the trucking to our hub, are compensated by Norway's largest BIO-carbon capture initiative, Trefadder, which plants trees on our behalf."

Qatar Airways Cargo offers close to 850 tonnes of cargo capacity each week from Norway, transporting Norwegian salmon via Doha's state-of-the-art perishable center, to destinations across Asia: Seoul/South Korea (ICN), Bangkok/Thailand (BKK), Shanghai/China (PVG), Osaka/Japan (KIX), Narita/Japan (NRT), Hong Kong (HKG), Guangzhou/China (CAN); and the Middle East: Dubai/UAE (DXB), Doha/Qatar (DOH), and Riyadh/Saudi Arabia (RUH).

Qatar Airways Cargo Announces Chapter 3 of WeQare – Let's Stand Together



Commitment, care and charity means a lot to Qatar Airways Cargo. The success of the first two chapters of the WeQare programme demonstrated it very well. Chapter 1, “One Million Kilos” launched in July 2020 led the way by providing the free transport of 1 million kilos of humanitarian aid and medical equipment to charitable

organisations. As for Chapter 2, “Rewild the Planet”, Qatar Airways Cargo committed to preserve wildlife and endangered animals and to transport them back to their natural habitat free of charge.

Aware of the importance of perpetuating this solidarity, the cargo carrier announced Chapter 3, Let's Stand Together. Through this new

chapter, Qatar Airways Cargo wants to convey the idea that together we can achieve great things. For this chapter, the company is organising a collection of in kind donations for children. The donation drive focuses on three aspects: education, sports and fun. Thus, Qatar Airways Cargo is collecting study material (books, school bags, pencils), clothes and sports items (socks, soccer balls, sneakers, jerseys) as well as toys, musical instruments and board games. Any donation for children is welcome, as long as it is clean, in good condition and without batteries.

The collection of the donations is rolled out worldwide, and open for business partners, friends, families and anyone who is willing to participate in this great movement of solidarity that will last until May 10, 2022. To collect all the donations, each station of the company has its own collection point, where people can drop off their donations. Qatar Airways Cargo has also opened six donation collection points for its employees, as well as a public collection point in Doha.

Guillaume Halleux, Chief Officer Cargo at Qatar Airways, said, «Children are the future generation and we hope that they bloom and develop their full potential. Not all children are born with the same opportunities, but every child has the right to dream. To make their dreams a reality, Qatar Airways Cargo wants to gather forces to support this next generation in need, by sending them toys, educational materials and sports items so that all children can enjoy their childhood.”

The donations will be sent in by Qatar Airways Cargo global offices to its hub in Doha where a massive sorting activity will take place on 17 May, following which the donations will be sent all over the world. In line with its commitment to sustainability, Qatar Airways Cargo will also offset the CO2 emissions of the donated items.

For children to remain children, Let's Stand Together, because #WeQare.

Air Canada and Air Canada Cargo Inaugurate Freighter Service Into Halifax

High frequency, direct freighter capacity from Nova Scotia to Air Canada Cargo's global network

Air Canada and Air Canada Cargo recently operated the first dedicated freighter flight into Halifax Stanfield International Airport using the second Boeing 767-300ER to enter service. The addition of this aircraft will allow Air Canada Cargo to start high frequency, direct freighter capacity from Halifax to Air Canada Cargo's global network, including service to Frankfurt, Cologne, Istanbul, and Madrid, starting in May.

The flight from Toronto arrived in Halifax with freight coming from around Air Canada's global network and destined for Atlantic Canada. It was loaded up with fresh lobster, fish, aerospace parts, and pharmaceuticals for its journey back to Toronto, from where those goods were shipped to

their final destinations around the globe.

"We have always enjoyed a long-standing and strong bond with Atlantic Canada and the Nova Scotia community, and we are thrilled to introduce direct freighter capacity to the market. Atlantic Canada's economy has experienced important growth in the last few years, with increased demand from North America, Europe, and beyond. Nova Scotia is a key element of our growth strategy and Halifax being one of our first Canadian markets with the freighters further emphasizes the importance we place on our partnerships in the community. We are pleased to increase our support to the robust and growing trade sector in the region," said **Jason Berry, Vice President, Cargo at Air Canada.**

"Having stronger air links opens the door for more trade and investment in our province. It means we can build on the already strong relationship with our trading partners and create new ones," said **Premier Tim Houston.** «This is an important step forward for many of our businesses who will benefit from this exciting growth of Air Canada's freighter network." "This exciting Air Canada Cargo expansion will increase capacity at Halifax Stanfield, providing Nova Scotia businesses and industries with more opportunities to ship their products efficiently by air," said **Joyce Carter, President & CEO, Halifax International Airport Authority.** "We are thrilled with Air Canada's continued investment in Halifax and look forward to their future growth to meet the needs of communities across the region."

The new service to Halifax complements Air Canada Cargo's regular freighter service to Latin American cities.



Air Canada's Boeing 767-300ER freighter receives a water cannon salute on its first arrival into Halifax on April 20, 2022 (CNW Group/Air Canada)

Cargojet turns to IAI for freighter conversion of 777-300ERs



Cargojet has contracted Israel Aerospace Industries (IAI) to carry out passenger-to-freighter (P2F) conversions on four 777-300ERs, with additional options.

The Canada-based cargo airline cited the growing global demand for cargo aircraft as the driving force behind the agreement.

Cargojet is a long-term IAI customer for aircraft conversions. Currently, IAI is converting the first 777-300ER aircraft for AerCap Cargo, which is also the co-investor on the programme, in a process which is expected to finish in 2022. It will be the first conversion of this model in the world.

IAI has recently signed a number of new agreements for cargo conversions, including converting 777-300ER aircraft for Emirates and establishing new conversion lines worldwide, including in Abu Dhabi and Ethiopia.

IAI's president and CEO Boaz Levy commented: *"We have been experiencing a rise in demand for converted cargo aircraft. The rise in e-commerce, coupled with the Covid-19 pandemic, has resulted in cargo aircraft becoming a central player in the world of aviation. IAI has decades-long experience in aircraft cargo conversions and combines advanced technologies*

with its expert production capabilities in aviation to provide the best solution on the market.

"Cargojet's selection of IAI to carry out the 777-300ER aircraft conversions is a testament to the trust and customer satisfaction in IAI's conversion process and in the final product, and we thank Cargojet for the trust they have placed in us."

Cargojet's senior vice president maintenance & engineering Paul Rinaldo said: "IAI is an important aviation partner and the 777-300ER conversions supports Cargojet's international expansion and further strengthens the relationship between our two companies."

IAI has recently signed a number of new agreements for cargo conversions, including converting B777-300ER aircraft for Emirates and establishing new conversion lines worldwide, including in Abu Dhabi, Ethiopia, and other locations around the world.

Cargojet air cargo services to major cities across North America, providing dedicated ACMI and international charter services and carries over 25,000,000 pounds of cargo weekly.

Cargojet operates 31 aircraft and is a long-term IAI customer for aircraft conversions.

Currently, IAI is converting the first B777-300ER aircraft for AerCap Cargo, who are also the co-investor on the programme, in a process which is expected to finish in 2022. This is the first conversion of this model in the world.



Lufthansa Cargo orders ten Boeing freighters



- The largest investment in the company's history sets the course for growth
- Three Boeing 777Fs and seven new-generation Boeing 777-8Fs add further capacity to the fleet in the short and long term

The Lufthansa Group has announced that it will invest in expanding the capacity of Lufthansa Cargo's freighter fleet. The airline has ordered a total of ten freighters - including three current-technology Boeing 777F freighters and seven 777-8F freighters, Boeing's next-generation freighter. In addition, leases for two Boeing 777F freighters (current technology), which run through 2024, will be extended for seven years each through 2031.

The first of the 777F aircraft, which could be acquired on the used market at short notice, is expected as early as July 2022. Two more brand-new B777Fs will follow at a later date. These new additions will make it possible to market additional freight capacities in the short to medium term with an aircraft type currently available

in the industry and established in the Lufthansa Cargo fleet.

In addition, the Lufthansa Group is making forward-looking investments in seven new B777-8Fs, a technically enhanced freighter version of the B777F. Delivery of these aircraft is expected at a later date between 2027 and 2030.

Currently, Lufthansa Cargo's freighter fleet consists of a total of 15 Boeing 777Fs, four of which are operated by AeroLogic. In addition, there is the capacity of two A321 freighters and the belly capacity of passenger aircraft operated by Lufthansa, Austrian Airlines, Brussels Airlines, and Eurowings Discover. With the order of ten Boeing freighters, Lufthansa Cargo will offer its customers expanded capacities within its global long-haul network in the future.

"We are very pleased that we have been able to set an important course for our future and the growth of Lufthansa Cargo with the decision to order ten additional widebody freighters. We can offer our customers significantly more capacity in the short and long term, and also ensure that we operate the most modern and efficient freighters in their class. The investments in the next freighter generation, the Boeing 777-8F, will significantly reduce CO2 emissions. We are thus taking another important step on our way to CO2-neutral airfreight. These major investments in Lufthansa Cargo are a sign of confidence in the future development of the airfreight market and in the role that Lufthansa Cargo will continue to play in it," emphasized **Dorothea von Boxberg, Chairperson of the Executive Board and CEO of Lufthansa Cargo.**

The new Boeing 777-8F is considered the most powerful freighter aircraft. It has a range of 8,167 kilometers (4410 nautical miles) and a maximum payload of 118 metric tons. Compared to the 777F version, it has 17 percent more cargo volume. Thanks to the two efficient GE9x engines from General Electric Aviation, fuel consumption is low, which in turn saves emissions. This enables Lufthansa Cargo to run a much more sustainable business, also thanks to low operating costs.

Embraer and NAC Agree to First Passenger to Freight Conversion Deal for up to 10 E190F/E195F

Nordic Aviation Capital (NAC), the world's largest regional aircraft leasing company, will be a launch lessor of Embraer's E-Jet Passenger to Freight (P2F) conversions. NAC and Embraer have reached an agreement in principle to take up to 10 conversion slots for E190F/E195F, with the first deliveries starting in 2024. Aircraft for conversion will come from NAC's existing E190/E195 fleet.

Norman C.T. Liu, President and CEO Nordic Aviation Capital, said, "We look forward to working with Embraer on developing an operator base for the E-Jet Freighter as cargo conversions are a key element of our full life cycle portfolio strategy for the future."

Arjan Meijer, President and CEO Embraer Commercial Aviation, said,

"It's great to be doing business with NAC, who has always been a strong supporter of Embraer and regional aviation. Having launched the E190F and E195F very recently, today's announcement with NAC is a strong indicator of the demand we are seeing for our E-Jet freight conversions."

Johann Bordais, President & CEO, Embraer Services & Support, said, "There is unprecedented demand for airfreight, especially for same-day deliveries and decentralized operations; the perfect mission for E-Jet sized freighters. Embraer's P2F solution provides NAC with ideal revenue-earning extension opportunities for our earlier E-Jet models, now set to replace the more polluting narrowbody cargo aircraft heading into retirement."

Embraer's E-Jet P2F conversions

deliver segment-leading performance and economics - the E-Jet Freighters will have over 50% more volume capacity, three times the range of large cargo turboprops, and up to 30% lower operating costs than narrowbodies.

The conversion to freighter will be performed at Embraer's facilities in Brazil and includes main deck front cargo door; cargo handling system; floor reinforcement; Rigid Cargo Barrier (RCB) - 9G Barrier with access door; cargo smoke detection system, including class "E" extinguishers in upper cargo compartment; Air Management System changes (cooling, pressurization, etc.); interior removal and provisions for hazardous material transportation. The E190F can handle a payload of 23,600lb (10,700kg) while the E195F a payload of 27,100 lb (12,300 kg).



Aviation Capital Group Selects Pratt & Whitney GTF™ Engines to Power Up to 60 More Airbus Aircraft



A viation Capital Group LLC (“ACG”), a leading aircraft operating lessor, announced today that it has selected Pratt & Whitney GTF™ engines to power an additional 40 firm Airbus single-aisle aircraft, with the option to power an additional 20 A320neo family aircraft with GTF engines. This brings ACG’s total to 80 firm and 27 option GTF-powered aircraft. The latest engine selection includes 20 firm Airbus A220 aircraft, plus 20 firm and 20 option A320neo family aircraft.

“The GTF engine continues to deliver impressive economic and environmental benefits to our customers,” said **Steven C. Udvar-Hazy, Senior Vice President & Chief Procurement**

Officer at ACG. “We are pleased to increase ACG’s commitment for additional GTF-powered aircraft.”

ACG owns, manages, and has on order 145 aircraft powered by Pratt & Whitney, including Airbus A220 and A320neo families with GTF engines, Airbus A320XLR family with V2500® engines, and Boeing 757 aircraft with PW2000 engines. ACG serves around 90 customers in approximately 45 countries with dynamic fleet solutions.

“Leading lessors like ACG are recognizing the increasing value that GTF engines are giving operators,” said **Rick Deurloo, Chief Commercial Officer at Pratt & Whitney.** “With fuel prices and environmental concerns on the rise, GTF engines’ lower fuel

consumption and CO2 emissions are growing more attractive by the day.”

The Pratt & Whitney GTF™ engine is the only geared propulsion system delivering industry-leading sustainability benefits and dependable, world-class operating costs. The GTF engine family reduces fuel consumption and carbon emissions by 16 to 20 percent and noise footprint by 75 percent, with NOx emissions 50 percent below the ICAO CAEP/6 regulation. The engine’s revolutionary geared fan architecture is the foundation for more sustainable aviation technologies in the decades ahead, with advancements like the Pratt & Whitney GTF Advantage™ engine and beyond.

WFS Full-Service capabilities in Spain earn New All-Cargo Leisure and Executive Jet handling Contracts



Worldwide Flight Services' (WFS) full ground and cargo handling capabilities in Spain have been recognised by new contracts to support cargo charter, leisure, and executive jet airline customers across the country.

The Hungarian cargo charter airline, Fleet Air, has signed a contract with WFS to provide cargo handling in Madrid, Barcelona, Valencia, and other regional airports as well as ground handling services in Madrid, Seville, Santiago, Oviedo, and Vitoria. The airline offers ad hoc all-cargo flights using an ATR72 freighter.

Fleet Air chose WFS at its preferred handler based on WFS' ability to provide both ground and cargo solutions in Spain, and to benefit from a single point of contact for all services.

In Madrid, WFS is also providing seasonal ground handling services for Egyptian leisure airline Cobra Jet's new Airbus A320 passenger flights to Cairo and Luxor. Cobra Jet is also working with WFS partner Aerojetway at the airport.

Executive jet operator, Skyvalet, is the third new customer to choose WFS as its handler in Spain after being impressed by WFS' flexibility to meet all its service requirements at major Spanish airports. WFS has been contracted to provide passenger, operational and ramp services as well as aircraft cleaning and ground equipment.

Spanish charter airline, Privilege Style, an existing customer for cargo handling, has also been so impressed by WFS' services it has now awarded

the group a ramp handling contract. WFS currently handles the whole operation for Privilege's B777-200 passenger-to-freighter flights in Madrid.

"Spain is a very important and growing market for WFS. We are continuing to invest in our service capability at the airports where we are present to provide full-service solutions for the many airlines already operating to and from Spain, as well as those which will come in the future. Our latest contracts with Fleet Air, Cobra Jet, Skyvalet and Privilege Style are perfect examples of the range of handling solutions we can offer for all aviation and airline requirements," said **WFS' Commercial Director in Spain, Juan Luis Viton.**

Textron Aviation celebrates the first delivery of the new Cessna SkyCourier to FedEx Express



Textron Aviation has announced the first delivery of the Cessna SkyCourier twin utility turboprop to FedEx Express. This is the first of 50 freighter aircraft that global logistics firm FedEx Express ordered as the Cessna Sky Couriers launch customer. The clean-sheet aircraft achieved Federal Aviation Administration (FAA) type certification in March 2022. The Cessna SkyCourier is designed and manufactured by Textron Aviation Inc., a Textron Inc. company.

"FedEx took delivery of its first Cessna in the mid-1980s and the two companies have had a collaborative relationship over the four decades since," said Ron Draper, president, and CEO, Textron Aviation. "We're thrilled to deliver this aircraft that will help FedEx serve its customers more efficiently as it is designed with the option to carry industry-standard pre-packed cargo containers. "We believe many other air freight, passenger, and special mission operators also will benefit from the winning combination of low operating costs and unparalleled lift capacity that the new Cessna SkyCourier brings to the market."

In addition to the initial fleet order, FedEx Express has options for 50 more SkyCourier aircraft. Members of the FedEx Express design and engineering teams participated in Textron Aviation's

Customer Advisory Board to help shape the aircraft's design, features, and serviceability.

"For nearly 50 years, FedEx has been known for being flexible and innovative in finding solutions for our customers, and this aircraft will help us better serve small and medium markets where we aren't able to operate our larger aircraft," said Scot Struminger, CEO and Executive Vice President of Aviation, FedEx Express. "The SkyCourier will make us more efficient, now being able to move containerized and palletized freight for our customers." "The result of four-and-a-half years of collaboration with Textron Aviation on this aircraft, FedEx Express is excited to add the Cessna 408 SkyCourier as part of our fleet modernization program," Struminger added.

Vienna Airport and Lufthansa Cargo launch pharma cooperation

Vienna Airport handles temperature-sensitive pharma transports for Lufthansa Cargo



The Vienna Airport Pharma Handling Center (VPHC) at Vienna Airport now also handles pharma freight for Lufthansa Cargo. As part of a cooperation between the Lufthansa Group's cargo subsidiary and Vienna Airport, the handling of all pharma cargo transported onboard Austrian Airlines aircraft to or from Vienna Airport will take place at the VPHC from now on. With the VPHC, Vienna Airport operates its own GDP-certified competence center for handling temperature-sensitive air cargo without interrupting the cold chain. The VPHC will further strengthen Vienna Airport's role as a pharma hub for Central and Eastern Europe with Lufthansa Cargo's intercontinental network. Freight volumes here have grown significantly in recent years.

Lufthansa Cargo, the Group subsidiary responsible for the freight in the Lufthansa Group, is also responsible for the cargo business of Austrian Airlines. Onboard its passenger aircraft, the Austrian flag carrier also distributes transport goods in an extensive intercontinental network as belly cargo, including pharmaceuticals, vaccines, and other temperature-sensitive goods.

The cooperation further establishes Vienna Airport as a strong pharma hub for Central and Eastern Europe. Austria's most important international airport has significantly increased its

tonnages in this area. The airport's own pharma handling center handled around 15 percent more goods in 2021 than in 2020, with a growth of more than 66 percent compared to the pre-crisis year of 2019. In addition to the ongoing uncertainties of ground-based global supply chains, the internationalization of pharmaceutical productions also continues to drive this trend.

By linking the intercontinental air cargo capacities of Austrian Airlines to the capabilities of the VPHC, Vienna Airport is well prepared for further growth in this sector. State-of-the-art facilities for handling and storing temperature-sensitive pharmaceuticals and GDP certification ensure optimal processes at the VPHC, handled by a specialized pharma team and monitored by comprehensive temperature control systems.

Two large refrigerated warehouses offer storage facilities for temperatures ranging from 2 to 8 degrees Celsius (150 square meters) and 15 to 25 degrees (1600 square meters). Mobile refrigeration equipment also provides a seamless link between the air and land sides for temperature-sensitive products. Regular and closely timed road feeder services at Vienna Airport also enable fast distribution via the European road network. Thanks to the geographically advantageous positions in Europe, pharma shipments from

Vienna can reach 23 countries within 36 hours.

"In the field of life-saving and temperature-sensitive pharma logistics, Lufthansa Cargo provides the fastest possible and most secure handling and deliveries worldwide. Essential for this are the highest quality standards, seamless cold chains, and documentation as well as customized solutions for each customer. With the Vienna Pharma Handling Center, we have gained an important cooperation partner in order to be able to offer our high standards for pharma airfreight at Vienna Airport," says **Theresa Schlederer, Director of Sales & Handling Austria at Lufthansa Cargo AG.**

"As a hub also for medical goods, our Vienna Airport Pharma Handling Center proved its crisis safety and reliability during the Corona period. Even spontaneous charter flights with short times to prepare but high tonnage were handled quickly and smoothly at all times. The fact that Lufthansa Cargo, one of the world's largest air freight companies, has decided to have its pharmaceutical shipments handled by us is confirmation of our high quality and further strengthens Vienna Airport as a pharma hub for Central and Eastern Europe", says **Michael Zach, Vice President Sales & Finance, Ground Handling & Cargo Operations at Vienna Airport.**



Turkish Airlines

is Protecting the Future of Our World with Its Sustainability Operations

Turkish Airlines continues to open its wings for the future of our world

Bringing together regions, cultures, and economies together with its flights operated to over 300 destinations in five continents, Turkish Airlines continues to open its wings for the future of our world. During 2021, the global brand prevented tens of thousands of trees from being cut and hundreds of thousands of cubic meter water from being contaminated with its sustainability operations with four focal points: humanity, world, improvement,

and management function.

Campaigning against the environmental problems facing our world in every area it is operating ranging from air cargo to catering onboard, from aircraft MRO to ground services at the airports, the flag carrier's latest initiative was to use environmentally friendly fuel during its Istanbul – Paris flight on 2 February 2022. The global brand plans to increase the frequencies and destinations that use this fuel which is now being used on one flight per week for Paris, Oslo, Gothenburg, Copenhagen, London, and Stockholm flights.

On the environmentalist operations, **Turkish Airlines Chairman of the Board and the Executive Committee, Prof. Dr. Ahmet Bolat** stated: "As Turkish Airlines, we are the airline that flies to more countries than any other with 128 countries in our flight network and every destination we fly to has its unique worthiness waiting to be discovered. Protecting the future of these regions that possess unique beauty with their natural, historical, financial, or cultural assets is a significant matter for the Turkish Airlines family. While carrying many to these wonders every day, we also wish to carry these rare works of our world to the future intact. With this perspective, we are optimizing all of our operations with sustainable endeavors and protecting our world for future generations. Turkish Airlines will continue to fly in the blue of the sky for the green of the ground."

The aircraft maintenance hangar recycles rainwater into useable water

As the region's foremost MRO company with the technical abilities it possesses, Turkish Technic promises a more environmentally conscious future with its renewed facilities. Turkish Technic's C/D hangar which is one of the service locations of the company and Türkiye's biggest aircraft maintenance facility under one roof stores rainwater and turns it into usable water. This water which is stored

With this perspective, we are optimizing all of our operations with sustainable endeavors and protecting our world for future generations. Turkish Airlines will continue to fly in the blue of the sky for the green of the ground.

and treated via a rainwater collection system is then used all over the facility for day-to-day use and process water instead of drawing water from the city's water supplies. During 2021, 54 percent of the facility's water usage was met with rainwater.

Getting over 1 billion USD revenue with its 2021 operations, Turkish Technic makes a significant contribution to Türkiye's exports while ensuring that by treating the water that was used during these operations, the company prevented the waste of 1.471 million liters of water which equals to the usage of 59 thousand people. On top of that, the successful brand prevented 6710 trees from being cut by recycling 632 tons of non-hazardous waste and ensured 39,119 m3 of soil stayed clean by recovery of 700 tons of hazardous waste.

Turkish Cargo carries the economy of Uganda to the future

As the fastest growing brand of the global cargo sector, Turkish Cargo supports projects that ease international trade in accordance with its sustainability strategy. The successful brand supports the Uganda Project, one of the country projects of The Global Alliance for Trade Facilitation, which aims to improve and grow the export of Uganda. Turkish

Cargo provides training support for Ugandan personnel, sharing its operational experience to contribute towards digitalization and improvement in the capacity of the air cargo sector in Uganda.

Electric vehicles of TGS travel approximately 38 thousand km every day

Turkish Ground Services (TGS) possesses 309 electric vehicles in 9 airports located in Istanbul and Anatolia and that number is rising every day. Ranging from pushback vehicles that move aircraft to baggage tractors, electric vehicles contribute to environmentally conscious operations of TGS. When the daily active hours of vehicles are counted, they collectively travel approximately 38 thousand km every day, almost the circumference of Earth.

The company's environmentalist actions are not limited to this either. Working with a zero waste goal on all of its work processes, ground services operators prevented 2152 tons of hazardous and 294 tons of non-hazardous waste from being mixed with nature during 2021 just at the airports in Istanbul.

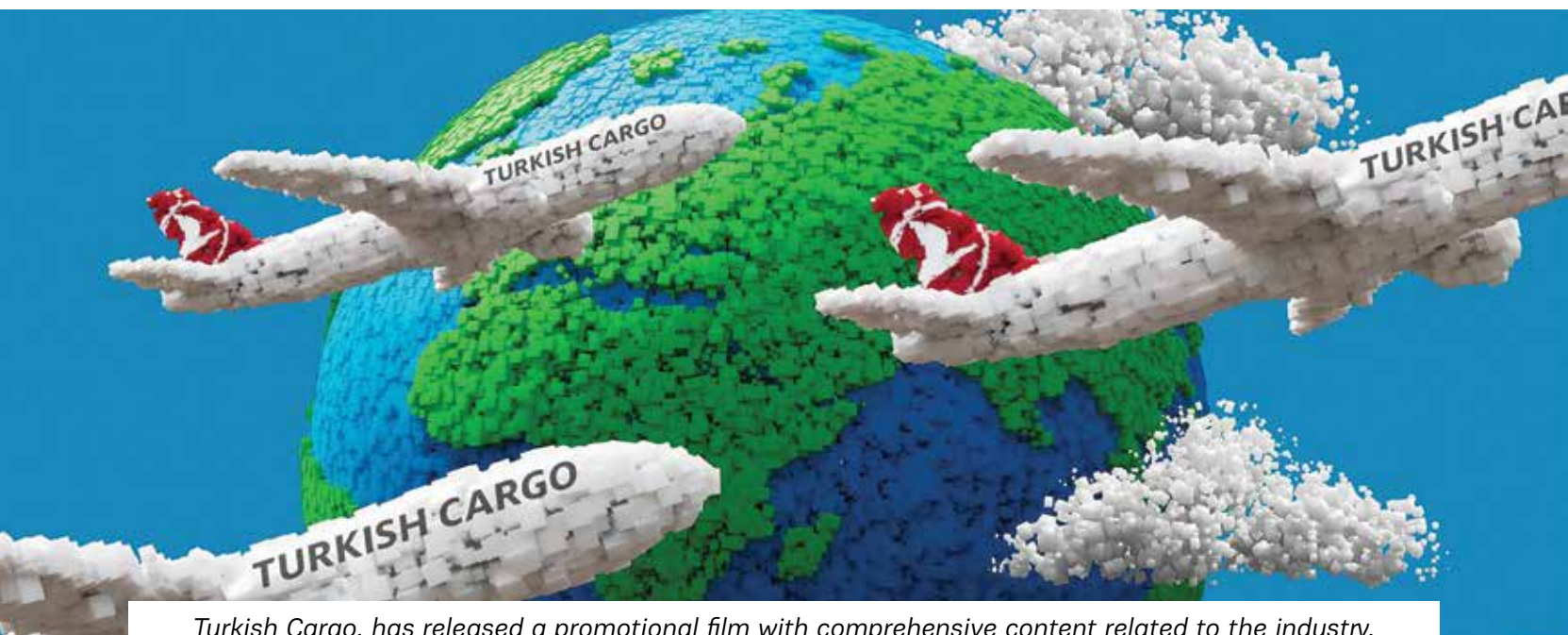
Aircraft saved enough fuel to equal 292 thousand trees being planted in a year

The biggest returns for the environmentalist operations of Turkish Airlines come from fuel-saving efforts. By productively adapting processes such as single-engine taxi methods, route optimizations, and flight center of gravity during planning to operations, the flag carrier saved 37,820 tons of fuel and prevented 116,809 tons of carbon emissions from being released into the atmosphere during 2021. This equals 292 thousand trees being planted or 473 flights between Istanbul and New York with wide-body aircraft.

Operating with one of the world's youngest fleets, the flag carrier airline aims to increase its fuel-saving by enhancing its fleet with new generation aircraft.

Turkish Cargo

Release The 3D Promotional Film



Turkish Cargo, has released a promotional film with comprehensive content related to the industry.

Turkish Cargo, the rising star of global air cargo transportation, has released a promotional film with comprehensive content related to the industry. Thanks to this movie, which was edited in a simple and functional way by using digital editing techniques, all users in the logistics industry will be able to easily access a wide range of information about the privileged world of Turkish Cargo.

The movie features three main

parts, depicting Turkish Cargo's services including its wide flight network, expertise in special cargo shipments, and the Mega Cargo Facility, SMARTIST, the carrier's brand-new hub at Istanbul Airport. Each section is meticulously prepared, the film also focuses on the logistics sector and air cargo transportation processes, and in this respect, stands out as an important guide for the industry. Inspired by the cargo boxes, the film

displays information on the air cargo activities and infrastructure of Turkish Cargo around the world.

Featuring two language options, Turkish and English, the movie aims to enhance user experience as a logistics guide and can be accessed through Turkish Cargo's social media accounts and YouTube. The film will also be distributed digitally by the carrier's sales teams to all Turkish Cargo business partners.

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Turkish Cargo is awarded with the Asia-Pacific Bioprocessing Excellence Award



Turkish Cargo crowns its processes for the transportation of pharmaceuticals.

Turkish Cargo crowns its processes for transportation of pharmaceuticals; it has been carrying out as based on its perfectionist service concept, with an award. At the 2022 Asia-Pacific Bioprocessing Excellence Awards Ceremony held digitally in Singapore for the 9th time, the air cargo carrier is now announced as the winner of the “Remarkable Air Cargo Brand” award in the Pharma-Logistics category.

In respect of such an award, **Turhan Ozen, Chief Cargo Officer of Turkish Airlines**, said; «*Being recognized as a leading logistics solution partner for the transportation of pharmaceuticals, we have been carrying out as based on a perfectionist concept, is highly pleasing for us. We, as Turkish Cargo, will continue to provide the pharmaceutical and biotechnology manufacturers in the Asia-Pacific, with the best services. I hereby express thanks also to our colleagues who have contributed to such achievement.*»

Asia-Pacific Bioprocessing Excellence Awards recognizes exceptional bioprocessing experts, organizations, and technologies that facilitate biomanufacturing excellence

at enhanced speed, reduced cost, and superior quality. Embracing the best bioprocessing and biomanufacturing leaders in the industry as well as the latest developments in technologies and the best practices in manufacturing, Asia-Pacific Bioprocessing Excellence Awards provides support to today's prominent leaders and trendsetters and inspires the innovators of tomorrow.

Providing the best connections for transport to the production and trade centers in the world, Turkish Cargo continues to improve the rewarding opportunities it offers as based on a high-quality service concept, to meet the requirements of its customers in the best manner. It also promotes regional trade by generating tailored and practical solutions aimed at the increasing demand for logistics.



Swiss WorldCargo and its partner Fischer Road Cargo have extended their joint collaboration

Swiss WorldCargo and its partner Fischer Road Cargo share a longstanding partnership and joint history, which dates back to the existence of SWISS, both being strongly committed to continue their good collaboration for the years to come.

Fischer Road Cargo started to transport luggage for SWISS, marking this way the first collaboration and continued with the creation of a dedicated air cargo trucking service, serving as an expansion of the network. To this day Fischer Road Cargo connects the major airports in Europe on a daily schedule with Full Truck Load (FTL) and Less Truck Load (LTL).

Fischer Road Cargo shares the same values as Swiss WorldCargo when it comes to providing premium logistic services to their customers and offering top-quality road transportations across Europe. Since its foundation in 1946 it has become a strong transport partner in road feeder service and transports for industries such as pharmaceutical and life science, AOG, perishables and many more. Fischer Road Cargo views its clients as partners and



therefore always strives to establish a lasting, reliable relationship with them, based on solid improvement and new optimisation opportunities. The same applies to Swiss WorldCargo, a division, which has continuously invested in the optimization and improvement of its offerings and services to meet the customer's needs and to provide premium customer service, a standard

that can only be met by joining forces with good partners.

"We highly appreciate the longstanding collaboration with our Partner Fischer Road Cargo and their continuous efforts for keeping the highest transportation standards and certifications also in the field of pharma transportation, which underlines both our efforts in maintaining highest quality and jointly enhancing our current offerings", says Lorenzo Stoll Head of Cargo for Swiss International Air Lines.

"It's a true honor to have such a long-term partnership with Swiss WorldCargo. Trust, know-how, precision like a swiss clock, and service beyond the normal unites the attributes of both companies and make this partnership so unique and successful. We are delighted to further extend our collaboration," says **Peter Hauser Managing Director of Fischer Road Cargo**.





Bournemouth Airport Launches Official Cargo Operation, Cargo First

Bournemouth Airport will see 20,000 tonnes of throughput by the end of March 2022, which makes it the fastest-growing UK cargo hub based on 2020 statistics, and on the verge of breaking into the UK's top 10 busiest cargo airports.

Bournemouth Airport is cementing itself as the fastest developing cargo airport in the UK, and one of the country's newest trade links, with the official launch of its dedicated cargo handling service, Cargo First.

From a standing start with almost no cargo in April 2020, Bournemouth Airport will see 20,000 tonnes of throughput by the end of March 2022, which makes it the fastest-growing UK cargo hub based on 2020 statistics, and on the verge of breaking into the UK's top 10 busiest cargo airports. The airport is playing a central role in enabling commercial exports from the UK to the USA with European Cargo Limited, which now operates a fleet of wide-body cargo aircraft. It also provided relief during the Covid-19 pandemic, bringing in hundreds of millions of items of PPE and test kits to the UK.

Andrew Bell, CEO, Regional & City Airports, says: "The launch of Cargo First consolidates the critical work of the team at Bournemouth Airport during the past two years. We quickly



recognized the opportunity to stand up a new trade lane and facilitate exports from the UK to the USA, as well as supporting the temporary demand for PPE and test kits.

"Cargo First is well connected to London by road and we can have consignments in the market faster than through hub airports. Additionally, our unique One Team approach means our customers don't have to deal with multiple vendors, giving them greater simplicity, efficiency, and speed-to-market."

Privately owned as part of Regional & City Airports (RCA), Bournemouth Airport has 24/7 capability and ample airfield space to establish new facilities. This, coupled with uncongested airspace, open slot availability and cheaper tariffs versus

larger hubs, makes Cargo First a compelling competitor in the cargo handling market. The RCA leadership team has an ambitious development plan in place for Cargo First, including a multi-million-pound investment in infrastructure during the coming year.

Steve Gill, managing director, Bournemouth Airport, adds: "We are excited to be putting energy and investment into our cargo operation, especially considering we've come from nowhere to be knocking on the door of the top 10 cargo airports in the country. We've already added nearly 100 jobs, and there is potential to create hundreds more over the next five years. It is an exceptional achievement, and we look forward to seeing our excellent service enjoyed by many more customers."

dnata further enhances sustainability through investment in solar energy at Changi Airport

Rooftop power plant to reduce air services provider's electricity-related carbon emissions by 20% in Singapore

- Initiative is part of dnata's efforts to reduce its carbon footprint by 20% by 2024 globally

dnata continues to invest in infrastructure and equipment to further improve resource efficiency globally. The company has installed a 3.5 megawatt-peak rooftop solar power system across its operations, including its cargo and catering facilities, at Changi Airport (SIN). The rooftop power plant comprises over 6,500 individual solar panels and will generate more than 4,300 megawatt hours of green power a year, enabling dnata to reduce its electricity-related carbon emissions by 20% annually in Singapore.

David Barker, dnata's Divisional Senior Vice President for Airport Operations, said: "We are committed to reducing our carbon footprint to ensure the highest possible level of environmental efficiency across our operations. The inauguration of the solar power system in Singapore marks a significant milestone in our efforts to make dnata's operations even more sustainable and reduce our carbon footprint by 20% in the next two years globally."

Jen Tan, Head of Integrated Solutions (Singapore & Southeast Asia) and Renewables (Indonesia),

Sembcorp Industries, said: "We have a proven track record in rooftop photovoltaic solutions for the aerospace and aviation industry and the completion of this project solidifies our position. We are pleased to help dnata take their first step towards reducing their carbon footprint, and we look forward to exploring more innovative green solutions with them in the future."

In recent years dnata has significantly invested in infrastructure, equipment and process improvement to further improve operational efficiency with a strategic objective of reducing its carbon footprint globally by 20% by 2024. dnata replaced and refurbished ground support equipment at airports to decrease engine emissions, invested in facilities that incorporate the latest carbon reduction initiatives in design and operation, and embedded its environmental framework across its broad-spanning Travel businesses, aiming to empower customers to make better travel choices.

In Singapore, dnata took initiatives to reduce food waste across its catering operations and replaced a number of its ground support equipment (GSE) and forklifts with hybrid or electric alternatives, while refurbishing selected GSE where appropriate to extend life cycles, reduce waste and update them to the latest safety and quality standards. Most recently, dnata has added 44 electric baggage tractors to its GSE fleet at Changi Airport.

Globally, dnata offers quality and reliable ground handling, cargo, catering, and retail services at over 120 airports in 19 countries. In Singapore, the company serves more than 50 airline customers with a team of 1,100 highly-trained employees.



dnata extends partnership with Qatar Airways Cargo in Belgium

dnata and Qatar Airways Cargo, the world's leading air cargo carrier, have extended their partnership in Belgium. The multi-year extension of the contract will see dnata continue to deliver a range of cargo handling and road feeder services for the airline from its state-of-the-art facility at Brussels Airport (BRU).

Qatar Airways Cargo currently operates a mix of 15 freighter and passenger flights each week to and from the Belgian capital. In 2021, dnata handled 25% more cargo for the airline at BRU than in the previous year.

Stef Vanbinst, Managing Director of dnata Belgium, said: "We are proud to have earned the trust and loyalty of Qatar Airways Cargo with our reliable and safe services. We continue to invest in our operations to

consistently provide world-class quality to the airline and its customers."

dnata entered the Belgian cargo market in 2019, substantially increasing cargo capacity in the Benelux states. Since then, it has more than doubled the size of its advanced cargo centre which now covers an area of 7,000 m². dnata has also been operating the Animal Care & Inspection Centre offering a top-notch, 2,000 m² facility for the handling of live animals at BRU.

In addition to expanding its operations, dnata has invested in equipment and technologies, including an Elevating Transfer Vehicle (ETV) system. In 2021 dnata handled 80,000 tonnes of cargo with a team of 120 highly trained employees in Brussels.

In recent years, dnata has made significant investments in advanced infrastructure to enhance its cargo offering. This included the opening of new, state-of-the-art cargo facilities in London, Manchester (UK), Karachi, and Lahore (Pakistan), and additional cargo capacity and infrastructure in Brussels (Belgium), Sydney (Australia), and Toronto (Canada). Most recently, dnata has announced that it would invest over €200 million in its operations in Amsterdam (The Netherlands) and operate one of the world's largest and most advanced cargo facilities at Schiphol Airport.

As one of the world's leading air services providers, dnata currently provides ground handling, cargo, catering, and retail services at over 120 airports in 19 countries.



Saudia Cargo and Cainiao's Partnership Solidifies as the E-commerce Industry Continues to Grow During Pandemic



The success of last year's cooperation agreement with Cainiao Network ("Cainiao"), the logistics arm of Alibaba Group has enabled Saudia Cargo to achieve significant growth in e-commerce shipments this year. The agreement created a thriving 'sky bridge' between Asia and Europe, allowing Saudia Cargo to benefit from the opportunities arising from the growing global e-commerce market.

Cainiao joined Saudia Cargo's flight program in March 2021, linking Hong Kong SAR to Liege Belgium, via Saudia Cargo's Riyadh hub, with 12 flights operated per week. The freighter flight enables Riyadh to become the model of an effective distribution hub in the Middle East thanks to the strong partnerships that the company has forged with local players.

Vikram Vohra, Saudia Cargo's Regional Director – Asia Pacific:

"The agreement has allowed us to benefit from access to Alibaba's e-commerce platform as online shopping continues to soar, boosted in part by the Covid-19 pandemic. The partnership with Cainiao, which offers logistic services to more than 200 countries, is central to our growth strategy for this decade and sets the template for future cooperation agreements. Cainiao has become a trusted and valued partner."

Dandy Zhang, Commercial Director of Global Line Haul, Cainiao's Cross-border business:

"As a global smart logistics company, Cainiao has been consistently enhancing its logistics services and efficiency to satisfy the booming demand for e-commerce in Europe and Middle East."

"Our partnership with Saudia Cargo has been fruitful, and we look forward to strengthening our cooperation in the long term."

Saudia Cargo has increased the number of cargo flights it operates to destinations in the Middle East, Africa, Asia, Europe and North America over the past few years to ensure that it continues to meet rising demand for e-commerce and deliver on Saudi Arabia's 'Vision 2030' strategy for growth.

The company has increased its haulage capacity from last year, adding and only improving its space and tonnage capacity to haul e-commerce goods on different routes, that are cared for by highly trained personnel who ensure the safest delivery. The number of flights from the Hong Kong market grew by over 30% alone.

The pandemic revealed the urgent need for cargo services as the e-commerce sector saw a dramatic rise during the pandemic, with a forecast increase of 19% worldwide on e-commerce revenue between pre-and-post COVID-19 timeframes in 2020. Saudia Cargo announced several measures to ensure the continuity of its operations and their increase in flights was part of their services with Cainiao.

This led to not only a stronger and more satisfied partnership, but also helped showcase how effective Saudia Cargo work with their worldwide partners, guaranteeing punctual delivery. The satisfaction of Cainiao with the operations of Saudia Cargo, throughout the past year and despite the struggles of the pandemic, has proven Saudia Cargo to being a trusted and successful partner.

Cathay Pacific launches Asia's first major Corporate Sustainable Aviation Fuel (SAF) Programme

Working with corporate customers to use SAF for the first time at Hong Kong International Airport

Cathay Pacific is launching its pilot Corporate Sustainable Aviation Fuel (SAF) Programme, the first major programme of its kind in Asia. The programme provides corporate customers the opportunity to reduce their carbon footprint from business travel or airfreight by contributing to the use of SAF uplifted for the first time from Hong Kong International Airport (HKIA) on Cathay Pacific flights.

Cathay Pacific is kick-starting the programme with eight corporates as launch customers, including AIA, Airport Authority Hong Kong (AAHK), DHL Global Forwarding, HSBC, Kintetsu World Express (KWE), PwC China, Standard Chartered, and Swire Pacific. As leaders in corporate climate action, the launch customers are committed to reducing the climate impact from

their business travel and/or airfreight activities by helping to facilitate the wider adoption of renewable energy by the air transport industry through the use of SAF.

Chief Executive Officer

Augustus Tang said: *"We continue to pioneer our industry's move towards more substantial use of SAF, especially in Asia. Last year, we were among the first carriers in the world to announce a target of 10% SAF for our total fuel use by 2030. We have made significant progress since then and are pleased that uplifting SAF from HKIA is now a reality with the strong support of the local authorities and fuel suppliers."*

"In addition to our launch corporate customers, we have received a very enthusiastic response from other

corporates and we welcome other interested companies to sign-up to reduce their indirect emissions from flight-related activities. Climate change is a global challenge and we need to work together to tackle it.

"We see the launch of this Corporate SAF Programme as an important step for us to engage other like-minded organisations, and a first step in sending an important demand signal to the SAF supply chain that there is firm interest in the region, not only from airlines, but also the aviation value-chain all the way to end users for both passenger and cargo transportation."

SAF is considered the most important way to decarbonise airline operations in the next few decades, before alternatively powered aircraft can be widely deployed in commercial operations. Compared to conventional jet fuel, SAF can reduce up to 100% carbon emissions on a lifecycle basis, depending on the SAF technology used.

The SAF used for the launch of this programme is made from used cooking oil and animal fat waste. It is made available to us by our pilot Corporate SAF Programme fuel suppliers PetroChina and Shell. The very first uplift of SAF at HKIA is made possible through a collaborative effort with many stakeholders along the supply chain and various government departments. SAF used in this programme will go through the normal aviation-fuelling infrastructure, which provides important learning for developing ongoing regular SAF supply from HKIA in the future.

Cathay Pacific is undertaking a multi-pronged approach towards a green recovery and long-term transition towards its goal of net-zero carbon emissions by 2050. Apart from its increased usage of SAF, Cathay Pacific's carbon reduction roadmap includes fleet modernisation, operational efficiency improvements, leveraging on emerging technology breakthroughs to decarbonise aviation, and offering carbon offsets through its Fly Greener programme



Menzies Aviation secures new airlines at Los Angeles Airport



Menzies Aviation, the global aviation logistics specialist, today announces a series of wins at Los Angeles International Airport (LAX), its largest station in the Americas, with the LATAM Group, Level and MAS airlines.

Menzies has secured a new contract with Level, IAG's low-cost airline, to provide full ground services at LAX. With this new agreement, Menzies now provides complete coverage to the IAG Group of airlines at LAX, including British Airways, Iberia, Aer Lingus and

now Level.

Menzies has also been awarded a contract with Mexican cargo carrier MAS to support its daily freighter flights. This win further solidifies Menzies as the preferred ramp handler for freighter aircraft at LAX.

Additionally, Menzies and LATAM Group's global relationship continues to go from strength to strength with Menzies extending its ramp handling contract and adding full passenger handling to the list of services for the Latin American airline's twice daily

flights at LAX.

John Redmond, Executive Vice President – Americas, Menzies Aviation said:

"We are proud to continue to expand our business at LAX, the largest airport on the West Coast. These new contracts demonstrate the trust and confidence airlines have in the ability of the Menzies team to provide safe, secure and consistent quality service. We look forward to providing our expertise to MAS and Level, as well as deepening our relationship with the LATAM Group."

Menzies Aviation and Agunsa form partnership in Chile

Menzies Aviation today announces the acquisition of a controlling stake in Agunsa Aviation Services, which provides full ground and air cargo handling services in Santiago, Chile.

Agunsa Aviation Services was a wholly owned subsidiary of Agencias Universales SA, a large and diverse Chilean business with a long history in logistics, originally in shipping logistics, and in more recent years in aviation.

Agunsa provides full ground handling and air cargo handling services to several major international airlines at Santiago de Chile Airport (SCL), including United Airlines, Delta Air Lines and Qatar Airways.

It also operates a 110,000 square foot on-airport cargo warehouse, with the unique ability at SCL to handle a combination of import cargo, export cargo and courier products.

This new Chilean business will

complement Menzies' existing operations in five other countries in Central and South America including Mexico, Colombia, Costa Rica, El Salvador and Guatemala.

Philipp Joeinig, CEO, Menzies Aviation, said: "I am excited to enter our sixth country in Latin America and strengthen relationships with some of our largest global airline partners. We have found a unique partner in Agencias Universales SA, which has a long and successful history as a leader in logistics in the region and we are looking forward to expanding our business and footprint with our new partner."

Fernando Rodriguez, CEO, Agencias Universales SA said: "We are very pleased to enter this new partnership with Menzies Aviation and work with their team to build a market leading business across Chile and beyond. This deal will help accelerate the growth ambitions of both businesses."



Miami International Airport Freight traffic up eight percent year on year in Q1 2022

After racking up big numbers during its second-consecutive record-breaking year in freight traffic, Miami International Airport is well on its way to a three-peat in 2022 as it kicks off World Trade Month.

In the first quarter of 2022, MIA's total freight volume increased by eight percent year over year to 687,675 tons, with 552,371 tons coming from international traffic. International freight at MIA has grown 5.4 percent year to date, while domestic freight is up 20.5 percent.

MIA's strong first quarter comes on the heels of the airport's best year ever in several trade categories. In 2021, MIA set a new annual record of 2.7 million tons of total freight and two

million metric tons of international freight handled, to strengthen the global gateway's position as the busiest airport in the U.S. and ninth in the world for international freight. MIA's imports and exports also had a combined commercial value of \$67.5 billion last year, up 28 percent over 2020 for a record increase of \$14.8 billion. MIA's 2021 air trade amounted to 95 percent of Florida's total air trade value and 41 percent of the state's total air and sea trade values combined.

The airport's leading import in weight last year continued to be flowers, at 327,881 tons valued at nearly \$1.6 billion, which represents a 39-percent increase in weight and a 34-percent in value. Flower imports

are currently in full bloom at MIA, with the Association of Floral Importers of Florida projecting a 10-percent year-over-year increase in flower shipments before Mother's Day on May 8 and MIA handling 89 percent of all flower imports to the U.S. by air.

MIA's largest import category in value was gold, jewelry, and gems, at \$4.4 billion in 2021, which was up nine percent year over year. The largest export commodity in weight from MIA was vehicle parts and tires, which doubled in size from 18,703 tons in 2020 to 37,607 tons last year, while the leading export in value was aviation/spacecraft parts at \$6.5 billion, for an increase of two percent over the previous year.





MIA ranked busiest U.S. international airport

Miami International Airport has been announced as the busiest U.S. gateway for international passengers and as the busiest for international freight in 2021, by the Airports Council International.

Miami International Airport (MIA) became the busiest U.S. gateway for international passengers while retaining its position as the busiest for international freight in 2021, according to preliminary 2021 airport rankings published this week by Airports Council International (ACI). MIA welcomed more than 13 million international passengers in 2021, moving it from second place in 2020 to the top ranking in the U.S. and 11th place in the world. MIA remained the busiest airport in the U.S. and the ninth busiest in the world for international

tonnage handled, at more than two million metric tonnes.

The global gateway is also now home to the ninth-busiest airfield in the world, with a total of 387,973 takeoffs and landings by passenger and cargo aircraft in 2021, for a 54 per cent increase over 2020, the largest increase among the 10 busiest airports worldwide. MIA's ninth-place finish is its highest global ranking in aircraft operations in decades, and a giant leap from 24th in 2020 and 30th in 2019.

Miami-Dade County Mayor, Daniella Levine Cava commented:

"Congratulations to MIA for moving up the ranks to become America's busiest entry point for international passengers and freight. MIA is connecting the world to Miami-Dade County like never before, with a growing number of travel options for passengers to choose from and busy trade routes across the globe."

MIA finished 2021 with a total of 37.2 million passengers, which was twice its total of 18.6 million in 2020. The global gateway also handled 2.7 million tonnes of freight in 2021, shattering its previous record of 2.3 million tonnes in 2020 by 17 per cent, for its second consecutive year of growth.

Ralph Cutié, MIA Director and CEO added: *"Our improved rankings in international passenger traffic and flight operations are more examples of MIA's successful rebound from the COVID-19 pandemic. MIA continues to attract new and returning airline partners that are expanding our passenger and cargo route networks."*



CDB Aviation Takes Delivery of First A330 P2F Freighter

Aircraft Is First of Two Freighters on Lease to Lessor's Launch Customer, Mexico-based Cargo Carrier mas

CDB Aviation, a wholly owned Irish subsidiary of China Development Bank Financial Leasing Co., Limited ("CDB Leasing"), took delivery of the first freighter aircraft in the lessor's history, an A330-300 passenger-to-freighter ("A330 P2F"). The aircraft was converted by Elbe Flugzeugwerke GmbH ("EFW") and is the first of two A330 P2Fs leased to the lessor's launch customer, Mexico-based cargo carrier, mas. The carrier is expected to take delivery of the second aircraft in May.

"This is an important and historic day for CDB Aviation as we see the fruit of two years of intense work and collaboration, culminating in the delivery of our very first A330 P2F since we made

*the strategic entry into freighter aircraft leasing," asserted **Patrick Hannigan, CDB Aviation's Chief Executive Officer.** "We are grateful to the mas team for trusting CDB Aviation to be a partner in supporting their innovative fleet strategy and for being our very first A330P2F customer."*

Luis Sierra, mas' Chief Executive Officer, remarked: *"We feel honored that CDB Aviation trusted mas to be its first A330 P2F customer. For us, operating the -300 variant will open amazing opportunities in regional markets where there is a need for highly reliable aircraft, providing enough volume. Working together on this process was amazing, and we are already looking at ways to do more business with the CDB Aviation team."*

*"We are glad about the in-time, in-quality re-delivery of the first A330P2F to our customer CDB Aviation. With this first of many more to come conversions we proved meeting customer expectations in these very challenging times," commented **Jordi Boto, Elbe Flugzeugwerke GmbH's Chief Executive Officer.***





With over 500 charters already organised and flown in the first four months of this year, 10 New Abilities launched, the industry-first Augmented GSA concept becoming reality, a rapidly expanding and highly successful LatAm team, and strong strategic growth in Asia, to name just a few of this year's focal points, ECS Group's core business element and the first pillar of its unique Augmented GSA concept: Commercial, is well underway.

"Our authentic personal touch in doing business is what differentiates ECS Group from more traditional GSA models and quickly positioned us as the world's leading GSSA," **Adrien Thominet, ECS Group Executive Chairman**, explains. "All of us at ECS Group are committed to commercial excellence – day in, day out. Our airline

customers know that they can count on 100% premium, professional representation, and the freight forwarders we work with rely on us to offer optimum, innovative solutions for their shipment requirements. Sales is our company's DNA, and our ongoing success is down to our extensive industry experience, our expansive local intelligence, a dense and close-knit global network, and – above all – genuine personal interaction – inside and outside the company. Professional sales require trust, flexibility, and exceptional skill: Qualities that ECS Group has incorporated ever since we started out in 1998."

Meanwhile, over 150 airlines entrust ECS Group to act on their behalf in 50 countries around the world. An uncontested leader in Europe, especially within France, Italy, Spain, and the Nordics, ECS Group handles

Nobody does it better than ECS Group

Sales are the foundation on which the world's largest GSSA is built; no coincidence, therefore, that it features first in ECS Group's unparalleled Augmented GSA concept. Air cargo sales are the company's DNA. Welcome to Pillar 1: Commercial.*



more than 1,200,000 tonnes of air cargo each year. With clear plans to further expand its customer base, particularly in the Far East and soon, in the United States, 2022 is forecast to be yet another record year.

More than 1200 ECS Group employees in 167 offices across the globe constitute a powerful combination of unique and diverse personalities, shared company values, airline industry backgrounds, and in-depth local knowledge. The group motto: "leading is a commitment", empowers and encourages a strong synergy between managers across its worldwide network, and a resilient, streamlined, and professional approach to dealing with

the many complexities of the international air cargo market. They are supported by leading in-house digital solutions which enable solid commercial decisions and faster reactions to changes in the market. ECS Group continuously focuses on innovation, sustainable improvement, and enhanced service offers, to ensure dynamic leadership in the air cargo industry. Its ever-expanding network of GSA offices and airline contacts is a testament to ECS Group's focus on what it does best: sales on a personal level.

*ECS Group's new Augmented GSA concept is based on four pillars: Commercial, New Abilities, Technology, and Sustainability.

Changi Airport's Operating indicators for Q1 2022

Singapore Changi Airport handled 1.14 million passenger movements in March 2022, crossing the one million mark for the first time since March 2020. This was 20.3% of March 2019's traffic. Aircraft movements totalled 13,200 landings and takeoffs, while airfreight throughput registered 152,000 tonnes for the month.

For the first quarter of the year, aircraft movements reached 36,200, with 2.56 million passenger movements registered, which is 15.6% of pre-Covid-19 levels. Europe registered 426,000 passenger movements while the Americas clocked 122,000 movements, bringing the tally to 33.9% and 52.7% of pre-Covid-19 levels respectively. The top 10 markets and city links for the quarter can be found in the Annex.

Airfreight movements totalled 458,000 tonnes to reach 93% of pre-Covid-19 levels. Supply chain disruptions arising from the Covid-19 situation in Changi's key cargo markets as well as geopolitical tensions impacted air cargo traffic, especially for March. The top five air cargo markets for the quarter were China, Australia, Hong Kong, United States of America and Japan.

Mr. Lim Ching Kiat, Changi Airport Group's Managing Director for Air Hub Development said, "The further relaxation of travel restrictions since the beginning of April is a positive development for the Changi air hub and we are encouraged by the



continued uptick in passenger traffic. The re-opening of travel gives airlines the confidence to launch new routes and restart services. We continue to work closely with our trade partners to stimulate travel and support them in

rebuilding Changi's connectivity."

As at 1 April 2022, 81 airlines operate over 2,800 weekly scheduled flights at Changi Airport, connecting Singapore to 121 cities in about 47 countries and territories worldwide.

AIRFREIGHT MOVEMENTS MONTHLY BREAKDOWN OF AIR FREIGHT MOVEMENTS (TONNES)

	2021 ('000)	2022 ('000)	CHANGE (%)
January	146	169	16.1
February	124	137	10.4
March	157	152	(3.4)
April	155	141	(8.9)
May	160		
June	161		
July	164		
August	165		
September	171		
October	182		
November	177		
December	184		
TOTAL	1,947	600	2.9

DFW Airport Cargo Achieves 1M Ton Milestone

Dallas Fort Worth International Airport (DFW) announced at the 2022 TIACA Executive Summit in San Francisco that the Airport achieved a major milestone of moving one million U.S. tons of cargo in calendar year 2021. This milestone is significant because of its impact on the local economy as well as being an indicator of growth for the Airport and the North Texas region.

This feat was driven by ongoing shifts in the global supply chain, including a modal shift from ocean to air freight. The Airport has also worked to streamline processes and gain efficiencies, avoiding the congestion seen at other major air cargo gateways.

A key component in DFW's strategy is to invest in systems that accelerate digitization of the cargo ecosystem, including the DFW Cargo Cloud. The DFW Cloud is an open-architecture digital data-sharing platform that allows cargo community members to seamlessly and securely exchange data, reduce paperwork and facilitate efficient transactions and handoffs between partners.

DFW is focused on future investments in air cargo facilities and infrastructure to meet growing demand stimulated by e-commerce, perishables, and pharmaceutical/ life sciences products. The addition of the DFW Cargo Cloud and the slot booking

application to expedite drop-offs and pick-ups for truckers will facilitate continued growth for DFW Airport while minimizing congestion that results in costly delays. Later this year the Airport will begin construction of two new state-of-the-art air cargo buildings, with an additional eight category six aircraft parking positions, creating capacity for the fastest-growing cargo markets.

"This milestone along with strategic investments in our cargo business elevates DFW's position as an innovative leader in air cargo and a key logistics hub in the global supply chain," said **John Ackerman, Executive Vice President of Global Strategies**. "With the development of new airside cargo facilities and infrastructure, and with an ideal, mid-continent geographic location that allows our customers to reduce transit times and increase speed and efficiency, DFW is poised for future growth."



MIA wins four national awards for government innovation



Miami International Airport has been recognised with Achievement Awards 2022 from the National Association of Counties for innovative government programmes that help to improve passenger and cargo operations.

Four projects that improved passenger and cargo operations at Miami Dade International Airport (MIA) have been recognised with 2022 Achievement Awards from the National Association of Counties (NACo).

The awards honour innovative, effective county government programmes that strengthen services for residents. Nationally, awards are given in 18 different categories, such as: Children and Youth, Criminal Justice and Public Safety, County Administration, Information Technology, Health, Civic Engagement, Transportation, and more.

“Congratulations to the MIA team for this well-deserved recognition from NACo. As our community moves forward from the pandemic, innovation and customer service excellence have

never been more important in Miami-Dade County than now. I am proud to see our Aviation Department and other departments across the County leading the way in meeting the needs of our residents and community partners,”

Miami-Dade County Mayor Daniella Levine Cava.

In the Health category, MIA's Vaccine Outreach Programme was recognised for making the COVID-19 vaccine more easily accessible to MIA employees and travellers with two airport vaccination sites from May 2021 to July 2021. MIA's community outreach through multiple communication channels resulted in more than 100,000 vaccinations being provided at the airport during the 10-week campaign.

The MIAVAC19 Task Force, formed by the Miami-Dade Aviation

Department in late 2020 to prepare and coordinate MIA's cargo community for the arrival and mass distribution of the COVID-19 vaccine, was a winner in the Transportation category. MIA is home to more than 27,000 square ft of refrigerated cargo space solely dedicated to handling pharmaceuticals and vaccines – the most at any U.S. airport. The task force's action plan included identifying additional cooler space available outside of MIA, mapping out the airport's parking capacity for large freighter aircraft, designating potential cargo truck parking and staging areas, and planning training sessions for freight forwarders and brokers regarding the latest federal guidelines for importing the vaccines.

During the early stages of the pandemic, MIA's social media platforms

saw a dramatic increase in customer inquiries. To better manage the high volume of questions from the public, MIA launched the automated chatbot 'Mia' in English and Spanish on its website in October 2020. Since then, questions on MIA's social media channels decreased by nearly 50 per cent, and the chatbot has become the airport's primary platform for customer service inquiries and COVID-19 concerns. Based on the inquiries received, MIA can more quickly adjust the information on MIA's website and on social media, to better address specific customer issues. MIA's website chatbot Mia was one of the airport's two award winners in the Information Technology category.

MIA's other IT category winner was its Part 139 Safety Inspection app. Major U.S. airports like MIA require a Part 139 operational certificate from

the Federal Aviation Administration (FAA) that ensures their safety. One of the requirements for the FAA certificate is a daily airfield self-inspection, which historically was performed and cataloged via paper data collection. In 2021, MIA's self-inspections went digital with its Operations Dashboards application. Developed in collaboration with Miami-Dade County's Information Technology Department, the intuitive app features smart inspection forms and dashboards that help to visualise inspections and discrepancy data in real-time with digital historical data and trends instead of static data on a paper map.

"We are honoured to be recognised by NACo for our efforts behind these four important airport projects. Receiving these awards would not be possible without the dedication and support of countless employees

from the Aviation Department and sister County departments like Information Technology, for which I am deeply grateful. We look forward to delivering many more customer service enhancements at MIA in the year ahead," commented Ralph Cutié, MDAD Director and CEO.

Started in 1970, NACo's annual Achievement Awards programme is designed to recognise county government innovations. Each nominee is judged on its own merits and not against other applications received.

NACo President, Larry Johnson added: *"All across the country, counties are working tirelessly to support residents and drive recovery from the COVID-19 pandemic. This year's Achievement Award-winning programmes showcase how counties work every day to build healthy, **safe**, and thriving **communities**."*



Edmonton Airport's Caswell elected chairman of Pharma.Aero

Canadian Airport and will preside over the board for the next two years.

He takes over from Nathan De Valck, head of cargo – product & network Development at Brussels Airport, who presided over the Board of Directors since its creation in 2019.

"I am thrilled and honoured to begin my new role as Chairman, following the tremendous work that Nathan De Valck has successfully led over the past six years," Caswell said.

"I would like to thank him for all of his time and dedication."

"Over the next two years, I look forward to working with the rest of our dedicated team – our back-office, BoD and our Advisory Board, in order to continue building a strong organisation for our members."

Some of the organisation's key

priorities over the next term will be: continuing to attract new members; ensuring existing members continue to receive a high-quality industry insight; expanding strategic airport members and delivering high-quality projects and white papers.

The Board of Directors consists of five positions filled by representatives of five of Pharma.Aero Strategic Airport Members:

- Trevor Caswell (Edmonton International Airport) – Chair
- Jeremy Mitchell (Sharjah Airport Authority) – Vice-chair
- Jaisey Yip (Changi Airport Group/representing Lim Ching Kiat) – Vice-chair
- Bruno Guela (Managing Director Latin America Cargo City) – Treasurer
- Nathan De Valck (Brussels Airport Company) – Past-chair

Trevor Caswell of Edmonton International Airport has been elected as the new chairman of the Pharma.Aero industry group's board of directors.

Caswell is manager, demand & product development (Cargo) at the



Network Airline Management transports tons of flowers for International Mother's Day 2022

Network Airline Management has transported more than 800 tons of freshly cut flowers in the run-up to International Mother's Day 2022.

Flying into Europe from Nairobi, NAM's B747 Freighter aircraft have fulfilled this year's high demand once again to make Mother's Day that extra bit special.

The network has been working closely with Kenya's horticulture industry for over 30 years which continues for another year.

This year's schedule saw 4x B747F flights operate each week with the aircraft loaded with flowers including a mix of Roses and Carnations to a maximum

payload of 100 tonnes bound for Liege.

The flights were overseen by Network's Kenyan office in Nairobi to ensure a smooth operation from start to finish.

Sam Lindsey, Network Airline Management's Senior Commercial Manager said, "We are pleased to have successfully supported our key clients during the International Mother's Day rush and we are extremely happy to help the Kenyan flower industry meet peak demands year after year." Network, utilizing its managed fleet, maintains a regular schedule of flights into Africa, as well as full or part charters throughout the year to various global destinations.

TIACA Announces the Launch of Regional Symposiums

The International Air Cargo Association (TIACA) announced the launch of the Regional Symposium series. The series is aimed at engaging and bringing the air cargo community together to discuss issues that we are facing at a regional level. The kick-off event will be held in Amsterdam and will be hosted by Amsterdam Airport Schiphol.

The Regional Symposiums are designed to identify specific issues on a regional level that TIACA can incorporate into our overall work on behalf of the industry. The program will include important discussions on sustainability, market challenges, people issues and the economic outlook. Digitalization, safety and security issues will also feature highly on the program. Each Symposium will develop a Regional Action plan that will be incorporated into TIACA strategic objectives and activities. The price point (or attendance fees) is set low to encourage both members and non-members to join so that we can get a full understanding of the local needs for air cargo.

"TIACA is committed to being connected to our membership and by organizing the Regional Symposiums, we are able to interact more intimately with our members in each region and discuss what issues they face on a day-to-day basis. TIACA is greatly appreciative for the support of Amsterdam Airport Schiphol for inviting us to Amsterdam to launch the inaugural event. We look forward to excellent discussions and outcomes."

Steven Polmans, Chairman TIACA.

The first Regional Symposium will be held in Amsterdam, June 28th in Amsterdam City Centre. The event will include one day interactive conference sessions, an evening reception and a tour of the airport is being planned for the 29th.

We are very honored to host the first TIACA Regional Event. As Europe's preferred Cargo Hub, we are more than delighted to welcome the community to Amsterdam for the kick-off event. It will be an interesting event full of new insights. We hope to see and meet many Air Cargo professionals. Roos Bakker, Director Business Development Cargo at Amsterdam Airport Schiphol.



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TIACA Invites Regional Symposium Attendees to Invest in the NextGen



The International Air Cargo Association (TIACA) announced that to encourage NextGen participation at next month's Regional Symposium in Amsterdam, they will provide a complimentary registration for a guest under 30 for every paid registration.

“The objective of this initiative is to encourage the industry to put one of the eight key objectives of TIACA's Sustainability Roadmap – Attract, Retain and Develop employees into action and offer their younger colleagues the opportunity to attend, network and learn from industry leaders.” Glyn Hughes, Director General

The Regional Symposium scheduled for June 28th in Amsterdam, Netherlands aims to bring a lively

dialogue that will address issues and solutions at the regional level. The event is expected to draw participants from the entire industry from all over Europe.

“As part of our own personal Sustainability Journey, we need to ensure we follow our own Roadmap, and this is just one of the steps we are taking. The importance of attracting, retaining and developing the next generation of industry leaders falls

on all of us. As part of our mission, we must do our part and show those just entering our industry not only how important air cargo is but where their career path could lead. By having them join the Regional Symposium, we will be giving them a glimpse into the industry we are so passionate about.” Steven Polmans, Chair

The event program will focus on the critical issues being faced within the region and the outcome will feature in the TIACA regional action plan. Air cargo is a global industry yet each region has a unique perspective on the challenges and opportunities that exist and TIACA's regional strategy will result in a series of regional symposiums.



IATA and ACA Collaborate on Standard Inflight Catering Agreement

The International Air Transport Association (IATA), in collaboration with the Airline Catering Association (ACA), have released an updated Standard Inflight Catering Agreement (SICA). The use of the standardized SICA template helps improve the efficiency of inflight catering procurement across the world.

The release of the updated template is the result of an agreement to deepen the collaboration between IATA and ACA. The two organizations will also jointly promote the use of SICA among their members.

“The updated SICA is a significant achievement. Catering requirements are complex and a unique part of an airline’s service standard. SICA helps both airlines and caterers manage that

complexity efficiently to achieve the results that travelers expect. And the collaboration between IATA and ACA has improved SICA by bringing together the expertise of both ACA and IATA. This was a successful first-time collaboration that we intend to continue and expand,” said **Nick Careen, IATA Senior Vice President for Operations, Safety, and Security.**

“The updated SICA is a significant step that will benefit our respective members. The clarity that it brings to the intricate work needed to produce millions of inflight meals a day will help both airlines and caterers work more efficiently together. And we look forward to creating even more value for both our memberships in future collaborations,” said **Fabio Gamba, ACA’s Director General.**

The SICA agreement template is based on industry best practices and will be included in the IATA Airport Handling Manual which contains all the industry-approved policies and best practices to support safe and efficient ground operations above and below the wing and in the ACA’s growing library regarding onboard catering. The template is a flexible document that can be tailored to fit local contexts, laws, regulations, customs, and practices, as well as the specific needs established when negotiating the agreement.

IATA and ACA will be presenting the new template at a joint session at the 34th IATA Ground Handling Conference (IGHC) which will take place in Paris, France from 31 May to 2 June 2022.

War in Ukraine and Omicron Weighs on Air Cargo: IATA

The International Air Transport Association (IATA) released March 2022 data for global air cargo markets showing a drop in demand. The effects of Omicron in Asia, the Russia – Ukraine war and a challenging operating backdrop contributed to the decline.

- Global demand, measured in cargo tonne-kilometers (CTKs*), fell 5.2% compared to March 2021 (-5.4% for international operations).

- Capacity was 1.2% above March 2021 (+2.6% for international operations). While this is in positive territory, it is a significant decline from the 11.2% year-on-year increase in February. Asia and Europe experienced the largest falls in capacity.

- Several factors in the operating environment should be noted:

- The war in Ukraine led to a fall in cargo capacity used to serve Europe as several airlines based in Russia and Ukraine were key cargo players. Sanctions against Russia led to disruptions in manufacturing. And rising oil prices are having a negative economic impact, including raising costs for shipping.

- New export orders, a leading indicator of cargo demand, are now shrinking in all markets except the US. The Purchasing Managers' Index (PMI) indicator tracking global new export orders fell to 48.2 in March. This was the lowest since July 2020.

- Global goods trade has continued to decline in 2022, with China's economy growing more slowly because of COVID-19 related lockdowns (among other factors); and supply chain disruptions amplified by the war in Ukraine.

- General consumer price inflation for the G7 countries was at 6.3% year-on-year in February 2022, the highest since 1982.

"Air cargo markets mirror global economic developments. In March, the trading environment took a turn for the worse. The combination of war in Ukraine and the spread of the Omicron variant in Asia have led to rising energy costs, exacerbated supply chain disruptions, and fed inflationary pressure. As a result, compared to a year ago, there are fewer goods being shipped—including by air. Peace in Ukraine and a shift in China's COVID-19 policy would do much to ease the industry's headwinds. As neither appears likely in the short-term, we can expect growing challenges for air cargo just as passenger markets are accelerating their recovery," said **Willie Walsh, IATA's Director General.**



March Regional Performance

Asia-Pacific airlines saw their air cargo volumes decrease by 5.1% in March 2022 compared to the same month in 2021. Available capacity in the region fell 6.4% compared to March 2021, the largest drop of all regions. The zero-COVID policy in mainland China and Hong Kong is impacting performance.

North American carriers posted a 0.7% decrease in cargo volumes in March 2022 compared to March 2021. Demand in the Asia-North America market declined significantly, with seasonally adjusted volumes falling by 9.2% in March. Capacity was up 6.7% compared to March 2021.

European carriers saw a 11.1% decrease in cargo volumes in March 2022 compared to the same month in 2021. This was the weakest of all regions. The Within Europe market fell significantly, down 19.7% month on month. This is attributable to the war in Ukraine. Labor shortages and lower manufacturing activity in Asia due to Omicron also affected demand.

AIR CARGO MARKET DETAIL-MARCH 2022	WORLD SHARE (% YEAR ON YEAR)	CTK	ACTK	CLF(%-PT) ²	CLF(LEVEL) ³
Total Market	100%	-5.2%	1.2%	-3.7%	54.9%
Africa	1.9%	3.1%	8.7%	-2.7%	49.4%
Asia Pacific	32.5%	-5.1%	-6.4%	0.9%	63.8%
Europe	22.9%	-11.1%	-4.9%	-4.7%	67.1%
Latin America	2.2%	22.1%	34.9%	-4.7%	44.8%
Middle East	13.4%	-9.7%	5.3%	-8.7%	52.6%
North America	27.2%	-0.7%	6.7%	-3.3%	44.2%

1) % of industry RPKs in 2020 2) Change in load factor vs. the same month in 2019 3) Load Factor Level

Capacity fell 4.9% in March 2022 compared to March 2021.

Middle Eastern carriers experienced a 9.7% year-on-year decrease in cargo volumes in March. Significant benefits from traffic being redirected to avoid flying over Russia failed to materialize. This is likely due

to subdued demand overall. Capacity was up 5.3% compared to March 2021.

Latin American carriers reported an increase of 22.1% in cargo volumes in March 2022 compared to the 2021 period. This was the strongest performance of all regions. Some of the largest airlines in the region are

benefitting from the end of bankruptcy procedures. Capacity in March was up 34.9% compared to the same month in 2021.

African airlines saw cargo volumes increase by 3.1% in March 2022 compared to March 2021. Capacity was 8.7% above March 2021 levels.

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TIACA Cargo Pulse 2022/2 - Executive Summit Wrap-Up

Executive Summit - It's a Wrap

San Francisco, March 22-23, marked the return of the TIACA Executive Summit, last held in November 2019 in Budapest. The 2022 edition was held in conjunction with Transport Logistics Americas and formed a whole week of innovative, educational, and collaborative content.

The TIACA Cluster sessions united to form one highly interactive session which provided great guidance to the TIACA Board on industry priorities such as industry staffing challenges, capacity constraints and the need for the value of air cargo to be broadcast widely.

The two-day conference program was full of highlights, too numerous to detail everything but here are some key takeaways from the various panels and presentations.

Supply chain partners highlighted the unusual challenge of managing run-away growth and its demands on all resources (aircraft, pilots, handling staff) at a time when national economies and industry service partners were all but hibernating. Inspirational examples of how the challenges were overcome were shared with the audience.

The labour force challenge ran throughout many panels, as airports and handlers can provide adequate warehouse capacity but still be unable to meet demand if dock doors are closed due to inadequate staffing. This reinforced the highly integrated aspect of supply chain success.

Sustainability topics were explored in great details and Pharma shippers have been placing a growing importance on sustainability when



selecting their transportation and logistics partners. Pharma.Aero is keen to collaborate with TIACA on sustainability matters to address this growing need.

TIACA launched its BlueSky program which is a mechanism to measure and recognize sustainability progress of air cargo businesses and will serve as one of the key enablers of sustainable transformation of airfreight.

Value of air cargo themes were explored and interesting data emerged such as only one quarter of air cargo companies are aware of industry's social and economic benefits. TIACA was challenged to address this gap with an awareness raising campaign highlighting the value of air cargo to the world.

The Advanced Air Mobility session showed a spotlight on some revolutionary solutions that will help shape the future of air cargo. This is not if, and this is not even when anymore, as it is already happening: all sorts of drones are being used in air cargo operations, whether





for inspection, sorting, wildlife management or for cargo transport and delivery.

The audience of the Executive Summit showed enthusiasm and support as more than 90% replied they see drones as new opportunities for the air cargo industry. And 100% of the room said TIACA should play a central role to raise awareness and drive industry readiness to embrace cargo drones.

Regulations also garnered much discussion with a call for a distinct

regulatory regime for all-cargo operations. More generally, the regulatory framework needs to be more results-oriented, flexible, and fast-moving with a window of opportunity to influence policy with the ICAO Assembly this autumn. TIACA members were encouraged to contact their national government to send coordinated messages in this regard.

The "high energy" next generation leadership panel focused on People-First business strategies for growing companies. The expert panelists

skillfully covered the gamut from diversity & inclusion to mentoring & training. Successful companies have exceptionally positive cultures. The dominant thread throughout: Take good care of your people and they will take care of the business.

Innovative thinking was showcased throughout and a dedicated panel focused on the need to train a Digital Fluency Mindset because our world is full of uncertainty right now, and people who are continuously motivated to learn, unlearn, and re-learn and focus



on EQ versus IQ will thrive in today's automated world.

The conference program also included the 2021 Hall of Fame inductee ceremony with Lynn Fritz, former CEO of Fritz Companies, being the latest luminary receiving this honour.

The 2021 TIACA sustainability awards also featured on the program with the three start up small business finalists presenting their projects. All were highly appreciated by the audience and after the audience voted,

XFret, an innovative in cabin cargo solution was announced as the winner.

The corporate winner, United Cargo, for its eco-skies program was also presented with its winner's trophy.

There were numerous networking and socializing opportunities including the celebratory party night at the Hard Rock Café.

The week concluded with a unique "innovation journey" where participants had a tour of some world class start ups and innovative companies in silicon valley to get a glimpse into

what the future of air cargo looks like: Companies visited included; Gather Ai: An inventory management on auto-pilot, AeroVect; the World's most advanced automation technology for GSE, Reliable Robotics: Automated Cargo Planes and Elroy Air: Drones for middle-mile that can deliver anything from shipping cargo to humanitarian aid.

As the curtain closed the audience were united in looking forward to the next edition of the TIACA Executive Summit.

Annual General Meeting & World Air Transport Summit 2022 / Doha, Qatar / 19 - 21 June

IATA's 78th Annual General Meeting (AGM) and World Air Transport Summit (WATS) will take place on 19-21 June 2022 in Doha, Qatar, hosted by Qatar Airways.

This major event for aviation will gather the top leadership from airlines, the aviation value chain and governments as the aviation industry faces complex and dynamic operating, business and geopolitical environments.

The recovery from the impacts of COVID-19 continues to take shape, albeit at different speeds in different parts of the world. The war in Ukraine is impacting fuel prices, altering operations, and challenging the globalization which aviation's efforts have underpinned. A broader sustainability agenda is emerging as aviation moves forward with its commitment to net zero carbon emissions by 2050. Technology is creating new opportunities to

improve customer centricity. And, as all stakeholders including governments, adapt to ever-changing industry realities, finding a smart regulatory approach remains a top priority.

A detailed agenda will be published

soon. In the meantime, please mark your calendar with these important dates.

Note that attendance at the IATA 78th AGM and WATS is by invitation only.



World Cargo Symposium / London , England / 27 - 29 September

The World Cargo Symposium (WCS) is the largest and most prestigious annual event. WCS 2022 will continue to move the industry from talk to action.

The Symposium will feature plenary

sessions, specialized streams, workshops, and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations, and Sustainability.

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People, Purpose & Passion - Building a Sustainable Future For Ground Ops

A very well-run conference bringing airlines, handling companies, and suppliers to one single event.

The IATA Ground Handling Conference (IGHC) is one of the industry's premier conferences, bringing together industry leaders from airlines, airports, and ground service providers to manufacturers for a three-day forum of networking and business development. It provides a unique platform for the discussion and implementation of industry standards, policies, and procedures.

This year, we'll focus on improving implementation procedures and operations, forging sustainable new agreements, and leveraging and empowering the workforce to deliver sustainable sound solutions.

Over 650 other delegates will discuss the following.

1. Technology and efficiency: – initiatives and implementation of case studies
2. People in ground operations
3. New agreements: Contracts and other data

Air Cargo India 2022 **31 May - 2 June**

Air cargo India 2022 will once again offer new business opportunities, global perspectives and strong networking platforms for its stakeholders.

The Indian air cargo sector continues to remain among the world's leading marketplaces for domestic and international players.

Expanding cargo-handling infrastructure at airports, demand for speedy delivery, greater trade and commerce and increase in the number of flights operating are some of the key reasons for this growth.

Further, international cargo traffic, expansion of industrial activity and investments in airport infrastructure will drive the demand for air cargo.

CNS Partnership Conference **Phoenix , USA 23 - 25 May** Phoenix Arizona New Challenges, New Partnerships

The 31st CNS Partnership Conference will be held, in-person, at the Arizona Grand Resort on 23-25 May 2022.

In these unprecedented times, it is essential that our industry work together to move forward and emerge from this crisis stronger.

The CNS Partnership Conference will continue to be the perfect setting to get together, connect and start paving the way to a brighter reality in 2022 and beyond.

The CNS Partnership Conference is a key component



of CNS' work. It has brought together for 30 years, the leaders and decision-makers of the industry to explore and influence the future development of air cargo. Lasting business relationships, strategic partnerships and life-long friendships were initiated at the annual conference. The objective in 2022 is to reconnect industry, in-person, to continue to

support the business endeavors in every way.

The conference will maintain a 3-day action-packed program! Mixing fun social events and content sessions, enabling the participants to

- Create connections with potential partners and prospective new business.
- Learn about the latest trends and developments affecting the air cargo supply chain through a conference type set-up in addition to a variety of panels and break-out sessions.
- Stay up-to-date with the latest government regulations and its impact in our industry.
- For the 2022 edition, CNS welcomes you to Phoenix, Arizona.



RICHARD Ettl,
CEO, AND CO-FOUNDER
OF SKYCELL

SkyCell

launches next gen 1500X pharma container

NICO ROS,
CTO AND CO-FOUNDER
OF SKYCELL



270h independent runtime

Door to Door for an unbroken cold chain



SkyCell has launched the new 1500X container, the next generation in its hybrid container portfolio.

SkyCell, the innovator and leading manufacturer of temperature-controlled hybrid containers for the pharmaceutical industry, has launched the new 1500X container, the next generation in its hybrid container portfolio for high-value pharmaceutical product transportation.

The 1500X enables pharma shipments for products that need to be kept at +2°C to +8°C or +15°C to +25°C and has a tested market-leading independent runtime of 270 hours at 20°C. The extended runtime ensures that the transportation of temperature-sensitive goods remains unaffected even in the event of unforeseen circumstances such as flight delays, re-routing, and delays at customs.



Included as standard with the 1500X, SkyCell's proprietary SaaS platform, SECURE, offers customers real-time visibility of shipments, closing supply chain visibility gaps and allowing corrective actions to be made via critical data gathered during transportation.

RICHARD ETTL, CEO, AND CO-FOUNDER OF SKYCELL: *"The 1500X delivers extra performance, extra protection, and extra efficiency. At SkyCell we are constantly innovating and looking for new solutions that enable our customers to transport their temperature-sensitive goods securely around the world. By offering an unbroken cold chain, pharma companies can rely on us to optimize their supply chains and safely ship their products without suffering temperature excursions. SkyCell SECURE – acts like a 'guardian angel' by continuously monitoring the 1500X and helps to track its milestones to alert for delays or risks in the supply chain. The 1500X will help us continue to deliver on our vision to create no loss in the pharma supply chain, worldwide."*

All-round optimization

The 1500X builds on years of design and manufacturing innovation that has led SkyCell's containers to have a verified temperature excursion rate of less than 0.1 percent and a product loss rate of 0.0 percent. Manufactured with a die-cast frame using the same technique in the construction of airplane parts, the 1500X is 120kg lighter than its predecessor but still maintains a payload capacity of up to 1,000kg. The new internal height of

SkyCell, the innovator and leading manufacturer of temperature-controlled hybrid containers for the pharmaceutical industry, has launched the new 1500X container, the next generation in its hybrid container portfolio for high-value pharmaceutical product transportation.

1.3 meters – creating 7.8 percent more internal volume – allows customers to transport more in each individual container and reduces costs and CO2 emissions even further. The 1500X continues to feature SkyCell's exclusively licensed double-door system to prevent humidity changes and provide added security during transit.

NICO ROS, CTO AND CO-FOUNDER OF SKYCELL:

"The 1500X development goals were based on the input from our customers and built upon what customers love about SkyCell – a leader in reliability, cost efficiency, and helping them to reduce their CO2 footprint. The 1500X is 120kg lighter than its predecessor yet has a greater payload capacity – enabling our pharma clients to make their supply chains more efficient and sustainable. Technical innovations like using graphene as part of our patented heat distribution enhance the 1500X's recharge capability when in a cold room at customs clearance or in a reefer truck, protecting pharma products even longer, and demonstrating our ability to truly push the limits of smart design. The 1500X is the next generation of hybrid containers – better for patients, for total costs, and for the planet."

In further enhancements to the safety and protection of goods within the 1500X, the container's feet have been redesigned to improve shock and vibration protection. The die-cast aluminum feet absorb impact and dampen the vibrations from aircraft and trucks that are – along with excursions outside optimal temperature range – a leading cause of in-transit product spoilage.

The 1500X is also the most space-efficient container in SkyCell's product portfolio. Four 1500X containers can be loaded onto one standard PMC pallet, while only a pallet jack is required to load the 1500X into a standard truck that can hold up to 18 containers. Loading the container itself is an almost effortless process: open, load goods, close, and ship.

Envirotainer is driving the shift to a more sustainable pharmaceutical cold chain



Cold chain expert releases its Sustainability Report 2021, showing that active containers minimise pharma product losses and support a circular economy

Stockholm, April 29, 2022: Envirotainer, the global market leader in secure cold chain solutions for air transportation of pharmaceuticals, today published its Sustainability Report 2021. It illustrates that the company is driving innovation towards lower emissions, invests in R&D to create a more sustainable cold chain, and that collaboration is the way towards a more sustainable industry.

Commenting on the report, **CEO, Peter Gisel-Ekdahl**, said:

"Our solutions minimize pharma product losses and increase circularity as well as resource efficiency, as our leased cold chain solutions are re-used hundreds of times during their lifetime. The pharmaceuticals we transport are crucial for millions of patients worldwide. Sustainability is extremely important to us, and our ambition is to take a leading role in the transformation towards a more sustainable pharmaceutical cold chain."

Based on Envirotainer's market leading position, unique ecosystem,

strong product and service portfolio, and passion for innovation, the ambition is to lead the transformation to a more sustainable pharmaceutical cold chain.

With 80-90 per cent of CO₂ emissions in the pharmaceutical value

chain coming from production and raw materials, stopping waste through temperature deviations in transport is vital. Envirotainer has temperature deviations of less than 0.1%, which is industry-leading.

The business also supports a circular economy where its cold chain solutions are re-used hundreds of times during their lifetime. Its latest innovation, the Releye® range of containers, can reduce CO₂ emissions by 90% compared to passive shipment solutions. Envirotainer is driving the shift from passive to active solutions.

The Sustainability Report, along with additional information available on the website, describes Envirotainer's economic, environmental and social impact. It addresses the sustainability initiatives and performance in 2021, and includes Envirotainer's ambitions, priorities, goals, achievements and key sustainability performance indicators.





Air Canada Cargo announces key appointments



Air Canada Cargo announced a series of key senior leadership appointments including **Matthieu Casey as Managing Director, Commercial - Cargo.** “I am thrilled to be further strengthening our senior leadership team at Air Canada Cargo,” says Jason Berry, Vice President, Cargo, Air Canada. “We showed incredible innovation and resilience during the pandemic, and as we emerge stronger than ever, these key leaders will play an integral role as we ramp up our freighter network and continue to grow our business following a successful 2021.”

Casey, in his enhanced role, will oversee global sales, revenue

management, and cargo analytics with responsibility for Air Canada Cargo’s digital and direct customer experience.

Dotane Harel has been named **Director, Regulatory and Operations Process Engineering.** “In his expanded role, he will have oversight of Cargo’s worldwide airside, warehouse, and freighter operations as it pertains to quality, compliance, and continuous improvement. He will also be responsible for leading and sustaining process re-engineering across the Cargo system, including oversight of lean initiatives for policy, processes, procedures across all of Cargo’s hubs and ensuring alignment with rules and regulations governing the global cargo industry.”

Herve Riboulet becomes Director, Cargo Analytics and CRM.

“In this role, he will be accountable for establishing a CRM and Analytics Centre of Excellence that will deliver and guide the global Cargo organisation in analytics driven decision-making, and integration of the CRM solution and all relevant processes.”

Jeffrey Edwards is now Director, Cargo Network Control. “In this expanded role, he will be responsible for leading and managing the global Cargo network control team and will provide leadership oversight and strategic direction for the global Cargo network.”

Tal Mor has been named Director, Global Partnership Programs, Sebastian Cosgrove becomes Director, Global Customer Service, and Stephen Phillips is now Director, Cargo Sales.

Air freight capacity takes off, and rates descend, with boost in Europe-US flight numbers



The latest analysis from Oslo-based Xeneta shows marked fluctuations in air freight rates and dynamic load factors between Western Europe and the US, as increased appetite for travel drives cargo capacity to new heights for 2022.

According to Xeneta, which crowdsources real-time ocean and air freight data from leading global shippers, in addition to dynamic load factor data from airlines, capacity surged by 21% between mid-March and the end of April.

With high passenger demand for the transatlantic corridor, and new summer schedules rolling out, capacity in April was actually higher than pre-pandemic, currently sitting above 2019 levels.

Market moves

"The aviation industry is obviously keen to put an extremely challenging period behind them and get back to normal... even if it is a new normal. So, this healthy passenger demand is a very welcome development, helping drive strong capacity growth between week

12 and today," comments **Niall van de Wouw, Xeneta Chief Air Officer.**

"Of course, you 'can't have your cake and eat it', meaning freight rates are impacted by having more 'bellies' to fill. Especially when the volume and weight of cargo has dropped between mid-March and the end of week 17 (by 1.4% and 6% respectively)."

Lightening the load

Van de Wouw points out that this has led the westbound dynamic load factor to drop to its lowest levels since the beginning of January – although week 17's 67% was an improvement on the 63% recorded the week before (which also helped rates climb a little). The eastbound transatlantic load factor has also fallen to its lowest level since the start of the year, now sitting at 57%.

On the subject of rate developments, Van de Wouw imparts: "Our shipper community informs us that spot prices have been impacted by added capacity, with an average short-term rate of USD 4.1 per kg from Europe to the US. That's around USD

1.7 per kg below the average for the long-term contracts signed across the last three months (approx. USD 5.9 per kg). On the backhaul the rates are substantially lower, with spot prices of USD 1.5 per kg against long-term contracts of USD 2.3kg."

Stay informed

He concludes: *"It's early days for May, but our market intelligence so far points towards a softening of both short- and long-term rates in the next couple of weeks. I'd advise all parties looking to negotiate to stay informed of the very latest weekly developments to get the optimal value for their businesses in a fast-changing marketplace."*

Xeneta's software platform compiles the latest crowd-sourced air and ocean freight rate data aggregated worldwide to deliver unique market insights. Companies participating in the benchmarking and market analytics platform include names such as ABB, Electrolux, Continental, Unilever, Nestle, L'Oréal, Thyssenkrupp, Volvo Group and John Deere, amongst others

Ostend-Bruges International Airport

future proofs cargo operations with Nallian-powered Cargo Cloud



Eric Dumas, CEO Ostend-Bruges International Airport (left) and Jean Verheyen, CEO Nallian (right)

Driven by a strong ambition to deliver stellar service and prepare for growth, Ostend-Bruges International Airport is equipping its cargo hub with a Nallian-powered Cargo Cloud. The OST Cargo Cloud will enable a coordinated, digitalized approach to processes such as freight pick up and drop off and the inspection of perishable goods. At the same time, it will provide the airport operator with actionable insights into its end-to-end cargo streams. The digital approach will empower the individual stakeholders to increase quality, visibility, and efficiency in their operations while increasing the attractiveness of the hub with reliable, transparent processes.

Not congestion, but visibility and efficiency as the main drivers

Unlike many other airports, the Ostend-Bruges cargo hub is not facing the typical challenges related to congestion. They are investing in

digitization to increase operational efficiency and visibility, improve customer service, and, at the same time, prepare for growth. The collaborative applications of Nallian's Cargo Cloud, such as Inspection Management, Truck Visit Management, Check-it, and Cargo Statistics) will enable them to **streamline all actions related to truck visits, the inspection of perishable goods, and the execution of operational and compliance checks**. At the same time, the airport will gain granular insights into its end-to-end cargo streams.

Eric Dumas, CEO at Ostend-Bruges Airport, comments: We have an ambitious cargo community that strives to deliver first-in-class service. Nallian's Cargo Cloud is a robust platform that has proven its worth in many other cargo hubs. **Its easy-to-implement, modular approach will allow us to quickly activate functionality and**

generate first benefits and easily expand in the future. This digital tool will enable Ostend-Bruges International Airport to strengthen its attractiveness and further increase the speed of cargo handling, which is already one of its main differentiating assets. It completes the ambitious development project "Ostend Cargo Village", of which the first building phase is already under construction.

Jean Verheyen, CEO at Nallian: "It is a misconception that solutions like Truck Visit Management, one of the collaborative applications on our Cargo Cloud, only generate value for big hubs facing congestion issues. The pandemic has illustrated the importance of air cargo and the need for **efficient, transparent processes**. Digitalization is the way to achieve this. It has proven to generate significant benefits for big and small cargo hubs, and we are very proud to support Ostend Airport on its digitization journey.

The key to success

Jean Verheyen, CEO Nallian, adds: "Making a Cargo Cloud a success requires the airport or stakeholders association to play an active role in the initiative, amongst others, to unite and guide the different stakeholders. A modular approach that allows **activating functionality and onboarding organizations step by step and integrates with existing back-end systems further facilitates adoption**. Compared to a major system overhaul, such a modular approach lowers the barrier to step in, facilitates implementation, and allows booking first success fast. It also enables easy scaling in the future as the digital maturity in the community grows.

Air Charter Service prepares for growth in Midwest with the latest expansion



Capitalising on record figures for the company last year, Air Charter Service has announced expansion plans for the Midwest region and Chicago office, and a planned recruitment drive starts this year. ACS is the world's largest charter brokerage and arranges almost 30,000 charter flights a year, with revenues of more than \$1.8bn last year.

Since opening in Chicago, the company has gone from strength to strength in terms of sales in the region. The new office opened on March 25th on North State Street and the

Air Charter Service Chicago team are greatly excited by the move.

Caitlin Uhlmann, CEO of the Chicago office commented "When we started, we were just a small team in a small office in the Loop. We outgrew the last office far quicker than we expected, with specialists working across the private jet and cargo divisions. I am incredibly proud of each person in the office and how far we have come. I can't wait to increase our team further with this expansion going forward – we are looking to recruit experienced local salespeople now that

we have six times the space of the previous office.

"O'Hare Airport is currently hugely expanding its cargo storage and shipping capability and is already the fifth-biggest aviation shipper in the US, so the cargo business in the region is only likely to grow further. We believe that the potential for the private jet market here is huge too – Chicago has always been a major hub for aviation and has a number of small executive airports, along with O'Hare International Airport, which is the sixth busiest passenger airport in the world."



IAG Cargo's strong Q1 financial results show a confident start to 2022

IAG Cargo, the cargo division of IAG (International Airlines Group) has reported its financial results for Q1 2022, with revenues of €432 million for the period from January 1 to March 31, 2022.

The results are a reflection of how IAG Cargo's growing network has supported international trade, as the global economy recovers from the pandemic.

IAG Cargo's Q1 2022 revenues represent an increase of 18.6 percent at constant currency versus the same period last year.

Overall yield for Q1 2022 was up 2.3 percent at constant currency versus the same period in 2021.

In Q1 2022 sold tonnage was up 19 percent from the same period in 2021.

Demand was particularly high between Europe and the USA for key industrial goods, including automotive parts, with IAG Cargo increasing the availability of wide-body aircraft on European feeder lanes into Heathrow.

Ecommerce has also remained a major driver of growth for IAG Cargo, with high volumes being shipped into North America.

IAG Cargo's Constant Fresh product, for perishable shipments, saw exceptional growth with revenues growing 47 percent versus the same period in 2021.

The return to more widespread passenger flying has also provided a boost to cargo, with new routes opening up and capacity on important trade lanes increasing.

In Q1 the business was able to restart cargo flights to Australia – a major milestone in the global recovery from COVID-19.

Commenting on the quarter's financial results, IAG Cargo Managing Director David Shepherd said: "IAG Cargo has had another busy quarter. "The global economy is increasingly moving on from the confines of the COVID-19 pandemic. "Trade and confidence are clearly increasing. At IAG Cargo we are seeing trends that first emerged during the pandemic continue to drive growth, with e-commerce as a stand-out example."

In Q1 IAG Cargo also continued to transport items usually associated with sea freight as disruption to shipping persists.

During this period the business also donated over 125 tonnes of capacity in aid shipments to Ukraine, working with global charities including the Spanish Red Cross and Project HOPE to move vital goods like blankets, kitchen equipment, and medical supplies into the region.

Kales Group signs global partnership with Cainiao

Kales Group has announced its partnership with Cainiao Network, the logistics arm of Alibaba Group, to jointly optimize the capacity solution of Cainiao's global air freight line haul network.

Through Cargonet Asia, one of its subsidiaries, Kales Group will support Cainiao with fixed allotments, block space agreements, and free sales in order to sell available capacity on flights chartered or leased by Cainiao on their way back to China.

"We are very proud to sign this partnership with Cainiao and contribute to the development of a global smart logistics network supporting the growth of e-commerce and beyond", **says Sebastiaan Scholte, CEO of Kales Group.**

"We will support Cainiao on their different trade lanes in different parts of the world. Cainiao will be a very welcome addition to the already extensive portfolio we offer to our forwarders' base."



"We are happy to work with such an experienced partner like Kales, with the right knowledge and network to support us when we are expanding our business relationships around the world", **says James Lu, Senior Logistics Advisor**

for Cainiao.

"This partnership will allow us to better leverage our logistics infrastructures such as the Liege eHub and to help our clients to better export to China."



Realterm Raises \$150 Million for Airport Logistics Fund



Realterm has announced the successful closing of \$150 million in capital commitments for its open-ended fund, Realterm Airport Logistics Properties (RALP). RALP has now raised approximately \$900 million in total equity commitments since its formation in 2015 with all original investors still in the fund.

RALP serves as the exclusive investment platform for Aeroterm, the leader of on-airport industrial

facilities, focusing on the development, redevelopment, and acquisition of on-airport air cargo and aviation-related support facilities, including cargo buildings, hangars, and flight kitchens.

"RALP's North American portfolio and projects create jobs, improve sustainability, and drive local businesses across North America," said David Rose, Managing Director, and Senior Fund Manager. "This successful raise allows our team and investors to

continue supporting airports and the surrounding communities which are at the forefront of technology, trade, travel, and security." With the addition of two recent acquisitions in Orange County, Calif., and Montréal, Canada, RALP is comprised of 110 properties at 37 airports across North America totaling approximately \$1.6 billion of AUM. The new capital commitments will, in part, support four active development projects across the United States.

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APOC and SmartLynx collaborate to purchase four A321 airframes for freighter conversions

"This significant transaction brings our two companies closer together for increased cooperation in the future and reinforces APOC's policy of narrowbody aircraft investment with multiple options," says Jasper van den Boogaard, VP Airframe Acquisition & Trading



APOC Aviation and SmartLynx Airlines Ltd. have worked together to purchase a package of four Airbus A321 airframes. The frames, MSNs 941, 961, 1185, and 1241, were acquired in passenger configuration and will be converted into freighters which will join the SmartLynx fleet early next year.

According to **Jasper van den Boogaard, VP Airframe Acquisition & Trading at APOC**, the Company was pleased to partner with SmartLynx to secure these assets. "We were quick to seize this versatile opportunity. Working closely with SmartLynx, the transaction has developed over the past two years and I'd like to thank their professional team for their continued commitment and confidence. Despite the constraints of COVID-19, we are very pleased to expand the business relationship between our two companies."

Van den Boogaard, who is an ISTAT Certified Appraiser, observes the fluctuations in aircraft asset valuations closely. He adds: *"The A321 is an interesting asset because it can be converted to a freighter and there is significant activity in this sector of the market right now. It can also be used for low-cost/long-haul operations (because of its efficiency and range) and it is attractive for part out. The flexibility to utilize any one of these three options made this an exceptional opportunity for the business."*

Zygmantas Surintas, Smartlynx Airlines CEO, also emphasized that efficient partnerships like this are crucial for successful carriers' involvement in the A321 conversion program.

"We are happy to cooperate with both the seller and APOC – the transaction was beneficial to all parties, for each in its own way. Acquiring four well-maintained

sistership airframes was an important addition to the SmartLynx Airlines conversion chain, which begins with sourcing the right feedstock as a first step. Because of that, SmartLynx is becoming an active player in the secondary market of A321-200 airframes, as well as CFM56-5B and V2500 engine types. It is more than certain, that here developing solid relationships is the key."

The four additional cargo aircraft will bring the airline's A321F fleet up to fifteen (15) active aircraft of the type by mid-2023.

"We are continuing our growth strategy to be the biggest A321F operator in the world" adds Surintas. "Also, it is our commitment to the green environment as this type is using much less fuel than other cargo aircraft in its class."

As 2022 progresses APOC seeks to establish its position as a narrowbody aftermarket specialist. *"Not only are we in a position to help our airline partners balance their airframe and engine portfolios through the acquisition of asset packages and subsequent part-out of components, we can also support their in-service fleet via our innovative spares provisioning programmes,"* he adds. "These days it helps to be nimble and forward-looking but you also need the reassurance of solid funding to complete deals, fortunately at APOC we can offer both."

The A320 and B737 family aircraft APOC seeks are those equipped with the latest modifications so securing young vintage airframes is key to ensuring that the Company's growing parts inventory, located at its stock hubs in The Netherlands, Singapore, and Miami, can offer the most desirable. *"Airlines using narrowbodies are ramping up operations now that the Summer season of 2022 is activated," continues Van den Boogaard. "A large number of aircraft have now returned to service and we see strong demand for passenger travel this month. We support both the entry into service of those aircraft but also any part they need during the hopefully very busy summer season."*

Mediterranean Shipping company Thailand



Rungruedee Kurutuch,
Deputy Managing Director, Mediterranean
Shipping (Thailand) Co., Ltd.

moves towards one hundred percent electronic Delivery order using Kale's E-Solution



Vineet Malhotra, Director and Co-Founder,
Kale Logistics Solutions

Kale Logistics Solutions and TIFFA EDI's CODEX Electronic Delivery Order (e-DO) Service has already driven significant time- and cost-saving benefits for customers since going live with MSC Thailand in February.

"The benefit we derive from the CODEX e-DO is that we can reduce traffic at our counters because customers no longer need to obtain a paper document to exchange or receive goods," said **Rungruedee Kurutuch, Deputy Managing Director, Mediterranean Shipping (Thailand) Co., Ltd.**

"Additionally, customers can save time and cost for delivering physical DO copies to their offices in different locations for cargo delivery.

"Further efficiencies are gained from the ability to handle all import cargo releasing processes in a single platform."

The e-DO solution automatically updates information when a terminal releases cargo, meaning electronic goods release certificates and shipment

Reduced congestion at the counters, elimination of paper, and cost savings are among the benefits reported by MSC since Kale's e-Delivery solution went live

status updates are available 24 hours a day.

The digital transfer of documents and reduction in manual processing meanwhile increase security and minimise the possibility of error.

"It's a huge milestone that MSC Thailand has decided to digitalise 100 percent of our traditional DO to the e-DO service to facilitate ease of doing business for our customers in Thailand," said Kurutuch.

"It's not always easy to change traditional ways of working in the logistics supply chain and bring everyone from importers/brokers to carriers and terminals/depots from paper-based over to fully electronic goods release, but once everyone adapts to the new

environment, we will all derive benefits from this change in long run."

"This partnership with TIFFA-EDI and MSC Shipping strengthens our collaboration in the Thailand maritime industry," said **Vineet Malhotra, Director and Co-Founder, Kale Logistics Solutions.**

"We've already seen a 25 percent increase in the number of Delivery Orders processed through the CODEX platform by MSC in Thailand.

"With e-DO penetration gaining ground with all MSC customers, we are confident that automation will speed up the process, reduce workload, improve overall compliance, and contribute to faster freight delivery."

With the help of Kale's electronic delivery order solution, MSC has made significant progress towards its goal to contribute to economic growth in the Thai logistics industry and will continue working towards this goal while improving efficiency and service for its customers.

FL Technics signs warehousing contract with B&H Worldwide



One of Europe's largest MRO (Maintenance and Repair Organisations) services providers FL Technics has signed a contract with B&H Worldwide to manage its aircraft parts storage in Germany. The two companies have had a long-term commercial relationship in both the UK and Singapore but this is the first time they have worked together in mainland Europe.

Effective immediately, B&H Worldwide will utilize its Frankfurt warehouse facility to store a range of aerospace consumables, engine spare parts, rotatables and Dangerous Goods for FL Technics to ensure they can be efficiently distributed to customers across the European Union.

FL Technics is a global provider of aircraft maintenance, repair, and overhaul services, operating in North

America, Europe, and Asia-Pacific, ranging from base maintenance solutions and the largest independent line maintenance network to aviation assets trading and management services as well as specialized shops for production, engine repairs, and wheels and brakes maintenance operations.

All warehousing will be undertaken adhering to strict operating procedures, safety protocols, and administrative controls and will be managed using FirstTrac, B&H's unique, in-house developed aerospace software solution.

"Europe has always been a major market for B&H Worldwide and it's a testament to the scope of our international capabilities that FL Technics has chosen to trust us with its aircraft parts storage across the

EU," says **Jakub Ptacnik, B&H's Business Development Manager for Eastern Europe.**

In addition to providing parts warehousing services, FL Technics has an option to take up freight management, AOG and other specialist services which B&H Worldwide can provide.

Mildaras Masilionis, Head of Logistics and Storage Department at FL Technics, emphasized the importance of a long-term trusted partnership between the organizations:

"In the aviation industry the sustainable and trusted partnerships are crucial for growth, thus I am glad we excelled in the cooperation with B&H Worldwide as both companies will leverage the synergies within our global operations of logistics and MRO businesses."

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WFS Appoints Lynch Senior Vice President, Commercial – Americas



Tom Lynch has been appointed senior vice president commercial for the Americas by Worldwide Flight Services (WFS) to lead the company's commercial strategy and business development of its cargo and ground handling operations in North and South America.

In this role, based in Dallas/Fort Worth and reporting to Mike Simpson, WFS' Executive Vice President Americas, Lynch will build

out WFS' sales capabilities through collaborative training and mentoring, work closely with the operations group to ensure successful implementation and ongoing operations with new and existing customers, and challenge current practices to increase revenue and maximize profitability. He will also work closely with WFS' international commercial team to ensure alignment with the Group's strategy and objectives.

Lynch brings 30 years of experience to WFS from across his previous B2B and B2C roles in industries including consumer goods, food and beverage, and waste disposal. He has worked with leading publicly traded companies as well as in the private equity environment and has a proven track record in driving revenue and margin growth, strategic market share expansion, improved employee retention, and increased employee engagement.

Simpson said: *"Tom is recognized for his communication skills and ability to build strong relationships at all levels of the organization, from the C-Suite to the front line. I am confident he will be an engaging leader who emphasizes building, coaching, and developing high caliber, diverse teams. He will play a key role in our continued growth in the Americas and use his broad experience of other industries to inject innovative, fresh ideas to build our existing and new customer relationships."*

Commenting on his new role, Lynch added: *"WFS has a strong and growing presence in the handling market in the Americas and I am excited to work with our sales team and operations group to identify the commercial benefits we can derive from demonstrating the scope of our network and the quality of our cargo and ground handling services."*

WFS operates 97 airport stations in North America – including the major North America airport hubs in New York JFK, Dallas/Fort Worth, Los Angeles, Miami, Chicago, Atlanta, and Houston – and a further 19 stations in South America (Brazil). In North America alone, WFS provides ground handling and passenger services for some 140,000 flights carrying over 195,000 passengers per annum and handles more than three million tonnes of cargo a year.

SmartKargo Appoints Simon Elmore Vice President of Cargo Solutions



Simon Elmore joins the growing SmartKargo team as VP Cargo Solutions to oversee and further enhance the company's business operations in support of its strategic growth.

SmartKargo, an innovation leader in air cargo management solutions and advanced e-commerce integrations for the worldwide air cargo business, welcomes Simon Elmore as VP of Cargo Solutions. In this role, Simon will be responsible for assessing and bringing continued innovation to SmartKargo solutions and business processes.

Simon brings 25 years of experience in Air Cargo and 20 years in Air Cargo software to SmartKargo, having participated in and coordinated projects in over 30 countries. He brings extensive experience in software deployments and was a member of

the original team which designed and built the Hermes Cargo Management system, a joint venture with Menzies Aviation.

While at Hermes Logistics Technologies, Simon's early background included expertise in Air Cargo Revenue Accounting. It later encompassed traditional Business Analysis, Product Management, and Programme Management roles with titles ranging from Product Specialist through Chief Operating Officer.

"I am incredibly excited to join the SmartKargo team after admiring the company from afar for a while," Elmore said. "As VP Cargo Solutions, I will hit the ground running, liaising with the busy Product and Project teams, to provide continued innovations and solutions for the growing SmartKargo customer base within the air cargo

supply chain," he added.

*"We are extremely pleased to add Simon to our team at this important time in our business growth," said **Milind Tavshikar, CEO SmartKargo.** "We look forward to continuing our mission of providing essential solutions that allow our customers to prosper," he added.*

With deep expertise in air cargo, technology, and e-commerce, SmartKargo delivers advanced technology that facilitates the efficient digital transformation of an airline's cargo business and opens new revenue streams through e-commerce package shipping and delivery.

The company serves customers worldwide and is headquartered in Cambridge, Massachusetts, with key offices in India, the Philippines, Brazil, and Canada.

Etihad Cargo has appointed Tim Isik as Vice President - Commercial



Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has appointed Tim Isik as Vice President – Commercial. Based in Etihad Cargo’s headquarters in Abu Dhabi, Isik will oversee the carrier’s global commercial operations.

Isik joins Etihad Cargo from American Airlines where he has had over a decade of experience working within the aviation and air cargo sectors. In his new role with Etihad Cargo, Isik will oversee the development and deployment of the carrier’s sales strategy and be responsible for further growing Etihad Cargo’s strategic relationships, executing sales and marketing plans and driving team performance. Isik will lead Etihad Cargo’s commercial operations globally, supported by Latha Narayan, Etihad Cargo’s Director – Commercial Asia Pacific, Australasia and Indian Subcontinent, and Mark Faulkner, Director – Cargo Commercial West. Isik will report to Martin Drew, Senior Vice President – Sales & Cargo.

“Etihad Cargo is delighted to have Tim on the team. I am confident his knowledge and expertise will contribute to Etihad Cargo’s continued growth, enabling the carrier to further strengthen its position as the air cargo partner of choice,” said Drew.

Isik said, “It’s an exciting time to be joining Etihad Cargo, following the carrier achieving a milestone year in 2021. I look forward to working closely with Martin and the rest of the team as Etihad Cargo continues its journey of growth through innovation and successfully adapting to the needs of customers and the dynamic challenges of the air cargo market.”

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The background of the poster is a photograph of a desert landscape at sunset. On the right side, a tall Saguaro cactus with two arms stands prominently. To its left, a large, dark, and jagged rock formation is illuminated by the warm, golden light of the setting sun. The sky is a gradient of orange and yellow, transitioning into a darker blue at the top.

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