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# CARGO

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## NEWSWIRE

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Air Cargo Essential  
to fight Against  
**Covid-19-IATA**

**TIACA Joins**  
forces with CLIVE data  
services to deliver  
air cargo market and  
route analyses

**Lufthansa Group**  
achieves adjusted  
EBIT of 2 billion euros  
in a difficult economic  
environment

**Turkish Cargo**  
continues to be  
the business partner  
of the trade

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## European Airlines Welcome New Air Cargo Guidelines



### CARGO NEWSWIRE

Volume 10 | Issue 7 | April 2020

**DEVENDER GROVER**  
Editor in Chief & Publisher

**GAURA G BAHL**  
Group Editor

**JASMINE GROVER**  
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**JYOTSNA MALIK**  
International Sales Director

**RASIKA MATHUR**  
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Head of Finance

**JITESH GANDHI**  
Creative Director

Address changes and subscription order to [dg.cargonewswire@gmail.com](mailto:dg.cargonewswire@gmail.com)

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BA-306, Tagore Garden  
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Mob- +91 98107 15900  
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Airlines for Europe (A4E) and European Regions Airline Association (ERA) welcome the new guidelines issued by the European Commission on “Facilitating Air Cargo Operations during COVID-19 outbreak”, which provide Member States with clear indications on how to ensure that the air freight sector continues to operate despite the health measures in place to limit the spread of COVID-19.

Cargo capacity has dropped dramatically as a result of the travel bans and flight restrictions in place across Europe and the globe, due to the fact that most airlines transport cargo in the bellies of their passenger flights. Under normal circumstances belly freight accounts for 50–60% of air cargo. Although it represents 2.6% in trade volumes, European air cargo accounts for nearly 30% of exports and 21% of imports in value, turning the industry into a crucial enabler of economic activity throughout the continent and far beyond.

Air cargo is used as the primary way to transport high-value items, such as pharmaceuticals, and perishable goods, such as fresh fruit and vegetables. During the COVID-19 crisis, air cargo has become even more essential to ensure the uninterrupted transport of medicines, health care supplies and fresh food throughout Europe. To ensure the continuity of trade flows, A4E and ERA welcome in particular the operational measures asking Member States to exempt asymptomatic transport personnel (including air crew, cargo personnel and airport personnel) from current travel restrictions and containment measures.

At the moment, European airlines are facing severe difficulties to maintain cargo operations. “The guidelines are welcome and now we call on Member States not only to adopt them, but to go the extra step needed to keep cargo airlines in the air”, added Andrew Kelly, ERA President. “Cargo airlines’ flight crews have been maintaining operations since the beginning of the COVID-19 crisis in China. Flights into coronavirus epicentres have never stopped as cargo airlines transported vital medical supplies, Personal Protection Equipment and other cargo essential to the economic supply line.

“The additional costs of network changes, re-routing flights, ferry and positioning flights and significant hotel costs, where hotels are available are a significant additional burden on cargo airlines, with many essential routes and services now unsustainable. It is a fallacy to say that cargo airlines are making a lot of money at a time when costs are rocketing. Similarly, Member States need to facilitate the travel of cargo crews, with proper ID, using crew immigration and security lanes and allowing them to carry food, drinks and sanitiser gels above the current 100ml limit”.

“We also applaud the European Competition Network, which recognised that the extraordinary situation caused by COVID-19 may require cooperation between companies in order to ensure the supply and fair distribution of scarce products to all consumers”, Reynaert added.

Finally, A4E and ERA support the European Commission in calling on third countries to “refrain from unnecessary restrictions on air cargo operations”.

We are on    

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# Turkish Cargo

the global air cargo brand,  
starts its direct flights to  
Linz, Austria



Enjoying the widest direct cargo flight network of the world among the global air cargo carriers, Turkish Cargo continues to increase the number of destinations with direct flights with its freighters.

Having an attractive location from the viewpoint of the logistics and trading companies, Linz (LNZ) became the 90 th direct cargo destination of Turkish Cargo that has enhanced the service quality and demonstrated a sustainable achievement thanks to its mission, namely, “Raising the Bar”

Adding its 90 th destination to its list of direct cargo flights destinations operated with freighters, Turkish Cargo, the fastest growing air cargo brand of the world, builds the largest air bridge of the world thanks to its fleet of 359 aircraft, 24 of which are the freighters, as well as its extensive flight network reaching more than 300 destinations at 127 countries.

Linz stands as a key industrial city of Austria which is located at the junction point of the Europe and

enjoys very advanced shipping and transportation capabilities. Turkish Cargo, the only air cargo brand that operates scheduled cargo flights to Linz, now launched its second cargo destination in Austria, following Vienna. The Linz destination is not only a key city in terms of culture and tourism, but it also shines with its export potential and is called as the industrial region of Austria.

The first of the Linz flights, which will be operated by Turkish Cargo for 2 days a week (Thursdays and Sundays) by making use of the Airbus 330 and B777F airplanes, is to be operated on the ISL-BLL-LNZ (Istanbul Airport - Billund Airport - Linz Airport) route on April 2.

Turkish Cargo aims to operate flights to 120 direct cargo destinations in 2023, while keep being the preferred brand in air cargo transportation by achieving a sustainable growth with its infrastructure, operational capabilities, fleet and specialized crew and teams.

**Linz Schedule.**

AI	FINo	Start	End	Pattern	Orig	STD	STA	Dest	Own	A/C
TK	6311	02.April'2020	02.April'2020	...4...	ISL	10:50	13:20	LNZ	TK	33X
TK	6311	02.April'2020	02.April'2020	...4...	LNZ	15:20	17:05	BLL	TK	33X
TK	6311	02.April'2020	02.April'2020	...4...	BLL	19:05	22:25	ISL	TK	33X

**\*All times are UTC times are UTC**

AI	FINo	Start	End	Pattern	Orig	STD	STA	Dest	Own	A/C
TK	6327	05.April'2020	18. October'20	.....7	ISL	10:05	13:35	ALG	TK	77X
TK	6327	05.April'2020	18. October'20	.....7	ALG	15:25	17:55	LNZ	TK	77X
TK	6327	05.April'2020	18. October'20	.....7	LNZ	20:55	23:20	ISL	TK	77X

**\*All times are UTC**





# Korean Air uses passenger aircraft as freighters

*Suspensions and reductions have led airlines to park airplanes at airports*

**K**orean Air is using passenger aircraft as freighters on suspended routes, as it seeks “new opportunities in the market amid unpredictable changes such as suspensions of flights and the US’ restrictions on European countries”.

On 13 March, the flag carrier transported emergency supplies and agricultural products from South Korea to Ho Chi Minh City, Vietnam, plying a route that has been suspended from 3 March. This was flown on a passenger Airbus A330-300 capable of carrying 20 tonnes of cargo.

Korean Air will also deploy more cargo flights to Qingdao, China from 21 March, using passenger aircraft that it says have been idle from 25 February. It plans to expand destinations and cargo types.

Last week, the carrier confirmed that 100 of 145 passenger aircraft in

its fleet have been grounded, and this includes ten A380s that will remain out of service until 25 April.

It says in the latest statement: “Flight suspensions and reductions due to Covid-19 have led airlines to park passenger aircraft at airports. The entry restrictions of many countries on passengers departing from [South] Korea has led to the suspension of 89 of Korean Air’s 124 routes as of March 13.

“The number of operating international flights has been reduced to approximately 86% following a decrease in demand.”

Korean states that Hanjin Group chairman, Walter Cho, proposed the idea of using passenger aircraft as freighters to “overcome the current crisis, as this would cut down expenses and support import and export companies.”

Cho said: “As the Covid-19 situation becomes increasingly dire, it is important for us to take a new perspective when looking at the market.

“If we use the cargo compartment of our parked passenger aircraft, not only can we respond to the changing demand of cargo transport by diversifying our cargo routes, but we can also reduce aircraft parking fees.”

He added: “The business strategies of passenger and cargo should be shifted as the trans-Atlantic [air routes are] now blocked. We must flexibly respond to market demand.”

In a similar move, Cathay Pacific is considering operating cargo-only services on passenger jets to Japan, following significant cuts to the passenger network.

In a client notice sent last week, Cathay’s cargo arm says it expects capacity cuts to impact passenger belly cargo operations but is looking at ways to “continue serving our cargo customers to and from Japan”.

“This includes the retention of certain passenger services for cargo carriage only,” the notice read.

# Turkish Cargo

## continues to be the business partner of the trade

While it is trying to compensate any loss of capacity, resulting from the contingency bringing about the effects that are experienced intensely on global basis (COVID-19), Turkish Cargo, the global air cargo brand, is increasing the frequencies of its flights, operated by freighters, for the purpose of avoiding any delay.

Despite the fact that the cargo transportation capacity on board the passenger aircraft is significantly narrowed down due to the travel restrictions across the globe and the decrease in customer demand, the prosperous brand, operating by making use of the 6th freighter fleet with the largest cargo capacity in the world, is

now making a planning so as to utilize from all of the freighters in its fleet in full capacity for the purpose of meeting all requirements of the exportation in Turkey as well as the foreign trade that is of critical importance.

Albeit the unusual change of demand, continuing to serve as the solution partner for the Turkish manufacturers and exporters by also complying with the restrictions imposed by the national authorities and the precautionary practices implemented by the Ministry of Health of the Republic of Turkey, Turkish Cargo will start to serve for cargo transportation purposes by making use of the aircraft available in its fleet, in addition to its current

cargo freighter capacity, which was increased to 25 from 13 during the last 4 years.

Furthermore, acting by being aware of the fact that continuation of the air cargo flow will be life saving during this period, Turkish Cargo supports all of the efforts made by the International Air Transport Association (IATA) for fighting against the corona virus, globally.

While continuing its operations with its specialized crew and team members and operational units, Turkish Cargo, the flag carrier national brand, serves 7/24 with its booking system just as it has always done, and keeps being a preferred brand in air cargo transportation.





# Luxembourg Airport

## takes visibility and efficiency to the next level with Nallian for Air Cargo

- *Nallian and lux-Airport implement new Cargo Community System (CSS) at Luxembourg Airport*
- *Improved processes, predictability and transparency*

**W**ith 893.090 tons of Cargo in 2019, the Luxembourg airport is one of the most important cargo airports in Europe. In order to respond to business needs and to meet customer expectations, lux-Airport has engaged Nallian, a specialist of collaborative solutions in logistics and air cargo based in Belgium, to implement a cargo community system (CCS) at Luxembourg Airport.

The CCS represents an important

component of the Luxembourg Single Window for Logistics program and will be set up as a neutral IT platform, open to all actors involved in international trade. Enabling real-time capturing and sharing of granular information regarding shipment processing, far beyond the traditional cargo data, it will empower all stakeholders involved to better plan and execute their processes and will drive efficiency and visibility with in-depth insights in performance.

In a first implementation phase in 2020, the application shall prove its operability and added value for the cargo community. Upon the successful run of perishables and live animals shipments with a limited number of involved actors, namely Cargolux, LuxairCargo, Kuehne+Nagel, Arthur Welter and the concerned public administrations, the CCS shall be rolled out to all types of cargo and all companies, that are interested to join.

Says René Steinhaus, CEO of

lux-Airport: “lux-Airport is excited to implement, together with its cargo community, a data sharing platform. With this decision lux-Airport demonstrates its commitment to support the airport cargo community and to foster the competitiveness and further growth of Luxembourg as a European multimodal logistics hub. Nallian has been selected because the solution demonstrates their core competence in cargo communities, using best practice processes framework and enables for integration with other cargo communities.”

Says Jean Verheyen, CEO of Nallian: “We are proud to have been selected by lux-Airport, with whom we share a common vision on the importance and power of digitization and data sharing for air cargo. We are excited to help them realize their ambition to further develop the competitiveness of the airport and the logistics sector in Luxembourg as a whole.”

# NAHCO Takes Over Ethiopian Airlines Handling Services



The Nigerian Aviation Handling Company (NAHCO) Plc has taken over the handling of Ethiopian Airlines Cargo and Mail Services which was initially handled by another ground handling firm.

Head, Legal Services, NAHCO, Mr. Tayo Ogunbanjo said the development was based on the provisions of the Standard Ground Agreement Service (SGHA) signed on October 1, 2018 between the two companies.

Ogunbanjo stated that the current SGHA agreement between NAHCO and Ethiopian Airlines is for three years.

Giving reasons why this is happening now, Ogunbanjo, said: "On assumption of office recently, I came across this oversight while going through the company's obligations and contracts.

As a law-abiding and corporately responsible entity we choose to deal on the right side of existing and extant laws and contracts."

The Head of Legal added: "Ethiopian Airlines should ideally not have two contracts running on the same cargo handling business. Since we have an existing and bidding contract, we are simply exercising our right as stipulated

in that contract.

Also commenting, Group Executive Director, Commercial and Business Development, NAHCO PLC, Prince Saheed Lasisi, said, "under Section 5 and as stated in Clauses 1.10 and 1.11 of our current contract, NAHCO is entitled to charge Export Terminal Charges to the Exporter and Import Terminal Charges to the Agent or Consignee.

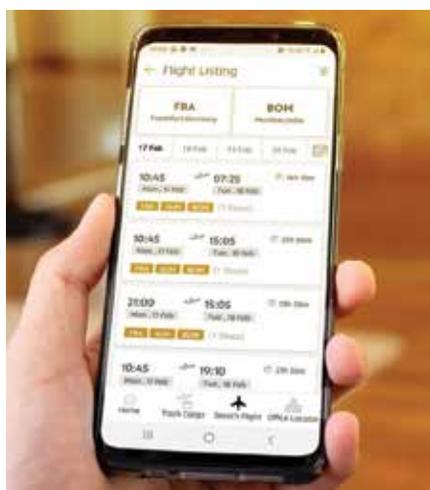
He said consultations were made before the company embarked on the takeover, saying all concerned parties were carried along.

## Etihad Cargo Enables Anywhere, Any-time Tracking With Mobile App Launch

Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has expanded its digital portfolio by launching the first version of its mobile application, offering customers the ability to gain real time access to information on-the-go.

Building on the success of Etihad Cargo's iCargo platform and *etihadcargo.com*, the optimised mobile app boasts an array of in-built features to enhance customer experience. In addition to real-time tracking, the app also boasts a feature for opt-in push notifications, providing customers with instant alerts to any-time-anywhere updates on shipment milestones, including 'received'; 'departed'; 'arrived'; 'notification for delivery'; and 'delivered'.

Rory Fidler, Head of Technology



and Innovation at Etihad Cargo said: "This customer-friendly mobile app is yet another major development in our journey to become a leading innovative and digitised air cargo carrier. The app

provides our customers with access to information at their fingertips whether at the office or on the go, when and where they need it most. We are committed to disrupting the air cargo market through innovative new digitalisation processes that differentiate Etihad Cargo as a provider that elevates the overall customer service value proposition."

Available to download from both Apple's App Store and the Google Play store, the Etihad Cargo app also features flights status, routes search, links to a portfolio of specialised product services, latest news, and Etihad Cargo contact information including global office locations and key personnel. Future versions of the app will include instant mobile eBookings with an anticipated launch in 2021.

# Qatar Airways Cargo

## Voted International Cargo Airline of the Year





*The cargo carrier was recognised for its recent developments, leadership and innovation in the air freight industry*

**D**oha, Qatar – Qatar Airways Cargo was presented with the “International Cargo Airline of the Year” award at the STAT Times grand gala awards event held at the Grand Hyatt, Mumbai on 26 April 2020. The biennial awards event is held in conjunction with the Air Cargo India exhibition and conference organised by Messe München.

The STAT Times International Award for Excellence in Air Cargo recognises cargo carriers who have made immense progress and introduced innovations in the air freight industry while investing in and enhancing customer experience. The winners were selected through a two-tier process via an online voting system by the readers of STAT Times.

Mr. Peter Penseel, Senior Vice President Cargo Sales and Network Planning received the award on behalf of the cargo carrier. Mr. Penseel expressed his gratitude to all customers and staff: “It has been a long, amazing and challenging journey to become the leading air cargo carrier globally and we would like to thank all our customers for placing their trust in us. Special thanks also go to our dedicated teams globally who never

fail to amaze us each day and whose work always reflects our “customer first” motto in everything they do. We will continue to seek new opportunities to grow our business and invest in our network, fleet and products offering our customers unmatched quality. Qatar Airways Cargo is truly honoured to be awarded “International Cargo Airline of the Year” by the readers of STAT Times.

The Qatar Airways Cargo delegation met with several customers over the three-day cargo exhibition in Mumbai. Mr. Penseel also participated in the conference panel discussion “Trade tension drag on air cargo and building resilience” along with other senior executives in the industry. The three-day conference running alongside the Air Cargo India exhibition brings together notable and key industry leaders and experts to discuss, debate and present the future trends that will shape the logistics industry.

With belly-hold services to 13 destinations and freighters to seven destinations in India, Qatar Airways Cargo is expanding its footprint in the country, a major market for the cargo carrier. Qatar Airways Cargo offers businesses in India efficient connections to Africa, Europe and the Americas via its world-class Doha hub. More than 3000 tonnes of general cargo, perishables, pharmaceuticals, courier and other products are flown on Qatar Airways flights and freighters from India to these key markets via Doha each week.

The world’s leading global carrier has a wealth of experience in the air freight business and offers cargo capacity on a young and modern fleet of 28 freighters in addition to belly-hold services to a global network using more than 250 passenger aircraft. Qatar Airways Cargo offers distinctive products, namely QR Pharma, QR Fresh, QR Live, QR Mail and QR Express for the air freight of temperature-sensitive pharmaceutical cargo, perishables, live animals, as well as air transport of mail and other time-critical express shipments. The carrier’s QR Charter product offers charter solutions to the carrier’s global network of more than 160 destinations and also to those destinations that are not part of its scheduled services.



# Delta

## actions to address financial impact of COVID-19

### IN SUMMARY

- Airline is undertaking cost reduction and cash flow enhancing initiatives to protect its financial position.
- Top priority is protecting the health and safety of customers and employees
- In response to demand declines, company will remove 15 points of system capacity

In addition to the significant efforts under way to protect the health and safety of its customers and employees, Delta Air Lines is announcing additional steps to address

the financial impact of the COVID-19 (coronavirus) outbreak.

“In the weeks since COVID-19 emerged, Delta people have risen to the challenge, taking every possible action to take care of and protect our customers during a stressful time,” said Delta CEO Ed Bastian. “As the virus has spread, we have seen a decline in demand across all entities, and we are taking decisive action to also protect Delta’s financial position. As a result, we have made

the difficult, but necessary decision to immediately reduce capacity and are implementing cost reductions and cash flow initiatives across the organization.”

Bastian added, “Over the last 10 years, we’ve transformed Delta by strengthening the balance sheet, diversifying our revenue streams and enhancing operational and financial flexibility. The environment is fluid and trends are changing quickly, but we are well positioned to manage this challenge and are taking actions to ensure that Delta maintains its leadership position and strong financial foundation.”

### Capacity

To align capacity with expected demand, Delta is reducing system capacity by 15 points versus its plan, with international capacity reduced by 20-25 percent, and domestic capacity reduced by 10-15 percent. The company will continue to make adjustments to planned capacity as demand trends change.

### Expenses

Delta is undertaking cost reduction initiatives, including:

- Instituting a company-wide hiring freeze and offering voluntary leave options
- Parking aircraft, and evaluating early retirements of older aircraft

In addition, the recent fuel price decline provides approximately \$2 billion of full-year expense benefit.

### Balance Sheet and Cash Flow

Delta has also made the following cash flow decisions:

- Deferring \$500 million in capital expenditures

By region, reductions include:

Entity	% of Total FY19 Revenue	Capacity Reductions
Pacific	6%	Down 65%
Trans-Atlantic	15%	Down 15-20%
Domestic	72%	Down 10-15%
Latin	7%	Down 5%

- Delaying \$500 million of voluntary pension funding

• Suspending share repurchases  
Delta has an investment-grade balance sheet, providing ready access to capital markets and bank financing. The company recently announced the issuance of \$1 billion of secured aircraft debt at a blended rate of 2.09 percent and intends to use the proceeds to fund \$1 billion of scheduled debt maturities in March.

Delta’s leverage ratio is at the low-end of its targeted range of 1.5 to 2.5 times adjusted debt to EBITDAR. Liquidity is strong and expected to be at least \$5 billion at the end of the March quarter. In addition, Delta has approximately \$20 billion of unencumbered assets, including \$12 billion in aircraft.

### Forward Looking Statements

Statements in this press release that are not historical facts, including statements regarding our estimates, expectations, beliefs, intentions, projections or strategies for the future, may be “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995. All forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from the estimates, expectations, beliefs, intentions, projections and strategies reflected in or suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the possible effects of accidents involving our aircraft; breaches or security lapses in our information technology systems; disruptions in our information technology

infrastructure; our dependence on technology in our operations; the performance of our significant investments in airlines in other parts of the world; the restrictions that financial covenants in our financing agreements could have on our financial and business operations; labor issues; the effects of weather, natural disasters and seasonality on our business; the effects of an extended disruption in services provided by third parties; the cost of aircraft fuel; the availability of aircraft fuel; failure or inability of insurance to cover a significant liability at Monroe’s Trainer refinery; the impact of environmental regulation on the Trainer refinery, including costs related to renewable fuel standard regulations; our ability to retain senior management and key employees; damage to our reputation and brand if we are exposed to significant adverse publicity; the effects of terrorist attacks or geopolitical conflict; competitive conditions in the airline industry; interruptions or disruptions in service at major airports at which we operate; the effects of extensive government regulation on our business; the impact of environmental regulation on our business; the sensitivity of the airline industry to prolonged periods of stagnant or weak economic conditions; uncertainty in economic conditions and regulatory environment in the United Kingdom related to the exit of the United Kingdom from the European Union; and the effects of the rapid spread of contagious illnesses.

Additional information concerning risks and uncertainties that could cause differences between actual results and forward-looking statements is contained in our Securities and Exchange Commission filings, including our Annual Report on Form 10-K for the fiscal year ended Dec. 31, 2019. Caution should be taken not to place undue reliance on our forward-looking statements, which represent our views only as of March 10, 2020, and which we have no current intention to update.



# SIA's Scoot launches cargo-only flights to China

*Scoot has re-started flights to mainland China, but the 375-seat Boeing 787s won't have any passengers or cabin crew on board*

**S**IA's **Scoot** launches **cargo-only flights to China**. Singapore Airlines' low-cost offshoot, **Scoot**, is **re-starting flights to China** – but with no passengers. It is offering **cargo-only flights** on its 787-9 to Nanjing. According to **Mainly Miles**, it will offer **two flights a week** until the end of March.

Like many other carriers, Singapore Airlines' budget subsidiary Scoot all but ceased operating its mainland China network early last month due to the COVID-19 outbreak, with Singapore refusing entry or transit to new visitors from the country.

Those rules remain in

force, so it's interesting that just a few hours ago a Scoot Boeing 787-9 (9V-OJA) departed from Changi for Nanjing, China under its regular flight number TR180, at the regular daily departure time of 10.30am.

### These are cargo-only flights

The 375 passenger seats on this Boeing 787-9 will all be empty for these flights. Scoot is instead operating with just two pilots on board, however the underfloor cargo compartments are filled with valuable freight travelling to and from the Jiangsu province, which has the second-highest GDP of any region in China.

The country is suffering from a significant shortage of goods supply since most airlines cancelled their flight schedules last month. While dedicated freight aircraft have continued to operate, by far the highest volume of cargo to and from China (and anywhere in the world for that matter) actually travels in the cargo compartments of passenger aircraft – and many of those have been missing from the skies for weeks now. Similarly supply chains across Asia rely on Chinese-made components, so Scoot will no doubt be shipping parts between Nanjing and Singapore this afternoon to help industries here and elsewhere in the world, now that China is ramping up its factory output. *Foxconn, China's largest exporter, said last week it expects the country's production levels to return to normal by the end of April 2020. Huge numbers of employees are now heading back to work after being temporarily stuck in their home towns since the start of the Lunar New Year holiday.*

### How many flights?

Schedule data shows that these Nanjing cargo flights (TR180/TR181) will operate two days per week (Wednesdays and Saturdays) between now and the end of April 2020. The airline will also mount cargo flights to and from Guangzhou under the regular TR106/TR107 flight numbers and timings on Saturdays and Sundays until the end of April 2020.

Scoot's 787s have up to 170 cubic metres of underfloor cargo space, enough for 36 containers or 11 large cargo pallets

We would expect more such flights extending into April 2020 and beyond to keep the fleet busy and some vital revenue coming in, with other airlines potentially doing the same while passenger flights to and from China remain unfeasible due to the travel restrictions in force. Tentatively Scoot's mainland China flights are open for passenger booking from 26th April 2020, though this is subject to change depending on travel restrictions being lifted.

*This is the first time TR180 has operated since early April 2020, when Scoot suspended its mainland China flying programme.*

Date	From	To	Aircraft	Flight Time	ETD	ETA	Status
11 Mar 2020	Singapore	Nanjing	B787-9	4:31	10:25 AM	10:52 AM	Arrived 8:23 PM
04 Feb 2020	Singapore	Nanjing	B787-9	4:31	10:10 AM	10:36 AM	Landed 2:41 PM
05 Feb 2020	Singapore	Nanjing	B787-9	4:32	10:25 AM	10:51 AM	Landed 8:11 PM
04 Feb 2020	Singapore	Nanjing	B787-9	4:28	10:25 AM	10:41 AM	Landed 8:10 PM
03 Feb 2020	Singapore	Nanjing	B787-9	4:36	10:25 AM	10:42 AM	Landed 8:10 PM

*TR180 hasn't operated for over a month*



## Etihad Airways to temporarily suspend all services to and from the UAE following Government directive

Etihad Airways (Etihad) will temporarily suspend all flights to, from, and via Abu Dhabi following a decision by the National Emergency Crisis and Disaster Management Authority, and the General Civil Aviation Authority (GCAA), to suspend all inbound, outbound, and transit passenger flights in the UAE. This decision has been made to limit the spread of the COVID-19 novel coronavirus and to protect citizens, residents, and international travellers.

The suspension of flights to and from Abu Dhabi International Airport will commence at 23:59 (UAE local time) on Wednesday 25 March, and will last for an initial 14 days, subject to further directives by the relevant authorities. Cargo and emergency

evacuation flights are exempt and will continue.

Tony Douglas, Group Chief Executive Officer, Etihad Aviation Group, said: “These are unprecedented times and unprecedented decisions are being made by governments, authorities and companies, including Etihad, to contain the spread of the coronavirus and to help minimise its effects around the world. “We stand with our loyal customers, who are having to endure disruption and inconvenience to their travel and their daily lives, and we dedicate all our efforts and resources to ensuring we do all we can to assist them with their travel planning during this challenging period.

“As the national airline, we stand in full support of the UAE government’s

decision, and are confident that we’re well prepared to weather the commercial and operational impact this suspension will have on our services.”

Guests will be notified if their flight is cancelled. However, prior to proceeding to the airport, all guests should still check the status of their flights, using the Etihad Airways Flight Tracker at: <https://www.etihad.com/en-ae/manage/flight-tracker> Etihad Airways continues to follow UAE and international government and regulatory authority directives and is applying a contingency plan to assist affected customers.

The airline will announce the resumption of services through its usual channels once restrictions are lifted.



# Air Partner

## Encourages Advance Freight Arrangements Amidst Capacity Limitations Due to COVID-19

Following growing constraints on logistics due to measures imposed to contain COVID-19, Air Partner is imploring companies to book air cargo transport in advance to secure availability and keep their supply chains moving. The global private aviation leader recently released updates on cargo trends and availability, citing the development of the rapidly spreading coronavirus pandemic. Air Partner provides freight customers with full access to any type of cargo aircraft, as well as flight options throughout Europe, the U.S., Asia, the Middle East and beyond.

With nearly 60 years of experience in global aviation, Air Partner has incredibly strong supplier relations and in times of crisis, we do everything imaginable to ensure our clients can keep their businesses moving,” said Air Partner’s CEO Mark Briffa. “We’re seeing a spike in air freight service requests as many commercial flights are being grounded and at a time when Chinese industrial production is restarting after a month-long shutdown. There is still immediate charter availability, but we foresee that could change in the coming weeks.”

Key updates issued today by Air

Partner, as it pertains to aircraft charter solutions during the changing global market, include:

- **Availability** – Air Partner has access to any freight aircraft between Europe and North America or between Europe and China, or South East Asia, at a moment’s notice. While travel restrictions are rapidly changing, Air Partner foresees that may continue to evolve in the coming weeks. If availability does decrease, prices will surge. As such, to reduce risk and guarantee availability, Air Partner recommends companies secure aircraft charter solutions as soon as they are needed.

- **Price Surge** – Freight rates from China have already begun to increase as demand increases. Rates from China to Europe jumped by 15.8 percent compared with the prior seven days to \$2.71 per kilogram. Meanwhile, prices from Hong Kong to North America increased by 11.5 percent week on week to \$3.59 per kilogram and there was a 3.2 percent increase to \$2.58 per kilogram on services to Europe.

- **Demand Capacity for Europe** – With the current travel ban on passenger transport between Europe and the U.S. since 12 th March , passenger airlines have been forced to reduce services dramatically. This caused an immediate and ongoing negative impact on capacity and significant increase in pricing for transatlantic cargo capacity for at least the next 30 days.

- **Demand Capacity for Asia** – China continues to experience significant capacity reductions and available cargo capacity from China was down 39 percent versus last year. Flight cancellations on routes to China have removed close to 5,000 tons per day of capacity, with belly capacity down by 85 percent and main deck capacity down by 12 percent. Due to the demand in the market, Boeing 747F, Boeing 777F and MD-11 are the first aircraft affected by availability fluctuations.

- **Airline Suspensions** – More than 40 airlines have temporarily suspended

operations to and from China to-date and this is likely to continue to rise with no estimated date to recommence commercial airline operations.

- **China Production** – With China beginning to slowly ramp up production again, it will take some time for scheduled freight operators to readjust their capacities to normal schedule. Charter service can cover this shortfall.

- **Airport Operations in China** – Air Partner is seeing a reduction in slots across China. For example, the Shanghai Pudong Airport (PVG) is reducing services and moving operations to other alternate airports in China such as Changsha Huanghua International Airport (CSX), Zhengzhou Xinzheng International Airport (CGO), Ningbo Lishe International Airport (NGB) and Sunan Shuofang International Airport (WUX).

During the coronavirus outbreak, Air Partner has seen a large increase in urgent freight requests from companies seeking to transport a number of different commodities between Europe, North America and Asia. Most recently Air Partner delivered medical kits on a citation jet from Italy to a cruise ship in Spain and 70 tonnes of automotive parts from Germany to the US. For another mission Air Partner transported on a series of charters, hand sanitizer and hygiene supplies from the U.S. to China as businesses in China must comply with increased sanitation regulation standards. All permits, loading and compulsory processes



were handled by Air Partner to ensure smooth running of the operation. The dedicated freight team was on-site for the loading and coordination of the aircraft handling.

With a global network of offices and working as one team, Air Partner is able to provide 24/7 dedicated support to ensure cargo arrives safely, securely, on time and on budget. In addition, customers can take advantage of worldwide empty legs for cost savings on one-way charter flights as Air Partner combines the requirements of clients from the Air Partner offices in the US, Europe, Middle East and Far East.

## IATA announces new dates for World Cargo Symposium

IATA has announced that its **14th World Cargo Symposium (WCS) will take place in Istanbul, Turkey from March 9 – 11, 2021**. This announcement comes shortly after IATA cancelled the annual conference in Istanbul due to the coronavirus outbreak. The event will be held at the same venue – Hilton Istanbul Bomonti.

Furthermore, the industry body has announced that its next stop in **2022 will be Hong Kong with Cathay Pacific as the event's main sponsor**. The World Cargo Symposium is the largest annual air cargo event of its kind that brings together key stakeholders from the entire supply chain.



# Etihad Cargo

## Boosts Its Freighter Summer Schedule Across Key International Markets

*Seasonal schedule addresses current demand for flights to key destinations including Amsterdam, Hanoi, Hong Kong, Johannesburg, Milan, Paris and Singapore*

**E**tihad Cargo, the cargo and logistics arm of the Etihad Aviation Group, has announced its freighter schedule for the IATA summer season, boosting capacity to its top freighter gateways. The network will also be expanded to capacity-constrained markets that are wrestling with decreased passenger operations or temporary travel bans in light of the public health emergency caused by the

novel Coronavirus (COVID 19), offering a strategic cargo lifeline and supporting the continuity of the global trade ecosystem.

Running March 29 to October 28, Etihad Cargo's summer schedule boasts weekly freighter flights added to European cities including Amsterdam, Milan and Paris, as well as increased freighter frequencies across major Asian and African cargo gateways.

In Asia, the seasonal plan doubles Etihad Cargo's Hong Kong services to four flights per week, while Hanoi gains a third-weekly service and Singapore a second weekly flight. These additions complete the currently operated seasonal winter schedule across China, India and Bangladesh.

In Europe, with two extra weekly freighter flights Amsterdam goes to five times weekly service, Milan moves to a twice-

weekly turnaround freighter service, while Etihad Cargo will launch new freighter connections linking Abu Dhabi with Paris. The new freighter flights will depart Abu Dhabi International Airport for Paris Charles De Gaulle on Thursdays and Saturdays. The same day return services will add 200 tons of incremental weekly freight capacity between the UAE and the French capital. These services will be complemented by the



increase in services into Johannesburg and Nairobi, to twice weekly.

North America remains a key market with Etihad Cargo's twice-weekly freighter service to Rickenbacker in the United States, with stopovers on the inbound and outbound sectors offering key capacity between Europe and North America.

Abdulla Mohamed Shadid, Managing Director Cargo and Logistics at Etihad Aviation Group, said: "With widespread commercial flight restrictions in numerous international markets, the air cargo environment is evolving daily. After consulting closely with local and international authorities, our optimised summer freighter schedule is designed to significantly

boost capacity and service customers in key cargo markets."

"Our sincerest thanks to our crew and staff that continue to make these operations possible. The safety of our pilots,

loadmasters and ground staff is our number one priority. During these times, additional stringent measures in line with advisories from the UAE Ministry of Health, Abu Dhabi Department of

Health, the UAE GCAA and WHO have been implemented, to safeguard the health and wellbeing of our team and maintain the highest standards of hygiene throughout the operations," Shadid added.



# Oman Air Cargo earns global recognition for strong growth

Oman Air Cargo, a division of the national carrier of Oman, was awarded the Fastest Growing International Cargo Airline of the Year (Highly Acclaimed) at the Air Cargo India 2020 awards gala held recently in Mumbai.

Mohammed Al Musafir, senior vice president – Oman Air Cargo, said: "We are humbled and honoured to receive this award on such an important, international platform. We thank all our customers and industry partners for their trust and faith in Oman Air Cargo, which has helped us in our development and growth over the years, and we look forward to their continued support."

2019 was another year of significant

growth for Oman Air Cargo. With 112,500 tons of cargo transported, Oman Air Cargo achieved year-on-year growth of 16 per cent in terms of tonnage. In spite of the year's challenges, 2020 will see more developments and growth in delivery of special products, thanks to customized solutions to customers with special commodities including Pharma, Fresh Produce, Valuables and Dangerous Goods, along with improved services including shorter acceptance and dwell time with express connections through its state-of-the-art hub in Muscat.

Oman Air Cargo officials received this recognition at The STAT Trade

Times Awards for Excellence in Air Cargo, part of Air Cargo India 2020. The gathering is a popular and important event within the air cargo community which acknowledges pioneering work by companies and leaders in the international air cargo sector. This event was attended by senior dignitaries from throughout industry sectors including airlines, freight forwarders and other partners.

"Recognition at an event of this magnitude reflects and commemorates that everyone at Oman Air Cargo works with determination and professionalism to earn customers' trust and confidence," Al Musafir added.

# Virgin Atlantic

*takes drastic action to safeguard future against*

## Covid-19



*Urges government to commit to clear, decisive, unwavering support*

Last week saw a rapid acceleration of the impact of Covid-19 on global aviation and tourism. The World Health Organisation declared the outbreak a global pandemic on Wednesday 11 March, as cases continue to rise. An increasing number of countries are now closing their borders – most significantly, the US, where a travel embargo from the UK comes into force on Tuesday 17 March.

Though this was expected, it has accelerated the sharp and continual drop in demand for flights across Virgin Atlantic's network, meaning immediate and decisive action is needed. The safety and wellbeing of our people and our customers is always our number one priority. Today, Virgin Atlantic will put drastic measures in place to ensure cash is preserved, costs are controlled, and the future of the airline is safeguarded.

The situation is deteriorating at pace and the airline has seen several days of negative bookings, driven by a huge volume of cancellations as customers choose to stay at home. Significantly, the European Commission has announced a suspension of the 'use it or lose it' slot rules until 30 June 2020, enabling the airline to consolidate schedules and ground aircraft immediately.

Given the unprecedented circumstances and the severity of the outlook, the following immediate action will be taken:

### **From Tuesday 17 March 2020**

- Virgin Atlantic will reduce its schedule, prioritising core routes based on customer demand. This change amounts approximately 80% reduction in flights per day by 26 March. As a direct consequence we will be parking approximately 75% of

our fleet by 26 March and at points in April will go up to 85%.

- Owing to restrictions to international travel, the airline is reducing services to focus on core routes, depending on customer demand. This will be subject to constant review as the situation evolves. Our London Heathrow – Newark route will be permanently terminated with immediate effect.

- As a direct result of this action the airline will need to further reduce its cost base. Staff will be asked to take eight weeks unpaid leave over the next three months, with the cost spread over six months' salary, to drastically reduce costs without job losses.

- The airline is grateful to have the support of BALPA and UNITE and the workforces they represent in agreeing to support unpaid leave, alongside other extensive measures.

### The following steps to further reduce costs include:

- Offering a one-time voluntary severance package to all employees
- Offering a sabbatical of 6-12 months
- Deferring annual pay increases until review in January 2021
- Reducing employer pension contribution for a period of one year
- Continuing to offer an enhanced company sick pay policy, however, with terms reduced to 12 weeks full pay
- § CEO Shai Weiss has extended his 20% pay cut to the end of 2020, with the Executive Leadership Team agreeing a decrease of 15% for the same period.

### Today's measures go above and beyond those already announced on 4 March 2020:

- A company-wide recruitment freeze.
- A restriction on all non-essential staff travel and training (\*all safety and compliance training remains in place).

• A proposed deferral of annual pay increases from March until August 2020, when affordability will be reassessed, based on the impact of Covid-19 at that point.

Furthermore, Virgin Atlantic has appealed to the Government for clear, decisive and unwavering support for the UK aviation sector, comprising:

§ Emergency credit facilities to a value of £5-7.5bn, to bolster confidence in the industry, and to prevent credit card processors from withholding customer payments.

§ Slot alleviation for the full summer 2020 season, enabling airlines to match supply to demand – reducing costs and preventing unnecessary flying and corresponding CO2 emissions.

### A Virgin Atlantic spokesperson commented:

*“The aviation industry is facing unprecedented pressure. We are appealing to the Government for clear, decisive and unwavering support. Our industry needs emergency credit*

*facilities to a value of £5-7.5bn, to bolster confidence and to prevent credit card processors from withholding customer payments. We also need slot alleviation for the full summer 2020 season, so we can match supply to demand – reducing costs and preventing unviable flying and corresponding CO2 emissions. With this support, airlines including Virgin Atlantic, can weather this storm and emerge in a position to assist the nation's economic recovery and provide the passenger and cargo connectivity that business and people across the country rely on.”*

The Covid-19 situation is dynamic and fast-moving, and Virgin Atlantic continues to monitor it very closely, with the health and safety of customers and people remaining the absolute priority. All actions taken are guided by the World Health Organization (WHO), Public Health England and the Foreign and Commonwealth Office (FCO) and by the latest advice provided by these experts.



## Delta Cargo launches charter services in response to COVID-19

**D**elta Cargo, the airfreight division of Delta Air Lines, has launched a charter operation to provide “safe and reliable transportation of customers’ goods” during the ongoing coronavirus outbreak.

The company’s cargo arm will facilitate the chartering of any Delta mainline aircraft to and from participating US airports.

Shawn Cole, vice president, Delta Cargo, explained in a statement: “Serving our customers and communities where we live, work and serve, is part of Delta’s DNA. Offering new supply chain solutions through Delta Cargo to our customers is one opportunity for us to provide the support our customers tell us they need

during this unprecedented business environment.”

Thirteen US airports are participating in Delta Cargo’s charter operation, as well as more than 70 international airports.

Delta Cargo’s announcement comes as freight forwarders brace for capacity shortages on the transatlantic as airlines axe capacity between Europe and the US.

The 13 US airports are:

- John F. Kennedy International Airport – JFK
- Chicago O’Hare International Airport – ORD
- San Francisco International Airport – SFO

- Seattle-Tacoma International Airport – SEA
- Daniel K. Inouye International Airport – HNL
- Los Angeles International Airport – LAX
- Hartsfield-Jackson Atlanta International Airport – ATL
- Washington-Dulles International Airport – IAD
- Newark Liberty International Airport – EWR
- Dallas/Fort Worth International Airport – DFW
- Detroit Metropolitan Airport – DTW
- Boston Logan International Airport – BOS
- Miami International Airport – MIA

# EAL

## Helps Stabilize Global Supply Chain Amid Coronavirus Outbreak

All nine all-cargo aircraft of Eastern Airlines Logistics (EAL), a subsidiary of China Eastern Air Holding Co. Ltd (CEAH), have been put into this month, which has led to a strong growth in the volume of all-cargo aircraft's capacity.

With 10 cargo flights per day, EAL has maintained a sound momentum in its cargo transportation. EAL achieved a steady increase in capacity input and cargo volume for four consecutive weeks in February. By the end of February, the outbound cargo volume increased by 30% year-on-year, and the return cargo volume increased by more than 50% year-on-year. Such performance has provided a firm foundation for the world to combat the COVID-19 and stabilize global supply chain logistic-wise.

Affected by the COVID-19, a large number of international and domestic flights have been suspended since late January, placing a huge impact on air logistics, which further led to tremendous damage of the supply and marketing chains of enterprises, especially multinationals.

With the resumption of work in China's domestic enterprises after Feb.

10, the freight transportation sector was the first to see a rising demand as passenger and maritime transportation was still in the low.

To meet the market demand, China Cargo Airlines, a subsidiary of EAL, has put an unrented Boeing 747 all-cargo aircraft back into operation since Feb. 15. From Jan. 24 to Mar. 1, EAL's all-cargo aircraft and the luggage compartment of the China Eastern Airlines' passenger jets have carried more than 3,000 tons of epidemic prevention materials and 138,000 tons of equipment needed to restart the global supply chain.

At present, with the gradual resumption of work and production, global manufacturers have also resumed their shipments, while EAL's all-cargo airlines have covered 40 international and regional logistics sites, including Chicago, Los Angeles, Amsterdam, Frankfurt, Singapore, Bangkok, Osaka, Tokyo, and Seoul. Earlier this month, the daily outward cargo volume by EAL's all-cargo aircraft has reached 946 tons, an increase of 60 percent before the work resumption, as well as an annual increase of 30 percent compared to the previous year.

The return cargo volume stands at 816 tons per day, a year-on-year increase of 54.5 percent.

Parts of the cargos were emergency materials needed for the prevention and control of the COVID-19, while most of them were spare parts to ensure work resumption of Chinese and foreign enterprises, as well as commodities and daily necessities people purchased online.

By combining road and air transportation and cooperating with global suppliers, the EAL is providing global door-to-door services.

Lately, some U.S. carmakers were facing a breakdown and losing millions of U.S. dollars each day as their transportation connection with a world-renowned auto parts supplier was cut off. Learning this message, the EAL tailored a specific logistics solution for the supplier within just a few days, becoming the only Chinese airline whose plan has been selected.

At this critical moment for work resumption, the manufacturer handed over 600 tons of auto parts to EAL for transportation in the first quarter, planning to ship them to the U.S. by 6 charter flights.

It is noteworthy that with the effective control of the epidemic domestically, China is sending more flights to transport aid materials to foreign companies, and the all-cargo aircraft transportation is playing an active role in responding to the epidemic and natural disasters in the global context.

On March 9, local time, 70 tons of materials aided by China arrived at an airport in Karachi, via a wide-body B747 of EAL to help Pakistan better respond to the COVID-19 and locust plague.

China Eastern Air Logistics Co., Ltd., headquartered in Shanghai is a company offering comprehensive logistics services under the CEAH. Its capacity includes belly-holds of over 700 passenger aircraft of China Eastern Airlines and nine all-cargo aircraft.

The company is a pilot for the mixed ownership reform in the civil aviation sector of China, and its shareholders, apart from the CEAH, also include Legend Holdings, Global Logistic Properties, Debang Logistics, and Greenland Group.



# 777-300ERSF

## The Big Twin Due to enter service in 2022



Israel Aerospace Industries (IAI) and GECAS have come together to reshape the Air Cargo world of long-haul, large capacity freighters. Introducing the all-new 777-300ERSF, The Big Twin.

The 777-300ERSF is the most successful widebody variant in aviation history, with almost 850 sold. Now, at long last, the renowned performance of the most capable widebody ever built is coming to cargo operators. And it is perfectly suited to today's demands. More volume, Less cost, Great range and Commonalty.

IAI and GECAS are combining forces to form a unique solution for aircraft feedstock and conversion capability. And all supported by GECAS Engines' leasing and GE Aviation for ongoing engine support solutions.

IAI's experience and reputation in conversion programs (more

than 250 conversions) include the Boeing 747, 767, 737NG and 737 family. GECAS is the world-renowned aircraft lessor and the world leader in the air freighter market, with

more than 25 years' experience and a global fleet of 100+ owned, serviced and on-order. Throughout their decades-long relationship with IAI, these industry leaders have partnered on more than sixty conversions, including 747, 767 and 737 freighters.

Due to enter service in 2022, the 777-300ERSF is the ultimate Big Twin Freighter. With twin-engine efficiency that burns 21% less fuel per tonne than the 747-400 freighters, and big-cargo capability that sees 25% more volume than the 777-200F (Production Freighter) but retains 90% commonalty with its smaller twin. With the flexibility to be more profitable than the competition at high or low utilisation models. And all this with the range capability to seamlessly replace aging 747-400 and MD11 freighters.

### Highlights

- IAI and GECAS are combining forces to form a unique solution for aircraft feedstock and conversion capability
- Introducing the all-new 777-300ERSF, The Big Twin
- Big-cargo capability that sees 25% more volume than the 777-200F (Production Freighter)
- Twin-engine efficiency that burns 21% less fuel per tonne than the 747-400 freighters
- Due to enter service in 2022



# Lufthansa Group

achieves adjusted  
EBIT of 2 billion  
euros in a difficult  
economic environment



- Outlook 2020: magnitude of the expected decline in adjusted EBIT currently not predictable
- Corona crisis: Comprehensive savings measures throughout the Group including: far-reaching capacity reductions, "short-time working" mechanism in home markets and suspension of dividend
- Flight schedule for relief flights until 19 April
- In addition over 140 special flights planned and operated until now
- Executive Board waives 20 percent of basic remuneration

**C**arsten Spohr, Chairman of the Executive Board of Deutsche Lufthansa AG:

*"The spread of the coronavirus has placed the entire global economy and our company as well in an unprecedented state of emergency. At present, no one can foresee the consequences. We have to counter this extraordinary situation with drastic and sometimes painful measures. At the same time, we must live up to the special responsibility that airlines bear in their home countries. We are doing everything we can to bring as many passengers as possible home on relief flights. In addition, we are doing our utmost to help ensure that supply chains for many thousands of businesses do not break down by mobilising additional capacity for air freight transport. The longer this crisis lasts, the more likely it is that the future of aviation cannot be guaranteed without state aid. In view of the massive impact of the Corona crisis, today's publication of our results for the past financial year is unfortunately sidelined."*

The most important key figures of the 2019 annual financial statements have already been reported in an *ad hoc* announcement on 13 March.

At 2.0 billion euros, the adjusted EBIT of the Lufthansa Group was in line with the forecast despite considerable charges. The main drivers for the decline were a 600 million euro increase in fuel costs and a noticeable economic slowdown, especially in the Group's home markets. Earnings development was also impacted by high price pressure in the European market due to overcapacity and the weakening of the global air freight market. Lufthansa Group revenue in 2019 rose by 2.5 per cent to 36.4 billion euros (previous year: 35.5 billion euros). The adjusted EBIT margin was 5.6 per cent (previous year: 8.0 per cent). Consolidated net profit fell by 44 per cent to 1.2 billion euros (previous year: 2.2 billion euros).

Unit revenues of the passenger airlines in the Group fell by 2.5 per cent in 2019, adjusted for exchange rate effects, in particular, due to the

overcapacity in the Lufthansa Group's home markets. At the same time, unit costs adjusted for fuel and currency effects were reduced by 1.5 per cent in 2019, the fourth year in succession.

In 2019, the Lufthansa Group invested 3.6 billion euros (previous year: 3.8 billion euros), a large part of which in new aircraft. Adjusted free cash flow fell to 203 million euros (previous year: 288 million euros) due to lower profits and higher tax payments. Return on capital employed (adjusted ROCE) after taxes decreased to 6.6 per cent (prior year: 10.8 per cent).

At year-end, interest-bearing net liabilities amounted to 4.3 billion euros. Including lease liabilities of 2.4 billion euros recognised for the first time as a result of the application of IFRS 16, net debt thus amounted to around 6.7 billion euros (prior year: 3.5 billion euros). Pension liabilities rose by 14 per cent to 6.7 billion euros (previous year: 5.9 billion euros), mainly due to the lower interest rate used to discount pension obligations, which fell to 1.4 per cent (previous year: 2.0 per cent).

In order to secure its strong financial position, the Lufthansa Group has raised additional funds of around 600 million euros in recent weeks. In actuarial terms, the Group thus has liquidity of around 4.3 billion euros. In addition, there are unused credit lines of around 800 million euros. Further funds are currently being raised. Among other things, the Lufthansa Group will use aircraft financing for this purpose.

*"The Lufthansa Group is financially well equipped to cope with an extraordinary crisis situation such as the current one. We own 86 per cent of the Group's fleet, which is largely unencumbered and has a book value of around 10 billion euros. In addition, we have decided to propose to the Annual General Meeting that the dividend payment be suspended, and we are proposing short-time working in our home markets,"* said Ulrik Svensson, Chief Financial Officer of Deutsche Lufthansa AG.

The Lufthansa Executive Board also decided yesterday to waive 20 per cent of its basic remuneration in 2020.

# Emirates Airline

to temporarily suspend all passenger flights from March 25 as UAE halts all air travel



- **Emirates retains cargo operations, but temporarily suspends most passenger operations by 25 March**

- ddata significantly reduces operations, including temporary closure of operations at some international locations where demand is low

- Group implements basic salary reduction for majority of employees for three months, will not cut jobs
- Supports government measures to safeguard community health
- Emirates Airline is suspending all passenger flights from March 25 for a renewable period of two weeks as

the UAE halts all inbound, outbound and transit passenger flights.

- Emirates is the world's largest A380 operator, and top-five largest airline in terms of passenger and freight ton miles flown.
- Globally, major airlines are slashing services as demand screeches to a halt

while people are urged to stay at home and self-isolate to slow the spread of the virus.

Since the COVID-19 outbreak began, Emirates and dnata have been adapting operations in line with regulatory directives as well as travel demand.

The airline has aimed to maintain passenger flights for as long as feasible to help travellers return home amidst an increasing number of travel bans, restrictions, and country lockdowns across the world. It continues to maintain vital international air cargo links for economies and communities, deploying its fleet of 777 freighters for the transport of essential goods including medical supplies across the world.

With many of its airline customers dramatically reducing flights or ceasing services altogether, dnata has also significantly reduced its operations, including temporarily shutting some offices across its international network.

**HH Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive of Emirates Group said:** “The world has literally gone into quarantine due to the COVID-19 outbreak. This is an unprecedented crisis situation in terms of breadth and scale: geographically, as well as from a health, social, and economic standpoint. Until January 2020, the Emirates Group was doing well against our current financial year targets. But COVID-19 has brought all that to a sudden and painful halt over the past 6 weeks.

“As a global network airline, we find ourselves in a situation where we cannot viably operate passenger services until countries re-open their borders, and travel confidence returns. By Wednesday 25 March, although we will still operate cargo flights which remain busy, Emirates will have temporarily suspended most of its passenger operations. We continue to watch the situation closely, and as soon as things allow, we will reinstate our services.”

Having received requests from governments and customers to support the repatriation of travellers, Emirates will continue to operate passenger and cargo flights to the following countries

and territories until further notice, as long as borders remain open, and there is demand: the UK, Switzerland, Hong Kong, Thailand, Malaysia, Philippines, Japan, Singapore, South Korea, Australia, South Africa, USA, and Canada. The situation remains dynamic, and travellers can check flight status on *emirates.com*.

**Sheikh Ahmed added:** “Emirates Group has a strong balance sheet, and substantial cash liquidity, and we can, and will, with appropriate and timely action, survive through a prolonged period of reduced flight schedules, so that we are adequately prepared for the return to normality.”

### Cost reduction measures

The Emirates Group has undertaken a series of measures to contain costs, as the outlook for travel demand remains weak across markets in the short to medium term. This includes:

- Postponing or cancelling discretionary expenditure
- A freeze on all non-essential recruitment and consultancy work
- Working with suppliers to find cost savings and efficiency
- Encouraging employees to take paid or unpaid leave in light of reduced flying capacity
- A temporary reduction of basic salary for the majority of Emirates Group employees for three months, ranging from 25% to 50%. Employees will continue to be paid their other allowances during this time. Junior level employees will be exempt from basic salary reduction
- Presidents of Emirates and dnata – Sir Tim Clark and Gary Chapman – will take a 100% basic salary cut for three months

**On the decision to reduce basic salary, Sheikh Ahmed said:** “Rather than ask employees to leave the business, we chose to implement a temporary basic salary cut as we want to protect our workforce and keep our talented and skilled people, as much as possible. We want to avoid cutting jobs. When demand picks up again, we also want to be able to quickly ramp up and resume services for our customers.”

The Emirates Group has strong

liquidity, with a healthy cash position but it is prudent that it take steps to reduce costs at this time. Emirates remains committed to serving its markets and looks forward to resuming a normal flight schedule as soon as that is permitted by the relevant authorities.

### Safeguarding customers, employees, and communities

Emirates Group closely monitors the situation and keeps in regular contact with all relevant authorities, so that it can implement the latest guidance to keep travellers and its employees safe and healthy.

The company has strongly discouraged its employees from non-essential travel, implemented work from home policies for all employees where operationally feasible, enhanced cleaning and disinfection protocols at its facilities, introduced temperature screening at its key office entry points, and launched internal educational campaigns on hand hygiene and health practices to reduce risk of COVID-19.

Over the past weeks, the airline has also implemented enhanced cleaning and disinfecting measures on all of its aircraft departing Dubai as a precaution, and worked closely with airports to implement screening measures as required by the local authorities.

Frontline employees such as crew and airport teams have also been provided with support to stay safe while on duty, including providing hand sanitizers and masks where required.

The Emirates Group fully supports all initiatives to safeguard the health of communities in every market where it operates, including the UAE’s national COVID-19 response.

**Sheikh Ahmed said:** “These are unprecedented times for the airline and travel industry, but we will get through it. Our business is taking a hit, but what matters in the long run is that we do the right thing for our customers, our employees, and the communities we serve. With the support and unity that we have seen from our employees, partners, customers, and other stakeholders, I’m confident that Emirates can tackle this challenge and come out stronger.”

# Cargojet Takes Extraordinary Measures To Keep The Supply-Chains Moving

## In The Face Of Higher Volumes Due To The COVID-19 Pandemic



**M**ississauga, ON, March 19, 2020 – Cargojet Inc. (“Cargojet” or the “Corporation”) (TSX:CJT) announced today a set of extraordinary measures to help customers manage higher volumes and keep the flow of goods moving within and across Canada and the USA.

COVID-19 pandemic has changed lives for all Canadians as we know it. The situation remains fluid and families and businesses are adjusting to this new reality on a day-by-day basis. The need to keep the supply-chains moving is more critical than ever. As physical stores either temporarily shut down or limit their hours, Canadians are increasingly depending on delivery services to fulfil their essential needs.

Cargojet is a critical service provider in the Canadian supply chain and is experiencing significantly higher demand and volumes from e-Commerce and health care and essential supplies. We are taking several significant steps to ensure that we can continue to play an important role in fulfilling this increased overall demand. As a result, we are announcing the following measures:

### 1 Health and Safety of our Team:

Given the nature of our business, substantially all of our team cannot work from home. Therefore, first and foremost, keeping our team safe and healthy is vital to maintaining our operations. Many of them are facing unexpected child-care needs due to school closures, higher prices of daily essentials, shortages and worries about groceries and other daily costs. We are taking immediate steps to help alleviate some of these worries by adding a temporary daily cash allowance and additional benefits support for every Cargojet team member.

### 2 Hygiene, Safety and Security of Cargo:

We have rolled out enhanced health checks at each of our facilities and are working with our teams to increase cleaning, sanitizing and disinfecting procedures throughout our network including our aircraft, cargo containers, packages and facilities. We are following public health guidelines of frequent hand-washing and social distancing to keep our teams safe and productive.

### 3 Adjusting capacity to serve Domestic and Transborder needs:

We are redeploying aircraft that are currently serving International scheduled and charter routes back to our Canadian Overnight network and to support the integrated supply chains of Canada-USA-Mexico routes which are essential to maintain timely access to essential supplies. We are preparing to handle additional volumes through our day time flights in case volumes exceed the overnight network capacity on certain key routes. We are well equipped and planning to handle any surge in volumes should that be necessary by adjusting schedules and routes.

**4 Northern Communities:** Our network supports key gateways to the Northern communities some of which are only accessible by Air. With significant curtailment in passenger airline capacities, moving cargo to the Northern communities is even more important. We are paying special attention to ensuring that supply-chains to Northern communities remain strong.

**5 Increasing co-ordination with customers:** We are communicating on a daily basis with our key customers to ensure that we have the necessary capacity, schedules and service levels to meet the increased demand to supply essential air cargo services.

Cargojet is very well-prepared and is doing everything possible to keep the critical supply-chains moving within Canada and on our Transborder services. Everyone on the Cargojet Team is fully committed and proud to be working diligently to provide these essential services to our customers and ultimately to those that need it most.



## IAG offers PAX aircraft for cargo charter

IAG is offering its passenger to freight forwarders for cargo operations in response to the coronavirus.

In a short note to customers, IAG Cargo chief commercial officer John Cheetham said: "To support your freight and to help get it where it needs to be, we are now opening up the opportunity for freight forwarders to charter our aircraft where needed.

"As a business we are looking to move quickly to find working solutions for our customers. If you are interested and you need more information on charter capacity, please do get in touch with your

local sales representative."

This comes as passenger operations have been cut, resulting in cargo capacity reductions.

Earlier this week, IAG chief executive Willie Walsh said that governments "need to appreciate" that there is a strong cargo demand, and passenger aircraft carry a large proportion of global airfreight.

"Our intention is to try and keep as much of our capacity available for critical supplies that need to be shipped around the world," he said.

"We may operate some of our passenger aircraft just for belly-hold

cargo to ensure we keep critical supplies moving."

IAG is set to ground dozens of aircraft over April and May, equivalent to a 75% cut in capacity, in response to falling demand and restrictions imposed on travel.

In the US, Delta Air Lines **has also offered its aircraft up for cargo charter.**

Meanwhile, Scoot is **operating its passenger aircraft** on behalf of sister company SIA Cargo and Cathay Pacific and Korea Air have **confirmed that their aircraft are being used to carry cargo.**

## Airfreight services nosedive from Europe to the USA

The COVID-19 outbreak has not only emerged as a major world health crisis but also exerted a destabilizing impact on global trade and economy. The decision by the US Government to suspend air travel from Europe to the USA is bound to hold wide-ranging ramifications for global air freight movement with a foreseeable reduction in belly space for cargo. This is likely to affect both cargo rates and volume capacity substantially.

Major countries around the globe have also implemented preventive measures and imposed restrictions on movement of people and goods worldwide. This has led to large-scale rescheduling and cancellation of flights which may result in unforeseen delays and non-availability of space for air freight transport.

As the space for air freight movement gets constricted and trade volumes shrink, ocean freight transport is emerging as a viable and cost-effective alternative with a wider reach for moving cargo to destinations across the globe.

For the discerning customer wanting to transport his cargo in a streamlined manner across global shipping routes, ECU Worldwide, the global leader in LCL consolidation offers seamless ocean freight services and customized cargo solutions across multiple trade lanes including to and from Europe to USA and Canada.

A robust technological infrastructure with deployment of digital tools and processes facilitates the tracking and tracing of the cargo at every stage of the transport cycle. With ECU360, a state-of-the-art online platform, it is

possible to get door-to-door rates and manage cargo transportation across a number of origin and destination points within the USA as well as other countries, along with online freight visibility. Also strong relationships with major global core carriers enable ECU Worldwide with flexibility to offer transport routes and schedules aligned to the specific business requirements of customers.

*"With a proven expertise in handling diverse cargo categories and a team of expert professionals providing assistance and advisory on packaging, documentation, customs and key formalities, ECU Worldwide is committed to providing convenient and hassle-free experience to its customers."* stated **Tim Tudor, Chief Executive Officer, ECU Worldwide.**

# American Airlines

Cargo-Only  
Flights to  
Help Keep  
Business  
Moving



**A**merican Airlines is utilizing its currently grounded passenger aircraft to move cargo between the United States and Europe, ensuring the world's goods continue to get where they need to go.

The first cargo-only flight departs from Dallas Fort Worth International Airport (DFW) tomorrow, March 20, landing at Frankfurt Airport (FRA) March 21. The Boeing 777-300 will operate two round trips between DFW and FRA over the course of four days, carrying only cargo and necessary flight personnel. This is the first scheduled cargo-only flight since 1984 when American retired the last of its Boeing 747 freighters.

The 777-300 has 14 cargo positions for large pallets and can carry more than 100,000 pounds. The four scheduled flights this weekend are expected to be booked to capacity and transport

medical supplies, mail for active U.S. military, telecommunications equipment and electronics that will support people working from home, and e-commerce packages. The flights provide much-needed cargo capacity for many of the airline's regular cargo customers, allowing them to continue operating in this challenging environment.

Air cargo has always played a key role in times of crisis, delivering lifesaving medical supplies and materials to keep the world's infrastructure intact. In the face of the coronavirus (COVID-19) outbreak, this role has never been more important as the world relies more on e-commerce to support basic needs during quarantines and social distancing. The airlines' role is deemed a critical infrastructure industry by the Centers for Disease Control and Prevention (CDC).

"We have a critical role to play in keeping essential goods moving during this unprecedented time, and we are proud to do our part and find ways to continue to serve our customers and our communities," said Rick Elieson, President of Cargo and Vice President of International Operations. "Challenging times call for creative solutions, and a team of people across the airline has been working nonstop to arrange cargo-only flight options for our customers."

Cargo-only flights, while not carrying customers, continue to require a group effort from American's team members across every function. From the first call to a customer to the last cargo offloaded from the plane, team members and vendor partners contribute to these efforts.

"It's an honor to be part of these cargo-only flights," said Ken Jarrell, Fleet

Service Clerk, Cargo Services – DFW. "They represent much needed aid for the world and hope for our team. Our team members across the airline are ready and willing to do what it takes to make sure people have the things they need during these unprecedented times."

Domestically, American continues to carry cargo on all of its planes. The smaller narrowbody aircraft are especially vital in supporting the world's economy, delivering medicine and e-commerce goods. This week the airline also transported its first shipment of COVID-19 test kits from Raleigh-Durham International Airport to Chicago O'Hare Airport. American continues to work to provide solutions for our customers and world governments to protect the public health and keep the global economy moving during this time of need.

# Lufthansa Cargo

## Reduce complexity, strengthen security of supply

*Lufthansa Cargo CEO Gerber welcomes facilitation of administrative procedures*

Lufthansa Cargo is making every effort to maintain the flight operations of its cargo aircraft in the current corona crisis. "This is part of our corporate responsibility," said Peter Gerber, Chairman of the Executive Board of Lufthansa Cargo AG. All available freighters are in service. In addition, Lufthansa Cargo and Lufthansa German Airlines are jointly examining the additional use of passenger aircraft for cargo transport.

The rapidly changing regulatory requirements and restrictions worldwide currently pose the greatest challenge for the cargo airline. The flight schedule is constantly being

adapted to the dynamic developments. Due to the large number of specifications, the complexity of planning increases considerably. As a result, the already rare airfreight capacity is becoming even more scarce.

"Facilitation of administrative procedures and especially at our Frankfurt hub can effectively reduce planning complexity in the short term. We welcome here the determination of the politicians to relax operational restrictions where necessary. Together, we can thus strengthen security of

supply by air," said Gerber. It is also important that pilots, dispatchers, aircraft maintenance personnel and air cargo handlers, for example, as critical employees, are not restricted in their professional activities. This also applies to upstream and downstream processes, for example in the areas of air traffic control, airports, customs authorities and security checks, as well as in the area of cargo delivery and pickup.

In emergency and crisis situations in particular, logistics and air cargo are of crucial importance in supporting global supply chains. In addition to urgent spare and machine parts, mainly sensitive pharmaceuticals and fresh goods are transported by air intercontinentally.



# Global Air Transport Industry

## is responsibly responding to global pandemic

**Brian Pearce, IATA Chief Economist** has explained the current situation that the global air transport industry finds itself in.

First, let me reassure you that the global air transport industry is responsibly responding to this global pandemic. We are not public health experts, but airlines are following the best advice of experts—including the WHO—in adapting their operations to the challenges of the coronavirus. And we are—and will continue—helping in the response.

### Air Cargo

The measures that governments have introduced to restrict travel are shrinking the size of passenger operations. That is also removing significant cargo capacity from the system—capacity that is vitally needed to help keep supply chains going, including the delivery of critical medicines and medical equipment.

That is what was behind our calls yesterday for governments to do all that they can to ensure efficient cargo operations. That includes exempting crew—who do not interact with the public—from quarantine, granting temporary traffic rights where needed, keep air cargo excluded from travel restrictions....and other practical measures to keep cargo moving at this critical time.

### Relief Measures

In these extraordinary times, we have also asked governments to take some

Stay strong. We will get through this crisis and keep the world connected.

*Alexandre de Juniac, IATA's DG & CEO.*



extraordinary measures.

One that you will have heard about is a waiver on slots—particularly the 80-20 use-it-or-lose-it rule. Demand patterns have shifted radically. And airlines should not be hindered by the 80-20 rule when adjusting their operations to the reality of today's market. Governments have responded positively to this. Although we are concerned that the EU is only granting a waiver until June. It is unclear what demand will look like in June. So we are asking for this to be reviewed.

Similarly, we are asking governments to recognize this as an extraordinary situation with respect to passenger rights regulations—particularly EU 261. Cancelling flights is the reality of today—often times because of government restrictions. We continue to ask governments to understand that this is totally beyond the control of the airlines.

### Bigger Measures

And there are other relief measures that will be helpful—reducing charges that airlines face at airports for example. These are all helpful. But against the scale of today's crisis, these are not going to save the airline

industry from financial peril.

On March 5th we estimated that industry revenues could take a hit of up to \$113 billion as a result of what we thought then would be a worst-case scenario. We could not have foreseen the developments of the last days with massive restrictions on travel being put in place...and with no clear understanding how long they will remain in effect.

Brian presented the liquidity crisis that will impact large parts of the industry. Some immediately as we saw with FlyBe.

Governments have the financial means to avoid an industry calamity in three ways

- Direct financial support for carriers to compensate for reduced revenues, and therefore support liquidity due to travel restrictions imposed as a result of COVID-19;
- Loans, loan guarantees and support for the corporate bond market by the Government or Central



Bank, either directly to the airline or to commercial banks that may be reluctant to extend credit to airlines in the present situation in the absence of such a guarantee.

- Tax relief: Rebates and/or suspension on all employer imposed

payroll taxes paid to date with an ongoing review for the rest of 2020, deferral or reduction in income taxes to date in 2020 and/or an extension of payment terms for the rest of 2020, along with a temporary waiver of ticket taxes and other Government-imposed levies.

There is no one-size fits all solution. So, we will be writing to governments around the world to alert them to the dire situation of the industry and get them moving—in the circumstances of their country.

Time is of the essence. Governments cannot take a wait-and-see approach. We have seen how dramatically the situation has deteriorated globally in a very short time. They must act now and decisively.

Some of you may wonder why, given the broad economic impact of this crisis, governments should focus on

airlines. It is because connectivity is crucial. The world will get through this crisis. And when it does it will need a functioning air transport sector. Without financial relief that is not guaranteed.

In normal times, airlines transport about 35% of global trade. And every job in air transport supports another 24 in the travel and tourism value chain—nearly 70 million jobs. Prioritizing air transport—helping airlines financially survive through these dark times—will position the world for the eventual recovery.

### Resilience

And on that note, the last comment that I will make is that aviation is a resilient industry. With decisive action by governments we can get through this crisis and keep the world connected.

**S**audi Airlines Cargo Company has taken proactive steps to ensure the continuity of all cargo and supply operations and the arrival of necessary goods and products including medical equipment, medicine and foodstuffs, said CEO Omar bin Talal Hariri.

The steps come in line with the official decisions, which excluded all cargo operations from suspension imposed on other business activities as part of the precautionary measures the Kingdom has taken to prevent a Coronavirus outbreak.

“We have high-level coordination with all related parties as per the recommended precautionary measures the Saudi health authorities have taken, which permitted the cargo operations and the flow of goods to run uninterrupted,” Hariri explained.

All cargo flights to Europe will continue through Frankfurt and Liège stations in addition to Dhaka station. Work at these stations is run as scheduled in order to mitigate the impact of the imposed suspension aiming to prevent the spread of Coronavirus.

The decision suspending passenger flights as a preventive measure has made the Saudia Cargo operate a

# Saudi Cargo operations will continue on humanitarian and commercial basis to safe destinations



number of additional cargo flights to Dubai and other destinations because all cargo operations on passenger aircraft came to a complete halt.

“The Saudia Cargo staff work around the clock as part of the company’s national responsibility and regional role in enhancing logistics during these circumstances which the whole world is going through,” he said.

The Saudia Cargo, he stressed, always acts based on the official decisions, instructions and directives so that it can ensure an alignment between meeting the humanitarian needs and protecting the public safety. Cargo flights will continue to operate on humanitarian and commercial basis and cover certain key commercial and safe ports and cargo stations around the world.

# Charter broker Chapman Freeborn

has teamed up with sister company Magma Aviation to offer a series of transatlantic freighter flights

**M**agma Aviation will operate its B747Fs on nine weekly rotations from Europe to the US. The move comes following US president Donald Trump's travel ban on 26 European countries, which resulted in a sharp drop in cargo capacity on the transatlantic.

The Avia Solutions Group owned broker said: "Commodities such as food items, pharmaceutical goods, medical supplies, consumer goods etc. that would have typically travelled as belly freight on board passenger aircraft have now

entered the ad-hoc cargo market, further tipping the balance of capacity/demand.

"The capacity issue is exacerbated by the fact that many cargo aircraft are already dedicated to easing the current demand in Asia."

As well as the Magma aircraft, Chapman Freeborn has access to aircraft operated by other companies of Avia Solutions Group – Bluebird Nordic, Smartlynx, Avion Express and Klasjet.

Kim Borggaard, Chapman Freeborn Scandinavia general manager, said: "We

have seen a surge in requests for cargo into the US from across Europe. In fact, with the grounding of many passenger fleets, we have seen an increase in cargo demand across the board.

"Wherever possible, we're working with clients to consolidate cargo and sell capacity at an affordable rate. It's times like these that Chapman Freeborn's global office is a huge benefit – we can transport smaller movements by utilising capacity on booked part-charters."

## AIRLINES

# United to operate 40 cargo-only PAX flights per week



**U**nited Airlines has joined a host of other carriers offering its passenger aircraft up for cargo charter flights.

The airline said that it is flying a portion of our Boeing 777 and 787 fleet as dedicated cargo charter aircraft to transfer freight to and from US hubs, as well as key international business locations.

The first of these freight-only flights departed on March 19 from Chicago O'Hare International Airport (ORD) to Frankfurt International Airport (FRA) with the cargo hold completely full — carrying more than 29,000 lbs of goods.

"Getting critical goods into the hands of the businesses and people

who need them most is extremely important right now," United said in a statement.

"To support customers, employees and the global economy, we will initially operate a schedule of 40 cargo charters each week targeting international destinations and will continue to seek additional opportunities.

"With coronavirus (COVID-19) creating an increased need to keep the global supply chain moving, we are utilizing our network capabilities and personnel to get vital shipments, such as medical supplies, to areas that need them most."

With belly capacity stripped out of the market, capacity is coming under

pressure. Meanwhile, passenger airlines are seeking ways to try and deploy some of their aircraft to bring in revenues as passenger demand collapses.

"Connecting products to people around the world is the United Cargo mission," said United Cargo president Jan Krems. "That role has never been more crucial than during the current crisis. Our team is working around the clock to provide innovative solutions for our customers and support the global community."

On average, United ships more than 1bn pounds of cargo every year on behalf of domestic and international customers.



# Air Cargo Essential to Fight Against COVID-19: IATA

The International Air Transport Association (IATA) and its members continue to support governments in their efforts to contain the spread of COVID-19. Since the crisis began, air cargo has been a vital partner in delivering much-needed medicines, medical equipment (including spare parts/repair components), and in keeping global supply chains functioning for the most time-sensitive materials. This has been done through dedicated cargo freighter operations, utilization of cargo capacity in passenger aircraft and with relief flights to affected areas.

Air cargo is also instrumental in transporting food and other products purchased online in support of quarantine and social distancing policies implemented by states.

The dramatic travel restrictions and collapse of passenger demand have severely limited cargo capacity. IATA

calls on governments to take urgent measures to ensure that air cargo will be available to support the global fight against COVID-19.

“Over 185,000 passenger flights have been cancelled since the end of January in response to government travel restrictions. With this, vital cargo capacity has disappeared when it is most urgently needed in the fight against COVID-19. The world’s fleet of freighter aircraft has been mobilized to make up this capacity shortfall. Governments must take urgent measures to ensure that vital supply lines remain open, efficient and effective,” said Alexandre de Juniac, IATA’s Director General and CEO.

Governments must see air cargo as an essential part of the fight against COVID-19 and take the following actions:

- Exclude air cargo operations from any COVID-19-related travel

restrictions, to ensure life-saving medical products can be transported without disruptions

- Ensure that standardized measures are in place so that air cargo can continue to move around the world with minimal disruptions

- Exempt air cargo crew members, who do not interact with the public, from 14-day quarantine requirements

- Support temporary traffic rights for cargo operations where restrictions may apply

- Remove economic impediments, such as overfly charges, parking fees, and slot restrictions to support air cargo operations during these unprecedented times

“Air cargo carriers are working closely with governments and health organizations around the world to safeguard public health while also keeping the global economy moving. Today, as we fight a global health war against COVID-19, governments must take urgent action to facilitate air cargo. Keeping cargo flowing will save lives,” said de Juniac.

## TIACA joins forces with CLIVE Data Services to deliver air cargo market and route analyses

**T**IACA, The International Air Cargo Association, will deliver the very latest market and route analyses to its members after signing an intelligence sharing agreement with CLIVE Data Services, creators of the new 'dynamic load factor' analyses.

A Memorandum of Understanding signed by TIACA and CLIVE supports the common interests of both partners to deliver timely and accurate market data and aims to show the air cargo industry in the best possible light to all industry stakeholders, regulators and relevant government ministries.

Steven Polmans, Chairman of TIACA, said: "As part of the transformation of TIACA, we are promising to deliver more content to our growing membership – but only content of value to their businesses and which accurately represents and promotes the global air cargo industry. CLIVE's dynamic load factor is registering a lot of interest because it breaks with tradition and is changing the way air cargo usage is measured based on the realities of today's market. It is also the fastest source of data, which is also very appealing for our members."

A recent TIACA survey showed that its members are looking to the Association to educate the industry on air cargo economics and provide more market-based data and analysis. Under the terms of the agreement, CLIVE will provide market data for TIACA's Cargo Pulse newsletter as well as regular market trends content for social media and speakers at the Association's conferences on market and route trends.

CLIVE's first-to-market analysis consolidates data shared by a representative group of international airlines operating to all corners of the globe. Based on both the volume and weight perspectives of the cargo flown and capacity available, it gives the air

cargo industry the earliest possible barometer of market.

"Working with TIACA enables us to put our market intelligence in front of a large group of respected decision-makers, who we hope will embrace our new load factor methodology. This represents another important step forward in getting the industry to accept there is a new and more accurate way to measure how full flights are," commented Niall van de Wouw.

CLIVE Data Services, which has also joined TIACA to enhance this collaboration, will deliver its first market analyses to the Association's members this month.



# TIACA Issues Statement on COVID

Following is the statement issued by The International Air Cargo Association regarding the current Covid-19 epidemic.



“We understand the seriousness of the situation from global health and safety point of view and support measures taken to contain the pandemic. We call upon States, corporations and individuals to follow the WHO guidelines and adopt balanced measures to protect public health while preventing economic and social disruption.

“Appropriate and rapid regulatory

responses are needed to support our industry, especially the temporary suspension of the 80/20 slot rules. We urge the air cargo industry to stand united and further strengthen collaboration to ensure our industry keeps fueling global trade, supporting economies and societies by delivering critical goods. TIACA will work together with other industry organisations and governments to minimise impact and work on supporting measure and future

learnings. These days, our industry can again show its importance in times of crises and also the need of freighters for our global economy is once again proven.

“The air cargo industry will be seriously impacted because of these events, and although there are always winners and losers, even in a crisis situation, as a fragmented industry we can only overcome this together by standing and working united”.

## HOT NEWS

## Amazon to hire 100,000 workers as online orders surge on Covid-19 worries

Amazon.com Inc on March 16 said it would hire 100,000 warehouse and delivery workers in the United States to deal with a surge in online orders, as many consumers have turned to the Web to meet their needs during the coronavirus outbreak.

With shoppers clearing out shelves in fear of quarantines or product shortages, retailers are racing to keep food and hygienic items in stock and have employees on hand for in-store work or delivery.

Like Amazon, US supermarket chains Albertsons, Kroger and Raley's have sought new hires to staff busy sections and fulfil online orders. They

are turning to people in the restaurant, travel and entertainment businesses who are suddenly looking for work because of the coronavirus.

“We want those people to know we welcome them on our teams until things return to normal and their past employer is able to bring them back,” Amazon said in a *blog post*.

Major shipper United Parcel Service Inc said its trucking and air deliveries were still on despite growing government restrictions on commercial activities. It said Monday it was meeting demand with its existing workforce.

The coronavirus, which has led to more than 7,100 deaths globally and prompted mass lockdowns of people, has also led to items being out of stock on Amazon and some deliveries taking longer than usual.

Amazon's headcount fluctuates seasonally, recently peaking for the holiday quarter at 798,000 full and part-time workers. It was not

immediately clear how many people Amazon would employ after it hires 100,000 more.

To draw new employees, Amazon said it would add US\$2 (RM9) to its minimum US\$15 (RM65) per hour to US workers' wages through April. The extra pay for hourly employees in North America and Europe is expected to cost more than US\$350mil (RM1.51bil), Amazon said.

Meanwhile, other retailers facing long queues are making pitches for talent, too.

It was not clear if there would be any impact on delivery operations from new government restrictions. In the San Francisco Bay Area on Monday, officials said people must stay at home except for some essential purposes, such as work for “businesses that ship or deliver groceries, food, goods or services directly to residences.”

An Amazon spokeswoman did not immediately return a request for comment on the San Francisco order. — Reuters





The world's largest airfreight forwarder DHL Global Forwarding saw airfreight revenues and volumes decline last year, but gross profit improved (see charts at end of article).

The DHL Global Forwarding, Freight division saw total airfreight volumes for 2019 decline by 4.6% year on year to 2m tonnes, while revenues were down 3.1% to €4.8bn.

However, gross profit improved by 0.7% on 2018 levels to €949m last year.

The decline in air revenues and volumes reflects a downturn in the overall airfreight market last year, which IATA figures show declined by 3.3% in 2019.

Rival Kuehne+Nagel **saw its airfreight volumes slip by 5.7% to 1.6m tonnes last year.**

Overall revenues for the division improved by 1% to €15.1bn and earnings before interest and tax (ebit) increased by 17.8% year on year to €521m.

"Despite the [air] volume decline, gross profit from airfreight increased slightly thanks to better margins," the company said.

"Our industrial project business performed significantly better than in the previous year."

Looking at the overall Deutsche Post DHL business, group revenue was up 2.9% year on year to €63.3bn, with all five divisions contributing to this positive performance. Ebit improved by 30.6% to €4.1bn – a new record.

Deutsche Post DHL chief executive Frank Appel said: "Thanks to our

broad geographic set-up and our comprehensive portfolio we are in a very robust position and more resilient than other companies in our sector.

"We succeeded in growing further in all areas and generating record earnings despite the challenging global economic environment in 2019. Of course, we cannot disconnect completely from the global economy.

"We will not remain entirely unaffected by this worldwide crisis. However, it is currently much too early to judge its financial impact."

"In spite of this, we are forging ahead with our Strategy 2025 and putting the company on track to continue our profitable growth in 2020 and beyond."

In early March, the company said it expected to **take a €70m hit on its operating profits** in March as a result of the coronavirus outbreak.

The express, parcel and logistics giant said that it had a very good start to the year in January and was prepared for the usual effects around Chinese New Year.

# DHL

## airfreight volumes down 4.6% in 2019

However, since then, its express and freight forwarding businesses have been particularly affected by a decline in cross-border trade flows into and out of China.

This comes as Chinese New Year holiday office and factory closures were extended to try and contain the outbreak.

Group-wide, the negative impact of the coronavirus crisis on earnings, before interest and tax (ebit) amounted to around €60-70m for the month of March, compared to the initial internal planning.

Implications for the group results for full year 2020 "cannot be currently concretely assessed", the company said.

Should the macroeconomic situation normalise again, there could also be positive effects for logistics companies, DP DHL said.

However, in case of a longer duration or a worsening of the current situation over the coming months, the negative impact for the group is likely to outweigh the positives.

*DHL Global Forwarding 2019 results*

# Air Charter Service opens new Chicago office



*Broker Air Charter Service (ACS) has opened a new office in Chicago as it continues its US expansion.*

many Fortune 500 companies, some of whom are household names. We believe that there is a large market for both our passenger and cargo aircraft charter services here.

“We have been conducting business with clients from Chicago and the rest of Illinois for many years and are looking forward to building closer relationships with them, as well as welcoming new customers on board.”

Thompson concluded: “Uhlmann has been instrumental in setting up our last few US offices and I am extremely confident that she is the right person for the job and I’m looking forward to the progression of the new office under her leadership.”

The office, which is the broker’s tenth in the US, will be headed up by Caitlin Uhlmann, who has worked at ACS for nine years at the company’s offices in Los Angeles, London and Manhattan offices.

Richard Thompson, ACS Americas’ president, said: “Chicago has been

on our radar as a natural location for another US ACS office for a number of years. The city is the third largest in population in the US and has one of the highest GDPs in the world – generating \$689bn last year.

“O’Hare Airport is the sixth busiest in the world and the city is home to

## Imperial opens multi-user warehouse in Werne, Germany

Imperial logistics international’s new facility provides an under-cover storage area of 22,000 square meters, with racking for over 21,000 pallets and 11,000 parts bins already installed, and over 8,500 square meters of floor storage space. In addition, the facility features 24 truck doors, a yard and parking area of 7,000 square meters,

container loading and unloading facilities and a paperless order picking system.

The location of the facility provides easy access to Germany’s A1 and A2 autobahns, and is well-served by courier and express companies. Adjacent land is available for potential future expansion.

Christian Lohmann, Vice President Commercial Industrial of Imperial Logistics International, said: “This new facility is a further expansion of our proven multi-user warehousing concept, which is now attracting major blue-chip clients. The increased scale of operations we achieve through such a shared facility justifies top-quality resources including the latest technological solutions. Sharing facilities and resources across multiple users also balances out individual clients’ seasonal fluctuations, maintaining optimal utilisation year-round. That enables us to operate a pay-as-you-use billing model, reducing user costs and assisting budgeting and cash flow. In addition, we are able to pass on savings through consolidated purchasing of packaging materials.”

# Deutsche Post DHL Group achieves record earnings in 2019

**D**eutsche Post DHL Group, the world's leading logistics company, continued to post profitable growth during the past financial year. With the release of the annual report, the Group confirmed the 2019 preliminary figures already published at the end of March. Group revenue was up 2.9% year on year to EUR 63.3 billion, with all five divisions contributing to this positive performance.

Operating profit (EBIT) improved by 30.6% to EUR 4.1 billion – a new record. With this Deutsche Post DHL Group clearly achieved its 2019 EBIT guidance of EUR 4.0 to 4.3 billion targeted for 2019. The Post & Parcel Germany division contributed EUR 1.2 billion to earnings (forecast: EUR 1.1 to 1.3 billion). The DHL divisions generated total EBIT of EUR 3.4 billion (forecast: EUR 3.4 to 3.5 billion). The Group is feeling the effects of the coronavirus on current business performance. Therefore, the annual targets for 2020 are now excluding potential effects of the coronavirus.



*“Thanks to our broad geographic set-up and our comprehensive portfolio we are in a very robust position and more resilient than other companies in our sector. We succeeded in growing further in all areas and generating record earnings despite the challenging global economic environment in 2019. Of course, we cannot disconnect completely from the global economy.*”

*We will not remain entirely unaffected by this worldwide crisis. However, it is currently much too early to judge its financial impact,” explained Frank Appel, CEO of Deutsche Post DHL Group.*

*“In spite of this, we are forging ahead with our Strategy 2025 and putting the company on track to continue our profitable growth in 2020 and beyond.”*

# XPO Logistics Named by Forbes as a Best Company to Work for in Spain for 2020

**X**PO Logistics, Inc. (NYSE: XPO), a leading global provider of transportation and logistics solutions, has been named one of the Forbes 50 best companies to work for in Spain for the second straight year.

The recognition, announced by Forbes magazine, is based on survey responses from over 8,000 employees of the largest companies in Spain, using 38 different indicators of satisfaction and well-being.

Malcolm Wilson, chief executive officer, XPO Logistics Europe, said, “It’s gratifying to know that our colleagues in Spain think so highly of employment at XPO. Our culture puts our people first, and we want everyone to succeed at their goals.”

XPO has been named one of the World’s Most Admired Companies by Fortune magazine for three consecutive years and is ranked first in its category of trucking, transportation and logistics. Additionally, XPO has been recognized as one of America’s Most Responsible Companies by Newsweek magazine.

# B and H Worldwide Onboards



## AOG Technics in Germany

**B**&H Worldwide has won new business managing the logistics of aircraft spare parts and engine materials for AOG Technics in Germany. AOG Technics is an independent specialist in the aviation industry.

The two companies have previously worked together for exports to Europe and the USA from the UK, but this is the first time they have partnered in mainland Europe. Effective immediately, B&H Worldwide's Frankfurt facility will become responsible for storing parts,

dispatching parts and repacking parts before dispatch. Most notable among the items which will be handled are aero engine blades.

Items held in Frankfurt may be destined for multiple global destinations including the USA, Europe and Asia. Frankfurt's location as a gateway to Europe and the frequency of international flights to other global hubs was key to AOG Technics decision to locate with B&H in the German city.

"The location of our Frankfurt office

at Cargo City has shown our customers we can provide them with a Forward Stocking Location where they can strategically position inventory in the heart of Europe and we are delighted to welcome AOG Technics to the facility," says Seth Profit (at right), B&H Worldwide group sales director.

A spokesman for AOG Technics added: "We are proud of our reputation for providing excellent service and a rapid response 24 hours a day. We decided to partner with B&H in order to expand our markets and host our inventories in other locations worldwide."

# Kintetsu World Express and Chapman Freeborn support relief cargo into South Sudan

**K**intetsu World Express, in partnership with Chapman Freeborn, recently completed a series of seven Airbus A300F charter flights from Dubai World Central Airport (DWC) to Juba, the capital of South Sudan, uplifting over 230,000kg of aid and relief materials. The project was completed in less than three weeks and well ahead of the delivery deadline. Due to the strict timescale requirements and the amount of additional planning required, Chapman Freeborn worked closely with in-house flight support company, Wings 24, to arrange additional services - including complete handling in DWC and Juba. To ensure a risk-free operation at both ends, Chapman Freeborn sent representatives on the flights into Juba.

Thanks to the combined effort of

Kintetsu World Express, Chapman Freeborn and all parties involved, the flights were completed as planned and on time. The cargo was delivered safely with no damages or losses, even when the rest of Dubai was experiencing flooding and flight disruptions due to unstable weather conditions. The flights were well received in Juba, making national news in South Sudan. The Japanese ambassador received the first flight, along with senior South Sudan Government officials and a host of media reporters.

Finn O'Donnell-Sacco, Chapman Freeborn, said "Relief aid projects are something the Chapman Freeborn group value greatly, and a lot of work went into the planning and execution of this project, including weeks of preparations over the Christmas period. We are very fortunate to have

an excellent partner in Kintetsu World Express. Chapman Freeborn was well-positioned to undertake a project of this nature - utilising our 24/7 operations teams in Dubai and the UK."

Ryotaro Oka, Kintetsu World Express, said "We are delighted to have worked with Chapman Freeborn on this high-profile project. We knew the criticalness and the contribution it would have to the local population. Kintetsu World Express completed this project by reacting quickly to the challenges of operating into this part of the world, meeting the deadlines that come with such valuable cargo and with careful planning. Our trusted partner Chapman Freeborn shared this ethos every step of the way. We are very pleased that our cooperation met and exceeded the expectations of our client and all parties involved."

# CEVA

## Logistics

### mega airlift keeps supply chains moving



- CEVA contracts 86 charters to keep supply chains running and prevent production lines from closing down
- Eastbound and westbound charters deliver parts and supplies across multiple destinations and vertical markets
- CEVA leverages its global presence and scale to support the global economy

As part of a strategic initiative to keep customer production lines moving around the world during the coronavirus (Covid-19) outbreak, CEVA Logistics has contracted a range of 86 freighter aircraft to deliver parts and supplies to its customers.

#### More than 58 flights already completed

Operating on behalf of customers in the automotive, aerospace, computer and hi-tech electronics sectors, the charters are designed to prevent production lines from stopping and to provide urgent stock replenishment for those which could not otherwise be supplied.

Working in close collaboration with its customers to meet their demands, CEVA has been able to move more than 4,700 tonnes of airfreight to date. More than 58 flights have already been completed, with an additional 28 to come over the coming seven weeks

and many others to follow if necessary.

#### Charters across multiple locations

The majority of eastbound flights originated in Shanghai or Hong Kong and were destined for Chicago in the USA. A smaller number of flights were bound for Amsterdam, Bangkok, Brussels, Chennai, Dallas, Rickenbacker, Rockford, Sao Paulo, Singapore and Tokyo. Eastbound and other charters included East Midlands to Bangkok, Hong Kong and Brussels, Hanoi to Singapore, and Hong Kong to Tokyo.

#### Guillaume Col, CEVA Logistics' Chief Operating Officer, says:

*"Working extremely closely with our customers, we have been able to deliver a robust charter programme to adapt to these difficult circumstances. Acting in close collaboration with the rest of the CMA CGM Group, we are striving to offer fast and accessible alternatives to our clients throughout the world in order to help keep the global economy moving."*

# New £200m logistics park to be built at Teesside International



**A** new £200m logistics and industrial park is being developed at Teesside International Airport in the north east of England.

A groundbreaking ceremony was held at the start of the month and infrastructure work is now set to begin on the project that will see the creation of 3.4m sq ft of logistics, manufacturing and commercial space built on 270 acres of land at the southside of the airport.

“Once complete, the development has the potential to create 4,400 jobs and deliver £3m per year to reinvest into the airport,” Tees Valley Combined Authority said.

The southside land, comprising

270 acres and running parallel to the runway, is the largest area for such a development and will be carried out under a joint venture partnership.

The Tees Valley Mayor and Combined Authority previously committed to an investment of £23.6m for the development of critical infrastructure, including connecting the site to the main utilities and providing access to the Southside of the airport from the A67.

Tees Valley mayor Ben Houchen said: “Hot on the heels announcing summer flights to Alicante for this summer, and the introduction of six new routes across UK and Ireland rolling out now, today I’ve broken ground on the next huge project to secure the future of Teesside Airport.

“Ever since bringing our airport back into public ownership, I have always said that for it to succeed, we need to be supporting our businesses as well as attracting flights to fantastic destinations for consumers.

“Today is the next step in achieving a sustainable, appropriate development around our airport, providing a high quality site for businesses, a huge number of which have already expressed an interest at being based here.

“Not only that, it will help create thousands of good-quality jobs for local people and make sure our airport will be here for years to come, with money from the site reinvested into our airport.”

## AEI to convert B737 for Nauru Airlines

**A**eronautical Engineers, Inc (AEI) will provide Nauru Airlines with a 10-pallet position B737-300SF freighter conversion.

The flag carrier airline of the Republic of Nauru will use the AEI B737-300SF freighter to transport fresh food, mail, medicines and other freight from various points in the

Pacific. The freighter will also be used to support charter flights in the region.

Modifications to the aircraft (MSN 28732) will begin at Commercial Jet’s Miami, Florida facility in late May 2020.

The AEI-converted, 10-pallet configuration B737-300SF freighter offers a main deck payload of up to 19,460 kg and incorporates an Ancre

CLS capable of carrying:

- Eight 88”x125” Full Height AAA Containers or pallets
- One AEP or AEH (size 53” x 88”) in Position 1
- One AEP or AEH (size 53” x 88”) or AKE, AKN or LD3 (size 60.4”x61.5”) or AYY (size 61.5”x88”x56”) containers in Position 10.

# Tigers Netherlands expands collaboration with ASENDIA BENELUX to add new postal service for clients in Europe



*Enterprise solutions company Tigers is working with shipping and distribution specialist Asendia to provide a Postal Solution for the European B2C market*

**T**igers is set to enhance its abilities within the European B2C market, particularly for customers with low value orders, by adding a competitive Postal Solution for small sized and low weight orders as a new and additional offering.

Through the expanded agreement, Asendia's Standard Goods and Fully Tracked Goods services – Asendia's track and trace solutions – will be utilised by Tigers to meet and exceed customer requirements across Europe with new postal opportunities.

"Through our co-operation with Asendia we are now able to provide an additional layer of service to our customers' ever-evolving e-commerce

requirements," said Shahar Ayash, Regional Managing Director Tigers, Europe.

"In Rotterdam we serve a number of brands as a regional and global hub and the Postal Solution fits their strategy to reach everywhere in an economic way without the need to open new hubs and the associated implications.

"The courier companies will continue to play an important role of course, however services like our Postal Solution for low value products are being increasingly requested."

Lennart Otte, Sales Manager Tigers Netherlands, added: "We have seen a growing number of new customers moving towards this Postal Solution and I believe that it will continue to

create interest in the market.

"The postal service has improved a lot in the last few years in order to meet the new demands and we are looking to expand this to additional hubs we have in the region soon."

The growing collaboration strengthens the existing relationship between Tigers and Asendia that has seen Tigers' extensive warehousing network across Australia being used as the local logistics partner for Asendia's new Oceania e-commerce and mail solutions subsidiary.

Headquartered in Bern, Switzerland, Asendia is specialised in e-commerce and postal solutions and is one of the top international mail, shipping, and distribution organisations.

# WFS joins the coronavirus relief effort to help save lives in Italy



**W**orldwide Flight Services' (WFS) team at Milan's Malpensa Airport are supporting the urgent medical effort to save the lives of coronavirus victims in Italy by expediting the handling of time-sensitive materials destined for hospitals and medical centres.

In recent days, this included handling cargo onboard special China Eastern Airways charter flights from Shanghai to Milan carrying 20 tonnes of medical equipment and supplies as well as a team of doctors to help deal with the crisis, which has already claimed the lives of over 3,400 people in Italy.

The WFS team ensured the medical cargo was immediately processed and cleared so it could be despatched to hospitals in Milan, Venice, Padoa and Siena. WFS expects to handle more charters into Italy in the coming days and weeks as it continues to give its full support to the relief effort taking place across the country.

Organised by the Chinese Government, the flights also repatriated 187 Chinese citizens from Italy to Wenzhu in southern Zhejiang Province.

Massimiliano Introini, Managing Director of WFS in Italy, said: "Cargo

handling specialists at airports around the world are playing a vital role in helping governments and the healthcare sector deal with the urgent medical response to the outbreak of Covid-19. In Milan, we were able to ensure that by 20.00hrs on the day medical supplies had arrived, they were delivered to Protezione Civile, Italy's emergency agency, to be distributed to various hospitals. We are ready to support more such flights to ensure life-saving equipment reaches patients as quickly as possible. This is one of the ultimate examples of the important role the airline and cargo

handling industries play at times of national and international crisis. We must ensure these vital supply lines remain open.

"I also want to knowledge the commitment of our team for ensuring this particular project was completed so efficiently and for all their hard work and support during such a difficult time for the Italian population. The health and wellbeing of our staff, alongside the safety and security of our operations, remains our highest priority and we will continue to take the necessary measures to protect all the people involved in this essential work."

# DAMCO moves into new energy efficient warehouse at London's Heathrow airport as part of ongoing investment in Airfreight

*New facility in Feltham has a Grade A Energy Performance Certificate (EPC)*

**D**AMCO has moved into a new 36,000 sq ft energy-efficient warehouse at London's Heathrow Airport as part of ongoing investment in its airfreight offering.

The freight forwarder has moved its Airfreight Operations into offices at the North Feltham Trading Estate, within three miles of Heathrow's cargo terminal, to support a growing customer base of leading UK retailers.

The Bonded facility's environmental credentials include a Building Research Establishment Environmental Assessment Method (BREEAM) rating of Excellent and a Grade A Energy Performance Certificate (EPC).

"We are working with our clients closely to help reduce their CO2 footprint," said Anthony Akerman, Managing Director,

UK and Ireland, DAMCO.

"Their focus on a triple bottom line to satisfy the goals of finance, environment, and ethical and social drivers to create sustainability means we need to remain creative in our approach.

"By utilising our new facility, we will help to reduce CO2 on air shipments by consolidating clients' cargo at origin in order to book on direct flights rather than use transshipment hubs.

"This allows us to kill volumes on the shipments, providing similar non-direct pricing for cargo that actually flies on a direct flight, reducing the CO2 footprint.

"By choosing a new build, we were able to ensure a more energy-efficient facility, benefitting from solar power on the roof and electrical charging points

for our vehicles, and we have invested in recycled office furniture."

The new facility, which is open seven days a week, is located at SEGRO Central Spaceway in the North Feltham Trading Estate.

"With its prime location close to Heathrow Airport, excellent road connections and quality of workspace, Central Spaceway provides a compelling proposition to occupiers, particularly those committed to a robust sustainability agenda," said Alan Holland, Business Unit Director, Greater London, SEGRO.

DAMCO, which is a UK Civil Aviation (CAA) Regulated Agent, has invested in the new facility as part of ongoing global growth and development underpinned by its Business Resilience and its Digitalisation Programmes.





## FIATA voices its concern on the impact of the current Coronavirus crisis on the movement of goods

*Calls for the relaxation of a variety of governmental and non-governmental entities monopolistic positions at ports and airports as to fiscal charges*

**F**IATA, the International Federation of Freight Forwarders Associations, has voiced its concern as to the impact of the current Coronavirus crisis on the movement of goods, and calls for the relaxation of a variety of governmental and non-governmental entities monopolistic positions at ports and airports as to fiscal charges. With rapid escalation of travel restrictions and closed borders as to people movement, the movement of goods has also been compromised.

FIATA President, Basil Pietersen, in a communique to members noted that these are unprecedented times where in most of our living memories has the world faced such a global crisis. With the priority being to combat the global health pandemic by governments, FIATA sees a need to also focus on the business outcomes which drive our

societal and personal outcomes.

The global supply chain, while compromised, continues to be operational however in a very fractured state. It is known that the revival of national economies is totally linked to global trade and while governments may set the policy on such, it is traders who trade and FIATA members who ensure the delivery of those goods to users and consumers. Shipping lines, airlines and other transport operators provide the conveyance and are chosen as the method of transport most cost effective by the international freight forwarder. So, in this logistics struggle freight forwarders are a key component.

The role of FIATA members is to ensure the supply of food and basic necessities for communities and economies and their citizens affected by Covid-19.

While FIATA notes the resilience of its

National Association affiliates and their members, FIATA calls its community to unite and convey a clear and concise message to their respective National governments that the freight forwarders will be pivotal to each economy's revival and need to be at the heart of what will be required in trade facilitation reform.

FIATA has called for its National Association to meet the challenge of their members in being recognized as a "special industry category" in the discussions that will need to be held for the future rebuild and for all to use this time wisely. There is now more than ever a common need to fully implement the World Trade Organisation Agreement on Trade Facilitation.

While sympathy goes to those affected by the Covid-19, FIATA is mindful of the social, community and economic impact faced by all. FIATA's President pledges through its National Association Members to meet those trade challenges to the best of freight forwarders collective capabilities.

## UPS achieves CEIV pharma in Singapore



**T**he UPS freight forwarding operation at Changi Airport has received IATA CEIV Pharma certification for pharmaceutical logistics — a first for UPS in Asia Pacific.

IATA's CEIV Pharma certification is an industry certification developed by IATA, regulators and aviation industry stakeholders.

The certification requires companies to meet or exceed many existing pharmaceutical standards and guidelines such as IATA Temperature Control Regulations, European Union Good Distribution Practices, World Health Organisation Annex 5 Good Distribution Practices for Pharmaceutical Products and United States Pharmacopeia Standards.

"Pharmaceuticals are time and temperature-sensitive, requiring an

extra amount of care throughout the transportation process. These are not typical packages, and at times life-saving deliveries as well. This certification is an affirmation of the high standards of handling and transportation that UPS's customers in the healthcare and life sciences sector have come to rely on for their high-value shipments," said Lim Bee Koong, director, healthcare strategy, UPS Asia Pacific.

As a biomedical sciences hub for the Asia Pacific region, Singapore is home to eight of the top 10 pharmaceutical companies globally, manufacturing four of the top 10 drugs by global revenue.

## WFS handles largest single shipment at Paris pharma centre

Worldwide Flight Services' (WFS) new Pharma Centre at Paris Charles de Gaulle Airport has handled its biggest single shipment so far of 34 temperature-controlled containers for customers AirBridgeCargo Airlines and Kuehne + Nagel.

Maintained within a +2-8 degrees Celsius temperature environment, the outbound shipment to Beijing spent 24-48 hours in the Pharma Centre in

preparation for its delivery to China onboard one of AirBridgeCargo's Boeing 747 freighters.

AirBridgeCargo has been a regular customer of WFS' IATA CEIV certified Pharma Centre since the €10 million facility opened in the second half of 2019. To confirm compliance with its own requirements, Kuehne + Nagel also conducted its own audit of the Centre before commencing shipments.

WFS' Pharma Centre is the only dedicated facility at Paris CDG – the second largest air cargo gateway in Europe. With a team of highly-trained and dedicated pharma handling experts, the Centre offers temperature-controlled warehousing and handling services as well as a transport fleet specifically adapted to guarantee the integrity of pharmaceutical shipments. Already, some 30 airlines and freight forwarders are using the Pharma Centre regularly to support their strict pharma product requirements, and WFS expects the operation to process over 8,000 tonnes of healthcare and life science products in 2020.

Hugo Rodrigues, Vice President



Cargo France at WFS, said: "Our decision to invest in this state-of-the-art facility to support our airline and freight forwarder customers, as well as the pharmaceutical industry, has already been validated by the strong demand we are seeing from so many different organisations. This particular shipment for AirBridgeCargo and Kuehne + Nagel was the biggest so far and helped to demonstrate the capabilities of both the facility and our team. With the need for pharma products all over the globe likely to soar in 2020, we will deliver the capacity and quality of service our customers need to ensure the integrity and efficiency of their pharma supply chains."

## AIRPORTS

# Amsterdam Airport Schiphol Ad Hoc slot allocation temporarily changed to provide sufficient slots to freighters

Amsterdam Airport Schiphol's (AMS) slot procedure has changed after Airport Coordination Netherlands (ACNL) temporarily lifted the Local Rule 2 (LR2) due to the global COVID-19 outbreak.

The purpose of LR2 at AMS is to provide sufficient ad hoc capacity for full freighter airlines, but ACNL said in the current "exceptional circumstance" caused by the COVID-19 outbreak, LR2 works "counter-productively".

Under LR2, the number of slots available for reallocation is limited, but the temporary lifting of the rule frees

up freight operations.

"In these difficult times, it is important that we work together to ensure that the supply chain keeps moving," said Bart Pouwels, Head of Cargo, Amsterdam Airport Schiphol.

"The lifting of LR2 will enable us to operate temporarily more ad hoc full-freighter flights at AMS, which is much needed to offset the current decline in belly capacity."

Effective immediately, ACNL will not use LR2 for ad-hoc slots to be allocated up to and including 6th June 2020.

In addition, slots which have been

handed back to the slot coordinator by passenger carriers who are not using them, are to be offered to full freighter operators first on an ad hoc basis until 6th June 2020. ACNL said that due to the proposed temporary 80/20 waiver, which required airlines to use 80% of their slots or risk losing them, it expects a large number of slots to be handed back. With this decision ACNL is aiming to provide sufficient slots in line with the purpose of LR2 and so that the necessary freight capacity is maintained in the general interest for goods transported to/from the Netherlands.

# Coronavirus: Global air cargo's chargeable weight drops 9% in March

The global chargeable weight of air cargo in April 2020 fell - on a like-for-like basis - by nearly 9 percent versus 2019 as the industry suffered the dramatic consequences of the novel coronavirus (Covid-19) on world trade.

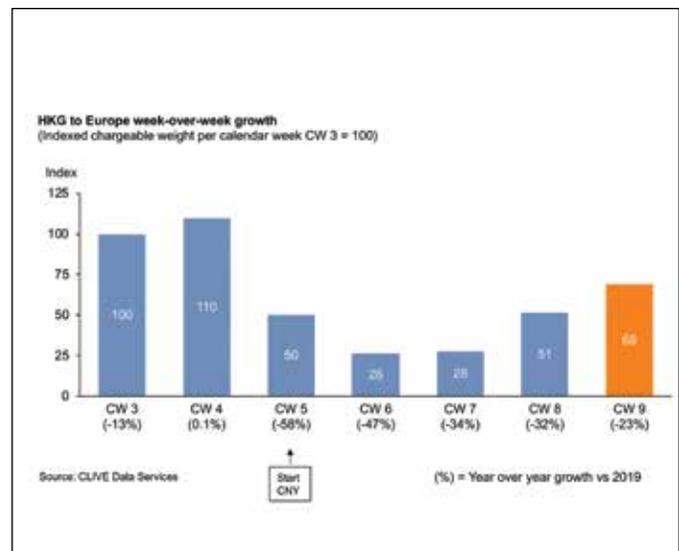
Market analyses by Clive Data Services for last month show that conducting a basic year-on-year comparison of airfreight volumes would have produced a decline of close to 2 percent. However, adjusting the analyses for the fact that the Chinese New Year fell early this year (-3 percent) and the fact that April 2020 is a Leap Year, with an extra day over the same month a year ago (-4 percent), takes the overall decline to close to 9 percent.

Clive's managing director, Niall van de Wouw said: "If ever there was a moment when we can highlight the limitations of basic month-on-month analyses from a methodology standpoint,

this is it. While all three analyses are correct by themselves, it is our opinion that the near -9% decline in March is the best 'temperature reading' of the state of the global air cargo industry. Without the normalisation of the data we have applied, the picture is skewed."

## Hong Kong

Looking in further detail at the Hong Kong market, March's data reveals the return to a more 'normal' dynamic load factor picture. This, however, is more related to the capacity taken out of the market by airlines than a surge in demand. Air cargo volumes out of Hong Kong are still 30% below their level post Chinese New



Year and 23% less than in the same week of last year. On a more positive note, the step-by-step growth in chargeable weight does indicate that Chinese demand for cargo capacity is showing the early signs of shifting gear.

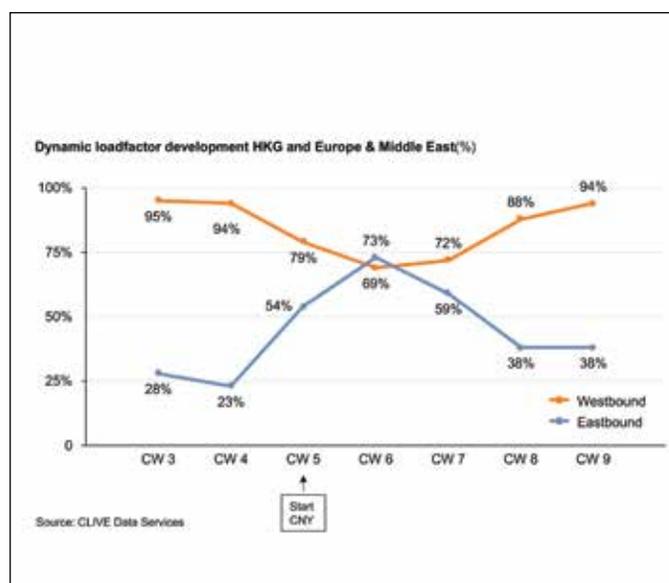
The dynamic load factor for April 2020 of 65 percent was down 1% year-on-year but 3% higher than in January.

Clive's first-to-market analyses each month consolidates data shared by a representative group of international airlines operating to all corners of the globe. Based on both the volume and weight perspectives of the cargo flown and capacity available, it gives the air cargo industry the earliest possible

barometer of market performance each month.

## Clive Data Services

Clive's 'dynamic load factor' analysis refreshes the way air cargo capacity usage is traditionally measured to reflect modern-day reality. It is based on the fact that airlines' cargo capacity nearly always 'cube out' before they 'weigh out' as a result of an aircraft's higher capacity density (available kgs per cubic meter) than the average density of the goods moved by air. Consequently, Clive says, traditional load factors, based only on weight, underestimate how full planes really are, and thus give a distorted picture of how the industry really is performing.



# Air Cargo Market is Projected to Grow

From USD 92,812.56 Million in 2018  
to USD 183,804.57 Million by 2025,  
at a CAGR of 10.25%



The recent strong upturn in the air cargo market is driven by three key elements: synchronized global economic expansion, increased industrial output, and world trade growth.

The air cargo market is segmented into service, component, and end-user. Based on service, the market is further classified into express and regular. Based on the component, the market is split into air freight and airmail. And by the end-user, the market is classified as Consumer Electronics, Food and Beverages, Pharmaceuticals and Healthcare, Retail, Third Party Logistics, Chemicals and Manufacturing.

The global air cargo market is highly competitive and is marked by the presence of a large number of international and regional players. The market has witnessed increased competition between vendors based on the pricing model, differentiation of technology, brand name, service quality, product differentiation, and technical expertise.

Global Air Cargo Market to grow from USD 92,812.56 Million in 2018 to USD 183,804.57 Million by 2025, at a Compound Annual Growth Rate (CAGR) of 10.25%.

## TRENDS INFLUENCING THE AIR CARGO MARKET SIZE:

The rising e-commerce has put sales channels under pressure for faster delivery and an efficient supply chain. This scenario provides opportunities for the distribution and warehousing facilities of third parties to integrate with the air e-commerce system. Owing to the continued growth in online shopping, many third-party logistics (3PLs) are offering more multimodal services, which include air cargo service as a critical mode of transportation. In addition, growth in overall cross-border e-commerce is expected to fuel demand for the air cargo market.

In general, products transported by air, such as time-sensitive perishables and high-value materials, including computers, consumer electronics, and pharmaceuticals, are among the fastest-growing trade flows in the world. This increase in demand for these products has in-turn, increased air cargo market growth.

In developed countries, dedicated air cargo terminals are being designed in tandem with the increased air cargo volume to speed up the air cargo screening process and efficiently manage security threats. On the other hand, with the aid of advanced air cargo screening systems, new freight terminals are increasingly being used, thereby triggering the expansion of the air cargo market.

View Full Report: <https://reports.valuates.com/market-reports/360I-Auto-3J71/air-cargo-market>

### REGION WISE AIR CARGO MARKET SHARE ANALYSIS

During the forecast period, North America is predicted to be the fastest-growing regional market. The increasing US economy and high disposable per capita income are driving the region's business growth.

### GLOBAL AIR CARGO MARKET, BY GEOGRAPHY

Americas, Argentina, Brazil, Canada, Mexico, United States

#### Asia-Pacific

Australia, China, India, Japan

#### Europe, Middle East & Africa

France, Germany, Italy, Spain, United Kingdom

### MARKET SEGMENTATION & COVERAGE

The research report categorizes the Global Air Cargo Market to forecast the revenues and analyze the trends in each of the following segments:

#### AIR CARGO MARKET, BY SERVICE

Express, Regular

#### AIR CARGO MARKET, BY COMPONENT

Air Freight, Air Mail

#### AIR CARGO MARKET, BY END-USER

Consumer Electronics, Food and Beverages, Pharmaceuticals and Healthcare, Retail, Third Party Logistics, Chemicals, Manufacturing

### SIMILAR REPORTS:

#### 1. Air Cargo & Freight Logistics Market

The report strategically segments the market into type and application. Based

on type, the market is segmented into domestic and international. And based on the application, the market is segmented into food, Industrial Materials, and Equipment. This report studies the global market size of Air Cargo & Freight Logistics, especially focuses on key regions like United States, European Union, China, and other regions (Japan, Korea, India, and Southeast Asia).

Further, this study presents the Air Cargo & Freight Logistics production, revenue, market share, and growth rate for each key company and also covers the breakdown data (production, consumption, revenue, and market share) by regions, type and applications. History breakdown data from 2014 to 2019, and forecast to 2025.

View Full Report: <https://reports.valuates.com/market-reports/QYRE-Auto-5N399/air-cargo-freight-logistics-market>

#### 2. Airport Cargo Rack Market

The report strategically segments the market into type and application. Based on type, the market is segmented into metal and composite material. Based on the application, the market is classified as Warehouse Terminal and Freighter Aircraft. This report focuses on Airport Cargo Rack volume and value at the global level, regional level, and company level. From a global perspective, this report represents the overall Airport Cargo Rack market size by analyzing historical data and future prospects. Regionally, this report focuses on several key regions: North America, Europe, China, and Japan.

View Full Report: <https://reports.valuates.com/market-reports/QYRE-Auto-21G1068/global-airport-cargo-rack-market>

#### Air Cargo Security Market

Air cargo security equipment systems are devices that are used to search parcels and classify hidden illicit objects in boxes transported by flights. This device is majorly used in applications such as air cargo security screening, aviation checkpoint solutions, advanced personnel screening. This study presents the Air Cargo Security production, revenue,

market share, and growth rate for each key company, and also covers the breakdown data (production, consumption, revenue, and market share) by regions, type(X-ray systems, Human-heartbeat detection systems) and applications(advanced personnel screening, air cargo security screening, aviation checkpoint solutions).

View Full Report: <https://reports.valuates.com/market-reports/QYRE-Auto-13I391/air-cargo-security-market>

#### Air Cargo Management Market

The report is strategically segmented into type and application. Based on type, the market is further segmented into Air Freight and Air Mail. Based on the application, the market is split into Express Air Cargo and Regular Air Cargo. This study focuses on the global status of Air Cargo Management, future outlook, the potential for growth, key market, and key players. The aims of the study are to present the growth of Air Cargo Management in North America, Europe, China, Japan, Southeast Asia, India, and Central & South America.

View Full Report: <https://reports.valuates.com/market-reports/QYRE-Auto-14Q1200/air-cargo-management-market>

#### Air Cargo Screening Systems Market

The report strategically segments the market into type and application. Based on type, the report is further segmented into Explosive Detection Systems (EDS), Explosive Trace Detection (ETD), and Non-computed Tomography Transmission X-ray (Non-CT X-ray). And based on the application, the market is split into Commercial and Military. This study focuses on the volume and value of Air Cargo Screening Systems at global, regional, and enterprise levels. From a global viewpoint, this study reflects the overall market size for Air Cargo Screening Systems by evaluating historical data and expectations for the future. The study focuses mainly on North America, Europe, China, and Japanese regions.

View Full Report: <https://reports.valuates.com/market-reports/QYRE-Auto-12P1231/air-cargo-screening-systems>

# VRR Unveils the Air7

## World's First Inflatable AKE Container



The world's first inflatable AKE container was officially displayed by VRR, a leader in innovative solutions for Unit Load Devices. The reveal was planned during the annual World Cargo Symposium, which was postponed due to the coronavirus (COVID-19) outbreak. Therefore the reveal of the Air7 to a larger audience will also be postponed until further notice.

The Air7 is the first ever inflatable solution for Unit Load Devices on the market, and it is ready for certification. VRR is convinced users of the Air7 will see their competitiveness improve significantly.

"Current methods of relocating ULDs are expensive and time consuming," explains Geert van

Riemsdijk, Managing Director of VRR.

"But a container that can be collapsed quickly and easily and then stacked seven high on a lower deck is a game changer for fleet managers. That's really going to help them cut costs and increase capacity. And then we have not even discussed the cost saving when it comes to storage of the containers".

The prototype of the inflatable AKE was revealed at last year's WCS in Singapore. The Air5, as the prototype was called, demonstrated the considerable potential of inflatable ULDs, including their ability to help resolve the global air cargo imbalance on many trade lanes. VRR has been overwhelmed by interest from around the world ever since. It even won the

interDESIGN excellence award at the Airport Europe 2019.

"We're now at the stage where we can involve our customers and discuss real-life testing," says Ben Lakerveld, Sales Manager at VRR.

Just like its prototype, the Air7 is inflated in seconds and automatically takes shape as an AKE container using mere air pressure. Air is released to collapse the container, which takes just two people and less than two minutes. Despite the impressive space saving measures, no concessions have been made to the robustness, strength or safety of the structure.



## Turkish Cargo has optimized its flight network and schedule to meet its customers need

Turkish Cargo, has optimized its flight network and schedule to meet all its customer needs, adapting to the extraordinary situation caused by the global COVID-19 outbreak. In order to avoid disruptions that may occur in supply chain, Turkish cargo continues to provide cargo-only transportation services with Turkish Airlines' passenger aircraft in addition to its flights with freighters.

During this unprecedented period, the airline continues to be a solution partner to its customers, while its team of experts provide service 24/7



## Shailendar Kothari appointed Managing Director, Jettainer Americas Inc.

**S**hailendar Kothari is the new Managing Director of Jettainer Americas Inc. The Jettainer daughter company is based in Delaware and includes branches in Dallas, Chicago, Miami, New York and Los Angeles. In his new role, Kothari is responsible for the company's operational activities, as well as business and market opportunities in the Americas.

After graduating from the University of New Delhi, Shailendar Kothari gained his first experiences in the aviation industry as Operations Officer at Pan American World Airways and Deutsche Lufthansa in New Delhi. Later, he was employed as a Senior Ramp Supervisor at Oman Aviation in Muscat. His Lufthansa Group career began in Sharjah, United Arab Emirates, in 1993, where he became Manager for Flight Operations.

After one year as Deputy Regional Manager South East Asia in Singapore from 2000 to 2001, Kothari took the responsibility as Regional Director Logistics for the Greater China region. From December 2006 to September 2014, he was Head of Operations Asia Pacific & Middle East.

In 2014, Kothari moved to Frankfurt to head Production Procurement, where he was responsible for worldwide procurement of Lufthansa Cargo warehouses, aircraft and GSSA services, as well as MRO, MHS and ULD contracts. From 2017, as Director for Global Category Management, he took the responsibility for the Group companies' procurement of all warehouses, aircraft handling services and logistics.



"With Shailendar Kothari, we have been able to win an internationally recognized cargo expert, who has extensive operational and strategic experience and knowledge. He is well networked within the aviation and airfreight industry worldwide," says Thomas Sonntag, CEO at Jettainer GmbH.

"I am delighted that Mr. Kothari will represent Jettainer Americas Inc. for North and South America and will successfully lead the company's business," Thomas Sonntag adds.



## Gertjan Roelands takes charge as SVP sales & distribution at Air France KLM Martinair Cargo

**G**ertjan Roelands is appointed senior vice president of Sales & Distribution of Air France KLM Martinair Cargo. As such, he will be in charge of all global commercial activities, including digital services. He succeeds Christophe Boucher, who has been appointed EVP of Air France Cargo.

Gertjan Roelands (44) has a master's

degree in Business Economics from the Erasmus University in Rotterdam. He joined KLM in 1999 and gained commercial and operational experience in various managerial positions at KLM, Air France-KLM and its Cargo division.

In his current position, Mr. Roelands is responsible for the Area Europe at Air France KLM Martinair Cargo, leading the market organisations in Europe.

He previously held managerial positions at various Passenger division departments, including Pricing & Revenue Management, Sales at KLM Netherlands and Global Sales at Air FranceKLM.

Before joining Cargo in 2015, Mr. Roelands was vice president Commercial for Africa & Middle East at Air France-KLM.

# IBS Software

## Takes Lufthansa Cargo Handling to the Cloud

IBS Software, a leading SaaS solutions provider to the global travel industry, has signed a five-year contract with Lufthansa Cargo AG (LCAG), to take full ownership of the hosting and maintenance of Lufthansa Cargo's iCAP cargo handling application platform, which is powered by IBS Software's iCargo cargo management platform.

Lufthansa Cargo's decision to move to IBS Software's SaaS hosting platform is part of its long-term objective to focus on its core cargo business without compromising on IT operations. As part of the decision-making process, Lufthansa Cargo evaluated the capabilities of global hosting service providers on critical areas including application availability, security regulatory and data privacy.

Lufthansa Cargo stands to benefit from IBS Software's industry-first

*Lufthansa Cargo AG selects IBS Software's industry-first 'zero outage' SaaS solution to host and maintain its iCAP cargo handling application platform*

'zero outage' capability for its SaaS offering. With zero outage capability, planned maintenance is completed with absolutely no outage to the business IT system – one of the major benefits for Lufthansa Cargo. This unique capability results in operational stability, which is essential to fulfill the customer promise and to provide effective and seamless cargo handling operations around the clock across all time zones without any service disruptions.

Lufthansa Cargo will also benefit from superior and faster application performance of highly complex cargo

business functions and processes. As an example, Lufthansa Cargo processes one million messages per day. Each message will now be processed noticeably faster than before in less than one second on the IBS Software SaaS platform.

Initial performance of the system, which operates from IBS Software's new data centre in Frankfurt, has shown that the SaaS service has exceeded the benchmarks in all parameters set by Lufthansa Cargo, with 100% SLA compliance.

Lufthansa Cargo CIO Dr. Jochen Göttelmann said, "IBS Software has consistently delivered beyond expectations throughout our relationship that started with the iCAP implementation. They have demonstrated their capability to take on the established leaders in application hosting and offer a true SaaS provisioning that helps us to focus on our core competencies. We greatly value the responsibility and commitment that IBS Software brings to the table."

"IBS Software is thrilled to sign up Lufthansa Cargo as a SaaS customer, benefitting from our industry leading iCargo platform hosted in our world class data centres. Lufthansa Cargo's selection of IBS Software is testament to our excellent track record of iCAP delivery for the past seven years, and our commitment to consistently deliver value to our customers," said Ashok Rajan, SVP & Head of Airline Cargo Services, IBS Software.





## Drone Delivery Canada Announces DSV Project Now Commercially Operational

**D**rone Delivery Canada Corp. has announced that the DSV Air & Sea Inc. Canada (“DSV”) project is now commercially operational.

On October 23, 2019 DDC announced that it had entered into a commercial agreement with DSV (the “Agreement”), through its sales agent Air Canada (TSX: AC), to provide its drone delivery platform for the use of DSV commencing at DSV’s head office in Milton Ontario. Commercial operations and revenue-generation are pursuant to the terms of the

Agreement. The Company expects multiple subsequent inbound/outbound commercial routes for DSV’s customers with time-sensitive cargo.

Customers pay DDC a monthly fee for each drone route deployed, pursuant to the terms of their respective agreements.

“This is a significant commercial landmark for the Company – our first operational, commercialized customer is now live. DSV is a global leader in the logistics industry and a perfect fit as a long-term, scalable customer for us,” said Michael Zahra, President &

CEO of DDC. “DDC continues to lead the drone logistics industry and we have a very strong funnel of global opportunities and expect to see continued customer announcements in 2020 for deployment & revenue generation this year. We would like to thank our employees, shareholders, Air Canada and DSV for helping us achieve this major commercial milestone.”

“With the commercial roll-out, we are looking ahead with our clients based on their unique needs and requirements. Many of our key clients are excited and ready to be part of these innovative next steps,” said Martin Roos, Managing Director – DSV Air & Sea, Canada.

“Air Canada is extremely proud to be a ‘First in Flight’ partner with DSV and Drone Delivery Canada,” said Tim Strauss, Vice President, Cargo at Air Canada. “We are entering a unique time in aviation history as we move towards a future that suggests an entirely new landscape of opportunities for the global supply chain. And we are beyond delighted that the front door to this new world is opening up right here in Canada enabled by the incredible technology Drone Delivery Canada has brought to the market.”

## FlowSpace offers free storage and inbound transportation to non-profits fighting Covid-19

**T**ech platform FlowSpace is offering its free services for one month to organizations responding to the Covid-19 crisis. FlowSpace enables businesses and organizations to store and deliver products quickly and efficiently using a nationwide network of fulfillment centers.

“Across the country, the spread of the Covid-19 pandemic is creating urgent needs for the distribution of a wide range of needed materials including masks, soaps, hand sanitizers,

gloves and medical equipment,” said FlowSpace co-founder and CEO Ben Eachus. “Our goal is to help non-profits and businesses with these products to mobilize a fast and reliable supply chain that allows them to quickly ship, store and deliver products where they have the greatest need.”

One month of free support is open to qualifying nonprofits and businesses that are working to aid Covid-19 relief efforts, which includes the transportation and storage of up to 50 standard size pallets in any of



its national network of warehouses. Organizations have until May 1 to sign up and inbound inventory.

FlowSpace’s network includes more than 1,000 warehouses and fulfillment centers strategically located in over 120 locations across the United States.

# Oman Air Cargo awards Jettainer for “Best Service”



Jettainer, the leading international service partner for outsourced ULD management, received the Oman Air Cargo Award 2020 in the category “Best Service” during the award gala on 4th March in Muscat, Oman. It is the second year in a row that Jettainer receives this honoring. Every year the cargo airline recognizes those partners with a Certificate of Appreciation whose support and cooperation particularly stood out in the last year.

“We are very pleased that we were able to convince with our work again. Receiving the award the second time in a row underlines our excellent relationship

with Oman Air Cargo”, comments

Thomas Sonntag, CEO of Jettainer GmbH. Mr. Mohammed Al Musafir, SVP - Oman Air Cargo, said at the award ceremony: “We thank our cooperators for the outstanding work in 2019. With Jettainer, we can count on a reliable partner for over two years already and we are looking forward to a fruitful long-term cooperation.”

Oman Air outsourced the ULD management to Jettainer in October 2017. The market leader has a dedicated team in Abu Dhabi and Muscat, which manages just under 20.000 standard and special ULDs for international airlines in the Middle

Eastern region. In 2019, Jettainer has increased Oman Air’s ULD fleet by about 20% to support their future growth strategy. Jettainer’s regional office also operates the order management of temperature-controlled containers, which requires a high level of expertise as these are managed differently from standard ULDs. Jettainer is the only company offering this kind of service, managed globally from Abu Dhabi. Further, Jettainer partners with two local certified repair shops for ULD repair services and operates a JettLease station at Abu Dhabi Airport to complete the service portfolio in the Middle East.

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