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# CARGO

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**Turkish Cargo**  
builds e-commerce  
bridges with Shopee

**Etihad Cargo**  
Signs MOU for  
Sustainable  
Pharmaceutical  
Transportation  
Solutions

**Lufthansa Cargo**  
on the way to CO<sub>2</sub>  
neutrality by 2050

**Qatar Airways**  
announces a  
record profit in its  
25-year history

**Silk Way  
West Airlines**  
signs order for  
two A350F

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# CARGO NEWSWIRE

Volume 12 | Issue 10 | July 2022

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## Editor's Letter

### Emerging as the largest logistics trade show in the USA



- Space expanded by 15%. Three-quarters of the booths firmly booked.
- International exhibitors for intermodal supply chains on site
- Focus on Europe, Asia, and the American north-south axis

**15 percent more space for more than 200 international exhibitors. The transport logistic Americas & air cargo forum trade show will be held Nov. 8-10, 2022, in Miami and is the largest logistics trade show in the world this year. Around four months before the start of the event, bookings with 75 percent are above plan. Messe München has therefore expanded the exhibition space together with cooperation partner TIACA (The International Air Cargo Association).**

On the nearly 11,000 m2 of exhibition space, from top 10 global players to startups, around 200 companies have booked or announced their presence at the show. Well-known logistics brands such as Etihad Cargo, the Korean Air Cargo Hub Incheon, Miami Airport, FedEx, and Rhenus Logistics are coming. **Dr. Robert Schönberger, Head of transport logistic exhibitions at Messe München** is satisfied: *"This year we will have the largest logistics trade*

*fair event - not only in the USA - but probably worldwide. Our cross-modal supply chain approach is working. Shippers, logistics, and other service providers are offering the exhibition visitors the building blocks they need for stable supply chains. In the long term, we see the new show as a supply chain platform for Americas."*

#### Intermodal supply chains

Suppliers from around the world will gather at the Miami Beach Convention Center. Exhibitors around the air cargo forum, founded by TIACA, form the foundation. Logistics service providers, logistics-related services, and suppliers for IT and digitization complete the spectrum. The focus will be on intermodal links with Europe and Asia as well as the North-South axis from Canada to Latin America. The exhibition expects more than 5,000 participants. Partner organizations including Americas Alliance, Neutral Air Partner or Miami-Dade Beacon Council bring forwarders and shippers from the region and Central America to the show. A high-profile conference program is being planned.

#### International Air Cargo

As the world's largest hub for air cargo between North and South America, transport logistic Americas &

# Contents

air cargo forum is a homecoming for Miami International Airport (MIA). The hub imports fish, flowers, fruits, and vegetables and exports pharmaceutical, engineering, automotive, and ICT products. Like exhibitor Incheon International (ICN) of South Korea, MIA ranks among the top 10 cargo airports worldwide. Together with fourteen other airports in the U.S., Singapore, Canada, and Europe to date, they are showcasing air cargo solutions. The strong north-south axis is equally evident in the airlines. Across the

Americas, exhibitors from Canada to Brazil are on hand, including AerCaribe and Latam. Ethiad is one of the air cargo brands presenting cargo flight networks via Asia, Africa, and Europe. From Germany, Eurocargo and Munich Airport have already booked their space.

## Fast market access

*“transport logistic Americas is a perfect platform for us to engage with potential clients and network with carrier partners throughout the Americas. With our regional headquarter in Miami, we intensify and establish contacts for stable*

*supply chains via the shortest routes across all modes of transportation. Participating in this trade fair is a great opportunity to showcase our world-class logistics services and our strong presence in the Americas,”* explains **Jörn Schmersahl, CEO of Rhenus Air & Ocean Americas**. Many of the exhibiting logistics companies and service providers for logistics-related services, IT, and equipment, as well as the trade fair visitors, come from Florida and the neighboring Central American countries. The firmly booked space is occupied in part by joint stands for international digital startups, pavilions for companies from Germany, and Italy as well as various associations. *“Stable supply chains are more important than ever. Miami is exactly the right place as a hub between North and South. From global players to startups, we see a lot of potential for companies from Central and South America. In the long term, the fair will occupy an important place in the global event landscape. We are confident that participating at the air cargo forum Miami and transport logistic Americas, will drive direct value to our members and worldwide customer base,”* says **Christos Spyrou, CEO & Founder of Neutral Air Partner, a global network of leading air cargo architects and aviation specialists**.



**DEVENDER GROVER**

We are on



- 06 AIRCARGO: Turkish Cargo builds e-commerce bridges with Shopee**  
Being one of the significant contributors to the global supply chain sustainability, Turkish Cargo builds air cargo bridges for cross-border e-commerce shipments. The brand strengthened its strategic partnership with Shopee, the leading e-commerce platform based in Singapore.
- 16 AIRCARGO: Silkway west Airlines celebrates ten years of success**  
Silk Way West Airlines, a member of the Silk Way Group and the largest cargo airline in Europe serving a network of scheduled and charter destinations worldwide, celebrates its 10th anniversary.
- 23 AIRCARGO: Qatar Airways announces chapter 4 of WeQare diversity**  
Qatar Airways Cargo dedicates Chapter 4 of its WeQare sustainability initiative to the 2,873 diverse individuals who are the face and heart of the airline, and the main reason for its success.

# Contents

26



- 26 AIRCARGO: Korean Air awarded air transport world's cargo operator of the year  
Korean Air has been announced the winner of one of the most prestigious honors in the aviation industry: Air Transport World's (ATW) 2022 Cargo Operator of the Year.
- 36 AIRCARGO: Swissport launches test of the automated guided vehicle in Frankfurt  
Swissport's 17,000 sqm air cargo center in Frankfurt, complete with an integrated CEIV certified Swissport Pharma Center, is equipped with cutting-edge cargo logistics and handling innovations.
- 45 LOGISTICS: Bollore Logistics and Air France KLM Martinair cargo extend their sustainability partnership  
This joint effort includes an extension of Bollore's participation in AFKLM Cargo's SAF programme, which already started in January 2021 for cargo flights between Paris Charles de Gaulle and New York John F. Kennedy airports.
- 54 TECHNOLOGY: CargoTech, the one-stop-shop providing Digital Solutions to the Air Cargo Industry  
Going digital or upgrading existing technology can be daunting. The air cargo industry is highly fragmented, both in terms of supply chain stakeholders, as well as available systems.
- 59 ASSOCIATION/EVENT: First TIACA Regional Event a Success  
Tuesday, June 28th, TIACA held the first Regional event in Amsterdam. The event brought over 150 delegates from across the industry to discuss issues that affect the European air cargo market.
- 63 TRENDS: The airfreight industry will not suffer any "lasting negative impact" from the pandemic  
Speaking at the Scan Global Logistics Air & Ocean Freight Outlook June 2022, Ashwin Bhat, chief commercial officer at Lufthansa Cargo, said that the company believes: "There won't be any lasting negative impact from the pandemic for air cargo."



# Turkish Cargo

builds e-commerce bridges with Shopee

Being one of the significant contributors to the global supply chain sustainability, Turkish Cargo builds air cargo bridges for cross-border e-commerce shipments. The brand strengthened its strategic partnership with Shopee, the leading e-commerce platform based in Singapore.

Thanks to the cooperation between Turkish Cargo and Shopee, millions of consumers, who have internalized the digital age, will be provided with an easy, fast, and uninterrupted purchasing experience with the creation of a logistic network that interconnects brands, customers, and vendors all around the world.

**Tarik Parlak, Turkish Cargo Sales Vice President (Asia Pacific)** said: *"We are pleased and excited in taking our strong partnership with Shopee to*

**TWO GLOBAL BRANDS ARE TOGETHER!**

**TURKISH CARGO**

a new level. We will continue to support Shopee’s growth with our global network and first-class service. Our partnership with Shopee fuels the expansion of Turkish Cargo’s e-commerce business, by further leveraging Turkish Cargo’s unrivalled global network.”

**Terry Xie Executive of Shopee Logistics Service (SLS)** said: “This partnership is another strategic initiative to further accelerate Shopee’s strong growth momentum in high-growth markets. With this exciting new partnership, Shopee will be able to connect with more consumers through our shopper-oriented logistics projects that leverage Turkish Cargo’s unique expertise in expanding its network and optimizing transportation to meet the growing shopper need for elevated shipping experience.”

With its unique location at Istanbul Airport, Turkish Cargo provides a flight distance of 7 hours to more than 60 capital cities in the world and offers one of the most effective solutions to its customers by means of partnerships and dedicated services such as TK COURIER and AIRMAIL developed for e-commerce logistics.

Thanks to its infrastructure, operational capabilities, and fleet; Turkish Cargo aims to provide one of the best services at its new hub SMARTIST, which has been designed to meet the needs of its customers and industry partners, and rank among the key players involved in global competition.





**TK SMART** **TK PREMIUM** **TK URGENT**

## NEW SERVICES BY TURKISH CARGO

TURKISH CARGO, THE AIR CARGO BRAND THAT FLIES TO THE MOST DESTINATIONS IN THE WORLD, CONTINUES TO CARRY YOUR BUSINESS INTO THE FUTURE.

**TK SMART** FOR YOUR GENERAL CARGO SHIPMENTS, **TK PREMIUM** FOR FAST AND PRIVILEGED SERVICE FOR YOUR IMPORTANT SHIPMENTS AND **TK URGENT** FOR YOUR IMMEDIATE SHIPMENTS WITH THE FASTEST DELIVERY TIME IN THE INDUSTRY.

 **TURKISH CARGO**

[turkishcargo.com.tr](http://turkishcargo.com.tr)

For more information visit our website. 

# Turkish Cargo to offer 3 new services for shipment

Being one of the most reliable solution partners in the global air cargo industry, **Turkish Cargo** has been investing in infrastructure and technology to provide cost saving, flexible and privileged shipment offers by means of 3 new services; **TK SMART**, **TK PREMIUM**, and **TK URGENT**.

**TK SMART**, one of the most preferred services in routine transports, has been developed for general cargo transportation and offers cost-effective advantages for shipments without weight or size limitations.

**TK PREMIUM**, a privileged world that has specially been designed for;

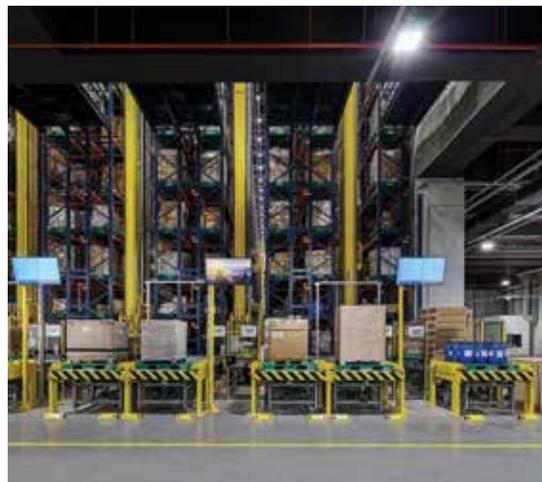
- critical shipments,
- shipments requiring a short journey time,
- shipments with short LAT (Latest acceptance time),
- providing minimum connections and fast delivery.

Shipments within the scope of **TK PREMIUM** are transported as FAB (Flown as booked) for a time saving process. Having been developed for agents that require high priority, such service also offers a capacity guarantee and a high priority in operational processes for the shipments up to 300 kilograms on freighters closed.

**TK URGENT** offers the fastest solution for urgent shipments and provides the opportunity to transport with capacity guarantee, minimum connection and shortest possible journey time. Shipments with **TK URGENT** service are to be carried as FAB (Flown as booked) and with



Daniel Lloyd Johnson, Head Of Cargo Product Turkish Airlines



a 100% money-back guarantee under certain terms and conditions. The dedicated; TK Urgent Team; is accessible on a 24/7 basis and provides follow up from booking to after-sale process.

**Daniel Lloyd Johnson, Head Of Cargo Product Turkish Airlines** said; *“As an air cargo carrier at the center of the rapidly developing logistics ecosystem, Turkish Cargo has been designing its operations based on the requirements of the industry. Within this scope, we are proud to launch 3 new services in various categories of speed, for an improved level of experience for our customers and business partners all over the world. Thanks to these new services, our customers will be able to reach global markets through Turkish Cargo’s wide flight network much more easily. Turkish Cargo will continue to support global trade with its innovative processes in terms of transportation; using high end technologies for contributing to the development of sectors, and creating a large logistics ecosystem.”*

Providing the best connections for transport to the production and trade centers in the world, Turkish Cargo continues to improve the rewarding opportunities, it offers as based on a high-quality service concept, for the purpose of meeting the requirements of its customers in the best manner. By developing tailored and practical solutions for the ever-increasing demand for logistics, the Carrier provides support to its business partners as well, while promoting the regional trade.

**TK SMART**  
SMART MOVE,  
PRACTICAL SOLUTION!

NOT SATISFIED WITH UNRELIABLE DELIVERY TIMES?  
SEND ALL YOUR SHIPMENTS WITH NO WEIGHT AND SIZE LIMITATIONS,  
WITH GUARANTEED DELIVERY WITHIN 5 DAYS.

**TURKISH CARGO**

**TK PREMIUM**  
A STEP AHEAD  
WITH THE RIGHT STRATEGY!

SEND YOUR IMPORTANT SHIPMENTS THAT REQUIRE A SHORT TRAVEL TIME  
FAST AND WITH PRIVILEGE WITH SHORT OPTION, MINIMUM CONNECTION AND  
DELIVERY PREPARATION TIME.

**TURKISH CARGO**

**TK URGENT**  
THE BEST MOVE  
FOR IMMEDIATE SHIPMENTS!

SEND YOUR CRITICAL LAST MINUTE SHIPMENTS WITH TK URGENT  
WITH GUARANTEED CAPACITY, THE BEST OPTION IN THE INDUSTRY,  
MINIMUM CONNECTION AND SHORTEST TRAVEL TIME POSSIBLE.

**TURKISH CARGO**



# Turkish Cargo

meets  
business  
partners  
in Agency  
Award  
Ceremony



**T**he global air cargo brand Turkish Cargo brought its business partners in the air cargo sector and numerous agencies operating in Türkiye together in the 'Agency Award Ceremony' organized for the 11th edition this year.



**Turkish Airlines Chief Financial Officer Assoc. Prof. Murat Şeker, and Turkish Airlines Chief Cargo Officer, Turhan Özen** participated in the award ceremony hosted by TurkishCargo in Istanbul, together with the leading representatives of the sector and agencies. In the ceremony, partner agencies with high level of cooperation in 2021 were awarded for their valuable contributions to Turkish Cargo activities

**Commenting on the Agency Award Ceremony, Turkish Airlines Chief Cargo Officer, Turhan Özen** said; *"Turkish Cargo is meeting more than 60 percent of the air cargo traffic in Türkiye, and agencies have a key role in contributing to the carrier's achievements to become the fastest growing air cargo brand in the world. Today, we not only celebrate our joint successes but also share our excitement and renew our motivation for the future. As a reliable logistics partner, Turkish Cargo will continue to improve the capacity and potential of its business*

*partners, thus playing a facilitating role in global commercial activities. I would like to congratulate our award-winning agencies, and thank each and every one of our agencies who contributed to Turkish Cargo with their valuable cooperation."*

The transportation agencies that rank the top three by receiving awards in Türkiye in general, in Istanbul, and in Anatolia are as follows:

Year 2021 Agency of the Year from Türkiye 1st Prize; ATILIM  
 Year 2021 Agency of the Year from Türkiye 2nd Prize; YEDİTEPE  
 Year 2021 Agency of the Year from Türkiye 3rd Prize; DSV  
 Year 2021 Star Agency from Türkiye Award; KITA LOJİSTİK  
 Year 2021 Star Agency from Türkiye Award; PTS  
 Year 2021 Agency of the Year from Istanbul 1st Prize; ATILIM  
 Year 2021 Most Innovative Agency from Türkiye Award; ISS GLOBAL FORWARDING

Year 2021 Agency of the Year from Istanbul 2nd Prize; KERRYASAV

Year 2021 Agency of the Year from Ankara 1st Prize; ALBATRANS LOJİSTİK A.Ş.

Year 2021 Agency of the Year from İzmir 1st Prize; YEDİTEPE TAŞIMACILIK A.Ş.

Year 2021 Agency of the Year from Adana 1st Prize; DSV

Year 2021 Agency of the Year from Antalya 1st Prize; DSV

Year 2021 Agency carrying the Most E-Commerce Load; ARAMEX

Year 2021 Agency of the Year from Sabiha Gokcen Award; YENİAY

After the program, in which approximately 200 IATA agencies and 550 participants were invited, a lottery drawn was held among the guests, as every year and 5 round-trip double international business class tickets were presented as a gift. The award night ended after the stage events celebrating the achievements.

# Turkish Airlines and Vietnam Airlines sign MoU of Cooperation



**T**urkish Airlines, the national flag carrier of Türkiye, and Vietnam Airlines signed a memorandum of understanding (MoU) at the Farnborough International Airshow in the UK to strengthen bilateral cooperation.

As the aviation industry is making a great effort to recover in the post-pandemic, the cooperation between the two flag carriers will not only open up new opportunities to enhance competitiveness and develop business but also promote economic, cultural, and social exchanges among Türkiye, Vietnam, Europe, and Middle East region.

Accordingly, Turkish Airlines and Vietnam Airlines will expand cooperation in transporting passengers and cargo, along with studying the opportunity for passenger codeshare cooperation on flight routes between Hanoi/Ho Chi Minh City - Istanbul.

Through this cooperation, customers will have more choices of new destinations on both airlines' networks.

Moreover, Turkish Airlines and Vietnam Airlines will cooperate more closely in the field of cargo transport through the implementation of a codeshare partnership, which is expected to take effect in 2023. In the future, the two airlines will explore more partnership possibilities to strengthen bilateral cooperation in this area.

**Turkish Airlines Chief Investment and Technology Officer Levent Konukcu**, commented on the importance of cooperation with Vietnam Airlines and said; "Recovering from the crisis that pandemic brought to aviation sector, we all became aware of the crucial need of cooperation. We attach importance to expanding our cooperation with Vietnam Airlines both

*in passenger and cargo. Our mutual desire and expectation are to enrich relations in many fields and provide more opportunities to our passengers. As Turkish Airlines together with this intention we are glad to sign this MoU which will eventually serve to deepen relations between our countries."*

**Le Hong Ha, President & CEO of Vietnam Airlines** said: "We are very pleased to maintain and expand cooperation with Turkish Airlines. The cooperation between the two flag carriers will bring great benefits to our passengers, and promote aviation connectivity, and economic and cultural exchanges among Vietnam, Türkiye, Europe, and the Middle East region. This is also Vietnam Airlines' effort to strengthen global cooperation, expand the route network, recover the economy after the pandemic and seize new development opportunities."



## Silk Way West Airlines signs order for two A350F

**S**ilk Way West Airlines based in Baku, Azerbaijan has signed a purchase agreement for two A350F. This is the first order from the Caspian region for this aircraft type. The freighters are intended to modernize and further grow the existing fleet with the most efficient and sustainable cargo aircraft available in the market.

*"We are delighted to sign the first but surely not the last agreement with Airbus, which marks the start of what I am sure will be a very fruitful partnership as we strive for future growth. Today, our guests witnessed a defining moment in Silk Way West Airlines' history. I am confident of the success that the*

*acquisition of these new aircraft will bring us. The signing of this agreement marks a new milestone in the growth of our company. There is no doubt that this agreement will strengthen the company's leading position in the global air freight market over the next 15-20 years,"* said **Mr. Wolfgang Meier, President of Silk Way West Airlines.**

*"I welcome Silk Way West Airlines as a new Airbus customer. The A350F is a game changer in efficiency and sustainability for the cargo operations of the future. We look forward to demonstrating how positively the economics and environmental signature of the A350s will stand out versus older*

*generation aircraft."* said **Christian Scherer, Airbus Chief Commercial Officer and Head of Airbus International.**

The A350F is based on the world's most modern long-range leader, the A350. The aircraft will feature a large main deck cargo door and a fuselage length optimised for cargo operations. Over 70% of the airframe is made of advanced materials resulting in a 30 tonnes lighter take-off weight, which together with efficient Rolls-Royce engines generates an advantage of at least 20% lower fuel burn and CO<sub>2</sub> emissions over its current closest competitor. With a 109 tonnes payload capability (+3t payload / 11% more volume than its competition), the A350F serves all cargo markets (Express, general cargo, special cargo...) and is in the large freighter category the only new generation freighter aircraft ready on-time for the enhanced ICAO CO<sub>2</sub> emissions standards.



# LATAM Cargo, the top South American carrier, goes live with e-Bookings on WebCargo

**L**ATAM Cargo goes live as the first South American carrier, offering real-time booking to over 3,500 forwarders on WebCargo by Freightos

Over the past three years, air cargo has undergone a digital revolution, driving more reliable, accurate, and accessible supply chains. This is particularly important in South America, which exports approximately \$1 trillion of goods annually.

Digital Air Cargo is expanding to South America with LATAM Cargo, the largest South American carrier, offering real-time pricing and booking for forwarders on WebCargo, a leading global cargo booking platform. LATAM Cargo, which offers services to over 135 destinations in more than 20 countries, is the first South American carrier to go live on WebCargo.

Real-time bookings with LATAM Cargo are already available for WebCargo customers on 27 lanes with the possibility of connecting in South America. With LATAM Cargo, carriers representing over 36% of global air cargo capacity are available for booking on WebCargo, unlocking additional customer value and improving efficiency. As **Carlos Cheeseman, the owner of Airgroup Miami, a Radiant Logistics Company**, said “Having LATAM on WebCargo and 7LFreight for real-time booking is an excellent addition to facilitate our moves to Latin and South America.”

“The industry is shifting towards digital collaboration and as the leading carrier of South America, we want to provide customers with reliable and efficient solutions and a broad set of

options that allows them to choose what works best for them. As part of our digitalization roadmap, we decided to partner up with WebCargo by Freightos to provide our customers access to our capacity. This collaboration is an important milestone in LATAM Cargo’s digital roadmap,” said **Jorge Galvez, the SVP Marketing and Development LATAM Cargo at LATAM group**.

“Global trade moves faster than it ever has before,” said **Manuel Galindo, CEO of WebCargo by Freightos**. “With innovative partners like LATAM Cargo, forwarders can move at the same pace, improving efficiency across over 100,000 quarterly bookings.”

Forwarders not already using WebCargo can register for free at <https://www.webcargo.co/book-air-cargo-on-latam/>

# Collaboration in Huntsville, AL with DSV and LATAM Group

*Unique solutions for congested supply chains*

**D**SV and LATAM Group (“LATAM”) are collaborating in the city of Huntsville, Alabama to offer their mutual clients a solution to the supply chain congestion. Tagged as the LATAM Star, LATAM Group (“LATAM”) together with DSV will offer service from Huntsville, Alabama with direct service to Viracopos, Brazil. This route provides the relief needed for a congested supply chain

by offering a direct cargo load by DSV Air & Sea at the Huntsville International Airport.

Voted as No. 1 on U.S. News & World Report’s annual Best Places to Live list for 2022-2023, Huntsville Alabama is an optimal origin and destination point for clients as a less congested option for more traditional cargo facilities in the nearby area. This unique collaboration is a quick turnkey

solution, loaded and controlled by DSV Air & Sea with the full commitment and lift by LATAM. Routed in return from Viracopos, through Bogota and Miami – this full-service offer is a game-changer for many looking for relief in this market.

Weekly Monday morning departures are scheduled to arrive the same day in Brazil.

*“DSV has grown its Air Freight competencies and volumes over the last years, and with that, we will continue to build on our strong and growing charter network. The new Huntsville – Brazil - Bogota service is another add-on which expands the DSV Charter Network to the resurging Latin America region from the uncongested Huntsville International Airport.”* – **Mads Ravn, Executive Vice President, DSV Air&Sea.**



# Silk Way West Airlines celebrates ten years of success



**S**ilk Way West Airlines, a member of the Silk Way Group and the largest cargo airline in Europe serving a network of scheduled and charter destinations worldwide, celebrates its 10<sup>th</sup> anniversary.

Silk Way West Airlines plays a key role in Azerbaijan's growing economy and regional leadership. The young company demonstrated its potential from the very beginning; the inaugural Silk Way West Airlines cargo flight was operated by a Boeing 747-400F on the Baku - Frankfurt-Hahn route in July 2012.

Today, Silk Way West Airlines offers effective solutions in many areas of

cargo transportation. The company's staff currently consists of more than 1,000 professionals with valuable experience and knowledge recognized by IATA and IOSA certificates.

To meet the growing demand in the global air transportation market, Silk Way West Airlines intends to further expand its fleet and global route network to strengthen its leading role in the CIS countries, the Middle East, Southeast Asia, Europe, and America.

As part of its growth strategy, the airline also plans to meet customer expectations by developing its cargo hub located at Heydar Aliyev

International Airport, which is unrivaled not only in terms of its unique geographical location, connecting East and West but also in its world-class flexibility and quality of service.

*"Today, we celebrate 10 years of growth and success at Silk Way West Airlines. I am very proud of all that the airline has achieved in such a short time. To all our loyal customers and partners, I would like to express my sincerest gratitude. I trust we will continue to fly higher and faster towards achieving our mission to become one of the leading cargo airlines in the world,"* said **Silk Way West Airlines President Mr. Wolfgang Meier.**

## More than 40 percent cargo growth: **Korean Air Cargo relies** on Vienna Airport as a cargo hub



*Korean Air Cargo is recording rising freight figures at the airfreight hub Vienna Airport: In the pandemic years 2020 and 2021, tonnages increased by more than 40 percent, and the South Korean airline is also recording steadily rising growth rates on its route between Seoul-Incheon and Vienna in the first five months of 2022. Most notably for the automotive industry in Central and Eastern Europe, Korean Air Cargo handles freight at Vienna Airport, which it uses as a European logistics hub thanks to its geographically ideal location and excellent handling infrastructure. With the expectation of further increases in tonnages, Korean Air Cargo continues to hold on to Vienna Airport.*

**W**ith approximately 39,400 tons in 2020 and 39,800 tons in 2021, Korean Air Cargo has significantly expanded its business at Vienna Airport over the past two years (27,700 tons in 2019). Also in the first five months of 2022, the South Korean airline has recorded steadily increasing growth rates. Korean Air Cargo has started connecting its homeland hub with Vienna Airport in 2004. At the beginning, the airline used Boeing 747-400F freighters. Since 2012,

Boeing 747-8Fs and Boeing 777Fs have also joined the types deployed to Vienna. Meanwhile, Korean Air-Cargo operates up to 13 flights per week to the Austrian capital. This makes it the airline's busiest airport in Europe as well as its main logistics hub for the continent. Korean Air Cargo has transported more than 535,400 tons of cargo to and from Vienna Airport.

In particular, Korean Air Cargo uses Vienna Airport to handle goods to and from Asia for automotive production in

Central and Eastern Europe. Electronic and pharmaceutical goods also account for a significant share of tonnages. Thanks to its excellent logistics infrastructure and generous handling capacities, Vienna International Airport offers fast transshipment to the European highway network. The geographically ideal location has enabled a comprehensive road feeder network, through which cargo can reach approximately 23 countries within 36 hours by truck.

*"For the coming future, we strongly expect a further increase in tonnages demanded between Seoul-Incheon and Europe. The already good development at Vienna Airport proves that we have chosen an ideal airport and transshipment point for Central and Southeastern Europe for this purpose. Despite the Corona crisis and without any congestions or disruptions, we have been able to reliably achieve a high expansion of tonnages at Vienna Airport,"* says **Park Joonseok, Regional Cargo Manager Austria, Eastern Europe at Korean Air Cargo.**

*"Air freight is becoming increasingly important in the automotive, electronics, and pharmaceutical sectors. The airspace closures over Russia or the congestion at the Chinese seaports increase the demand for reliable capacities, especially between Asia and Europe. We are therefore pleased to have Korean Air Cargo as a long-standing and strong partner with whom we can offer these capacities together thanks to our excellent logistics infrastructure and ideal location in Central and Eastern Europe,"* says **Michael Zach, Vice President Sales & Finance, Ground Handling & Cargo Operations at Vienna International Airport.**

# ECS Group offers new FLYONE destinations



Tel Aviv (TLV)/Israel, Istanbul (IST)/Turkey, Sharm el-Sheikh/Egypt, and Yerevan (EVN)/Armenia. 3 tonnes of capacity uplift are available every week from each of the new stations, and these are mainly filled with general cargo, e-commerce, and mail.

*“We have had the pleasure of providing Total Cargo Management services to FLYONE since one year now, successfully handling all cargo and mail activities across its entire network spanning 13 countries,”* says **Adrien Thominet, Executive Chairman of ECS Group.** *“FLYONE, which is in its sixth year of operation, has shown excellent resilience and strength, and we are delighted to participate in its expansion. Given ECS Group’s extensive global coverage, we are also in a position to serve its newest destinations. Our local teams all have access to the same state-of-the-art tools developed by our Cargo Digital Factory, that enable them to optimise pricing, analyse the market, perform revenue management, and automate various tasks. Our TCM service is unique and unrivalled in the industry, and we are proud that it is contributing to FLYONE’s ongoing success.”*

From its Moldovan hub, FLYONE operates around 4,000 flights per year across its network, with an average cargo capacity of 1 to 1.5 tonnes on its A319 and A320 aircraft. It flies to and from Egypt, France, Germany, Greece, Ireland, Israel, Italy, Portugal, Russia, Spain, Turkey, and United Kingdom. Belgium, The Netherlands, and Armenia have now been added to its country network.

As its TCM service provider, ECS Group handles the airline’s entire cargo and mail sales and coordination activities across its network, including all operational, sales, marketing, interlining, and ground handling agreements, as well as the coordination of ground handling agents and partners in FLYONE’s stead.

*Moldovan, a low-cost airline, FLYONE, for which ECS Group acts as Total Cargo Management (TCM) service provider, is on a growth path. It recently added four new destinations to its network, operating weekly A320 flights.*

**A**msterdam (AMS) in The Netherlands, Barcelona (BCN) in Spain, Brussels (BRU) in Belgium, and Dusseldorf (DUS) in Germany, have recently been taken up in FLYONE’s network. It operates A320 flights from these four destinations to



## ECS Group and Bamboo Airways to grow Asia Pacific cargo operations

Vietnamese leisure airline, Bamboo Airways has selected the world's largest integrated GSSA, ECS Group, to develop its cargo operations in four countries as the airline expands its network across the Asia Pacific.

When it comes to bamboo, there is a Far Eastern proverb that states **"The first year, it sleeps. The second year, it creeps. The third year, it leaps."** Three years after its first passenger flights in 2019, Bamboo Airways is placing a strong focus on cargo operations within its network, and therefore recently appointed Globe Air Cargo as its exclusive GSA representative in Singapore, Malaysia, Indonesia, and the Philippines.

*"We are excited to represent Bamboo Airways. A young and dynamic carrier that is expanding its network and services in the Asia Pacific region,"* **Jilin Chiam, Country Manager Singapore of Globe Air Cargo by ECS Group,**

comments. *"With cargo services to popular destinations such as Saigon, Narita, and Melbourne, the partnership with Bamboo Airways gives us new opportunities to bridge the network across the region and offer more solutions to our customers."*

Bamboo Airways began operating A321 services between Saigon (SGN) and Singapore (SIN) twice a week on 29 April 2022. These increased to the thrice-weekly flights on 24 May 2022. It also serves the Hanoi (HAN) – Singapore (SIN) route two times per week since 4 May 2022. The main commodities flying from Singapore to Vietnam are electronic goods, raw materials, spare parts, pharmaceuticals, and e-commerce, whilst the return route from Vietnam to Singapore includes perishables, electronics, and ready-made garments.

**Noor Azizah, ECS Group's Regional VP Asia Pacific (excluding China),** states *"We are honoured to*

*act as GSA for Bamboo in Singapore, Malaysia, Indonesia, and the Philippines. Operations to and from Singapore have already begun, and we can't wait to start promoting the rest of the region. As we continue to strengthen our good partnership with Bamboo Airways, we look forward to assisting in implementing its strategic growth plans as it explores new horizons."*

The airline is gradually expanding its network beyond Vietnam to Europe, the USA, Japan, Australia, and other regions. In gaining the latest GSA tenders, ECS Group, which enjoys a strong representation in many of these areas, including Bamboo Airways' home country for more than a decade, is now able to offer its customers more connecting flights via Ho Chi Minh City and Hanoi. The Group also intends to promote Vietnam to e-commerce players and interline partners as Bamboo Airways grows its schedule.



## Etihad Cargo Signs MOU for Sustainable Pharmaceutical Transportation Solutions

*Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has entered into a memorandum of understanding (MOU) with B Medical Systems. The MOU, which was announced during the BIO International Convention, being held in San Diego, USA, from June 13-16, 2022, will see Etihad Cargo partner with B Medical Systems to develop and launch an airline-specific passive temperature-controlled solution for the transportation of life-saving drugs, vaccines and high-value pharmaceuticals.*

- *Etihad Cargo has signed an MOU with B Medical Systems to become the first airline globally to develop and launch sustainable, temperature-controlled containers for the transportation of pharmaceuticals and life sciences.*
- *Abu Dhabi has been leading the transformation of the regional healthcare ecosystem by leveraging sciences and technology, positioning itself as a global life sciences hub and incubator for healthcare innovation.*

**E**tihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has entered into a memorandum of understanding (MOU) with B Medical Systems. The MOU, which was announced during the BIO International Convention, being held in San Diego, USA, from June 13-16, 2022, will see Etihad Cargo partner with B Medical Systems to develop and launch an airline-specific passive temperature-controlled solution for the transportation of life-saving drugs, vaccines and high-value pharmaceuticals.

Etihad Cargo will collaborate with Luxembourg-based manufacturer and global distributor of medical refrigeration devices, B Medical Systems, to develop more sustainable temperature-controlled container units that work utilising passive cooling technology. The units will retain temperatures from -80 to 25 degrees Celsius for up to five days without requiring an external power source, with load capabilities ranging from two to 1,500 litres. Through the reduction in power needed to maintain the temperature for temperature-sensitive pharmaceutical shipments, these units will significantly reduce carbon emissions. Further adding to the sustainability of the containers, their robust design and multi-use capabilities enable an operational life of over ten years. B Medical Systems' current product portfolio includes products that use solar energy as well as green refrigerants.

**Martin Drew, Etihad Aviation Group's Senior Vice President – Sales & Cargo**, said, *"While other traditional active container providers are offering containers fit for multi-modal transportation, Etihad Cargo is the first airline globally to collaborate with a partner in the development and launch of units specifically tailored to air transportation."*

*"Sustainability has been and continues to be a priority for Etihad Cargo," Drew continued. "While the aviation sector only accounts for 4 per cent of global carbon emission today,*

*if the sector continues to grow at its current pace, it could account for up to 25 per cent of emissions by 2050. This is why it is so important for the sector to invest in more sustainable solutions for its customers. Partnering with B Medical Systems is the latest step by Etihad Cargo to achieve its sustainability targets. By replacing legacy active cold chain air transportation containers with aviation-specific units that consume less energy, Etihad Cargo is future-proofing the transportation of pharmaceuticals, providing a better solution for Etihad Cargo's customers, the aviation industry and the environment."*

**Mr. Jesal Doshi, Deputy CEO of B Medical Systems**, said, *"Our mission at B Medical Systems is to create technology that helps save lives across the world. Transportation of temperature-sensitive specimens needs a robust cold chain. Etihad Cargo's operational knowledge along with our expertise in creating quality medical cold chain solutions will enable us to develop aviation-specific sustainable units for the safe, effective, and environmentally friendly transportation of temperature-sensitive pharmaceuticals and specimens."*

Trials of the sustainable container units will commence shortly, and a commercial launch date will be announced following the successful completion of the trials.

Etihad Cargo is participating in the BIO International Convention as part of a high-profile Abu Dhabi delegation headed by H.E. Abdulla bin Mohammed Al Hamed, Chairman of the Department of Health – Abu Dhabi (DoH). Comprising government officials, the delegation is visiting the USA to explore prospects for collaboration within the healthcare sector and, more specifically, life sciences. The primary aim of the visit is to establish sustainable mechanisms that empower the healthcare sector in both countries as well as showcase Abu Dhabi's distinguished healthcare ecosystem.

Powered by a solid infrastructure and an advanced healthcare ecosystem, partnership opportunities across the

*The primary aim of the visit is to establish sustainable mechanisms that empower the healthcare sector in both countries as well as showcase Abu Dhabi's distinguished healthcare ecosystem.*

biopharmaceutical and healthcare value chain in Abu Dhabi continue to emerge as a result of the sector's robust growth potential. Abu Dhabi has been leading the transformation of the regional healthcare ecosystem by leveraging sciences and technology, positioning itself as a global life sciences hub and incubator for healthcare innovation.

Under the leadership of the Department of Health – Abu Dhabi and the participation of Etihad Cargo alongside other key partners in the Emirate, Abu Dhabi established the HOPE Consortium in 2020 to provide one of the most capable and effective vaccine supply chains in the world. Since its establishment, the HOPE Consortium has distributed and transported more than 260 million vaccines to 60 countries. More recently, Abu Dhabi has strengthened its capabilities as a life sciences hub through a pharma collaboration with Belgium, a leading global pharmaceutical hub, establishing a global distribution corridor between Abu Dhabi and Brussels to serve the world in vaccine delivery and future life science needs.

The Abu Dhabi delegation to the US witnessed the participation of ten key entities in the life science ecosystem in Abu Dhabi, including the Department of Health – Abu Dhabi (DoH), Abu Dhabi Investment Office (ADIO), Mubadala Health, G42 Healthcare, Abu Dhabi Ports, ADQ, Etihad Cargo, Khalifa University, Hayat-vax and Pure Health.

# Etihad Cargo renews its contract with Jettainer

*Etihad Cargo has awarded Jettainer a five-year contract where Jettainer will continue to provide and manage unit load devices (ULDs) for the carrier. For over a decade, Jettainer has helped to deliver significant efficiency gains for the United Arab Emirates' national carrier, ensuring the uninterrupted availability of ULDs even in challenging times. Following a comprehensive analysis that identified business development opportunities for the airline, the ULD expert will digitalize Etihad Cargo's entire ULD fleet and equip it with Bluetooth low energy (BLE) tags.*

The companies have also consistently strengthened their partnership and expanded the range of services. This includes deploying an Abu Dhabi based operating team, using lightweight containers and rolling out Jettainer's cool&fly service during the pandemic to streamline processes, reduce costs and contribute to both companies' sustainability roadmap. By bringing the vast majority of ULD services together at a single source, Jettainer optimizes processes, ensures swift and seamless communication and delivers cost savings for the airline.

*"Despite the challenges the air freight and cargo sectors have faced due to the COVID-19 pandemic, Etihad Cargo has continued to grow and evolve. It has been critical for us to work with partners who understand our objectives and can help us achieve our ambitious targets. The Jettainer team has been offering us reliable and innovative services around the clock to meet our needs for over ten years now. The solutions offered by Jettainer have contributed to our success in continuously improving and optimizing Etihad Cargo's ULD fleet, which has enabled us to reduce costs and gain efficiencies. As the market has evolved, so has Etihad Cargo, and we are confident Jettainer can continue to support us in delivering world-class services to our partners and customers,"* remarked **Thomas Schürmann, Head of Cargo Operations and Delivery at Etihad Cargo.**

*"It's important to us that we embrace innovation and digitalization. That's why we are equipping our customers' ULD fleets with tracking technology where it is meaningful – and that's exactly what we've seen at Etihad Cargo,"* said **Thorsten Riekert, Jettainer's Chief Sales Officer,** adding: *"Our longstanding partnership and our recent contract extension with Etihad Cargo confirms that we work well together and further motivates us to continue offering outstanding service and achieve additional growth together in the future."*



The partnership between Etihad Cargo and Jettainer took flight in 2011 with the global management of the ULD fleet used by the United Arab Emirates' national airline. Over the past decade, the two partners have carried out a series of digital transformation projects and launched innovation initiatives to achieve continuous improvements in processes and quality.

Jettainer is now taking the partnership one step further after comprehensive analysis on the requirements of Etihad Cargo and its customer and is equipping the airline's entire ULD fleet with Bluetooth low energy (BLE) tags. The tags will enable Etihad Cargo to collect and use meaningful data for its business development and further automate processes.



## Qatar Airways Cargo announces Chapter 4 of WeQare – Diversity



*Qatar Airways Cargo dedicates Chapter 4 of its WeQare sustainability initiative to the 2,873 diverse individuals who are the face and heart of the airline, and the main reason for its success.*

**F**or Qatar Airways Cargo diversity is a strength. Its employees, are all different in skills, age, race, gender, religious beliefs, experience,

and much more but are serving the commune values of the carrier. United in their individualism, they strive to give their customers the top quality service that makes Qatar Airways Cargo the world's number one cargo airline.

*“Strength in numbers is one thing – whether this is revenue figures or number of employees. Yet, the true strength, the core, and the success of a company is made up by the individual attitudes and aptitudes of its people,”* **Guillaume Halleux, Chief Officer Cargo at Qatar Airways,** emphasises. *“Naturally, since air cargo is an international business, Qatar Airways Cargo is blessed with a highly international family of employees. Our staff come from close to 100 different countries and altogether speak more than 40 languages. We are also very diverse in age range, from 18 to 65. Every one of us at Qatar Airways Cargo comes with their strengths, life experiences, cultural background, and job responsibilities, yet we are all united in one goal: ensuring the success and satisfaction of our customers. That goal is achieved precisely because of our different skills and approaches. Diversity is a proven driver for positive performance, and Qatar Airways Cargo is living proof of this. WeQare’s Chapter 4 is a celebration of our diversity.”*

**Chapter 4 Diversity** is the latest focus topic in WeQare’s sustainability initiative centred around the environment, society, economy, and culture. It follows on from **Chapter 3 – “Let’s Stand Together”**, launched in April of this year, in support of disadvantaged children across the globe. **Chapter 1 – “One Million Kilos”** kicked off in July 2020, and provided the free transport of 1 million kilos of humanitarian aid and medical equipment to charitable organisations, and **Chapter 2 – “Rewild the Planet”**, which started in 2021, Qatar Airways Cargo committed to preserving wildlife and endangered animals, and transporting them back to their natural habitat free of charge.

# Qatar Airways Group Announces a Record Profit in its 25-Year History



Qatar Airways Group celebrates its milestone 25<sup>th</sup> Anniversary year of operation with its strongest financial performance reflected in its published annual report for 2021/22, 200 percent above its highest annual historical profit. In the most difficult period ever in the global airline industry, the airline credits its positive results to its agility and successful strategy which continued to focus on customer needs and evolving market opportunities, as well as efficiency and the commitment of its worldwide employees.

This profit is not only a record for Qatar Airways Group but also a record among all other airlines that have published financial results for this financial year worldwide.

Qatar Airways Group reported a record net profit of QAR 5.6 billion (US\$ 1.54 billion) during the fiscal year 2021/22. Overall revenue increased to QAR 52.3 billion (US\$ 14.4 billion), up 78 percent compared to last year and a remarkable two percent higher than the full financial year pre-COVID (i.e., 2019/20).

Passenger revenue increased by 210 percent over the last year, due to the growth of the Qatar Airways network, increase in market share, and higher unit revenue, for the second financial year in a row.

Qatar Airways Cargo remained the leading player in the world as its revenue experienced impressive growth of 25 percent over last year with the growth in cargo capacity (Available

Tonne Kilometres) of 25 percent annually.

The Group generated a strong EBITDA margin of 34 percent at QAR 17.7 billion (US\$ 4.9 billion). EBITDA was higher than the previous year by QAR 11.8 billion (US\$ 3.2 billion) due to streamlined, agile, and fit-for-purpose operations across all business areas.

These record earnings are the result of decisions made during the pandemic to expand Qatar Airways' passenger and cargo networks, with a more accurate forecast of the global market recovery, building further customer and trade loyalty and product excellence combined with strong cost control.

Despite the challenges of COVID-19, the national carrier of the State of Qatar grew to more than 140

destinations in 2021/22, opening new routes including Abidjan, Côte d'Ivoire; Lusaka, Zambia; Harare, Zimbabwe; Almaty, Kazakhstan, and Kano, and Port Harcourt, Nigeria in addition to resuming flights to key markets across Europe, Africa, the Middle East, and Asia. The company has operated continuously the largest network among all Middle Eastern airlines, as measured by the number of destinations as well as weekly flights.

**Minister of State for Energy and Qatar Airways Group Chairman, His Excellency Mr. Saad Bin Sharida Al-Kaabi, said:** "Qatar Airways Group has demonstrated a robust role in the aviation industry, and these financial results are a clear indication of the Group's strong performance. "Against challenges during the previous period, I am delighted by the achievements that have been accomplished this year and by the way the Group has swiftly responded to these challenges."

**Qatar Airways Group Chief Executive, His Excellency Mr. Akbar Al Baker, said:** "The Qatar Airways Cargo division also earned three major industry awards including Cargo Operator of the Year at the ATW Airline Awards; Cargo Airline of the Year, and Air Cargo Industry Achievement Award at Air Cargo Week's World Air Cargo Awards. "These achievements not only highlight our exceptional brand reputation but also our outstanding hard work across the Qatar Airways Group family."

"I am extremely proud of the decisions we have made to embrace efficiency and achieve strong cost control across several operational departments whilst engaging in environmental and sustainable initiatives. This has positioned us at the forefront in the field of sustainability, including environmental protection and social commitment.

"Our strategic investments in a varied fleet of modern, fuel-efficient aircraft

has helped us overcome the significant challenges related to capacity constraints while balancing commercial needs as swiftly as possible."

Against the backdrop of the pandemic disruption, Qatar Airways Cargo transported more than 3 million tonnes of air freight and secured an eight percent share in the global market.

Cargo also transported more than 600 million doses of COVID-19 vaccines over the course of the pandemic to date and also concentrated its efforts on enhancing its renowned Pharma product and industry presence, while also ensuring commitment to its ground-breaking WeQare initiative, which consists of a series of positive and impactful actions in the form of chapters based on the core pillars of sustainability – environment, society, economy, and culture.

## Air Canada offers forwarders Europe bookings on WebCargo



**F**orwarders in Europe can now book freight with Air Canada Cargo on Freightos' WebCargo platform. Services including real-time pricing, capacity, and secure eBookings on Canada's largest carrier are available in Belgium, France, Germany, Italy, Netherlands, Switzerland, and the UK.

In May, **WebCargo said it was in the process of launching a new service** to enable freight forwarders to offer shippers live rate quotations and real-time capacity, and allow shippers to finalise bookings themselves.

Air Canada Cargo announced it was expanding its e-booking presence by **placing its capacity on WebCargo** in March.

Other recent additions to the WebCargo platform include **American Airlines Cargo** and **LATAM Cargo**.

# Korean Air awarded Air Transport World's Cargo Operator of the Year

**K**orean Air has been announced the winner of one of the most prestigious honors in the aviation industry: Air Transport World's (ATW) 2022 Cargo Operator of the Year. After being recognized as ATW's 2021 Airline of the Year, Korean Air has once again proved its position as one of the world's most successful airlines during the pandemic by receiving another ATW award for the second consecutive year.

When making its decision for the Cargo Operator of the Year, ATW's global judging panel of editors and analysts cited, "the strong financial performance, its continued innovation and agility, its wider initiatives in humane disaster relief, and animal/

wildlife conservation." The judges also noted that "the airline's investment and application of technology & digitalization are particularly impressive and it sets the bar for the air cargo industry."

*"We are honored to be a winner of ATW's renowned awards for the second consecutive year, especially in these difficult times" said Eum, Jae Dong, Senior Vice President and Head of Cargo Business Division at Korean Air. "This achievement was made possible by the efforts of not only our cargo teams but by the concerted efforts of our company in its entirety. Korean Air remains committed to delivering excellence in service to our customers*

*as a global leading airline."*

Korean Air Cargo, with its 50 years of history, is one of the world's top five air freight operators and is a seasoned expert in every sector of the business. During the pandemic, it placed additional focus on transporting perishables and pharmaceutical products requiring a cold chain and has committed to the urgent and timely transportation of vaccines, diagnostic kits, and personal protection equipment.

Korean Air's recognition may be attributed to the airline's swift, reliable, and customized services to its customers through efficient operations of its large freighters and continued technological investments. The airline has been at the forefront of addressing the global cargo capacity shortages. For example, Korean Air was a pioneer in converting passenger aircraft to freighters and is currently operating an average of 1,000 cargo-only passenger flights per month. The airline has also expanded its network,

including Columbus and Chicago, the U.S. In other innovations, it has employed cutting-edge IT solutions to better serve its customers and help management make wise business choices.

Korean Air plans to strengthen its position as a global airfreight airline and continue to provide customers with high-quality air cargo services based on its core principles of speed, safety, and accuracy.

This year's 48th awards ceremony has been held in Doha, Qatar on June 21.





## Korean Air renews IATA 'CEIV Pharma' Certification

**K**orean Air has once again received certification from IATA's Center of Excellence for Independent Validators Pharma (CEIV Pharma), demonstrating its highest service quality and expertise in pharmaceutical transportation.

IATA's "CEIV Pharma" is an international standard that recognizes an airline's capability to manage pharmaceuticals. More than 280 checklists, including transportation handling procedures, storage facilities, equipment, and the ability to adhere to regulations, are evaluated by air cargo transportation experts for certification.

Valid for three years, IATA certification requires a demanding evaluation of the airline's capabilities. After the initial certification in 2019, Korean Air formed

a task force in February this year in preparation for recertification.

With over fifty years of experience and expertise in cargo transport, Korean Air provides customized cold chain services for a wide array of products that call for dynamic requirements and conditions. The airline is an expert at safely transporting cargo from the start to the end of the journey, maintaining optimal temperature conditions. The airline is able to transport pharmaceuticals such as vaccines, lab reagents, serums, and fresh products including flowers, fruits, and seafood, through its "Specialized-Pharma" and "Specialized-Fresh" services.

Through a joint investment with Incheon International Airport Corporation, the airline operates a "Cool

Cargo Center" at the airport's Terminal 2. Constructed in September 2021, the facility significantly improved the service quality of temperature-sensitive cargo by minimizing exposure to adverse environments and by reducing unnecessary movement and traffic.

The customized special cargo services facilitated the transport of emergency quarantine supplies over the course of the pandemic. Korean Air, in close cooperation with the Korean Ministry of Land, Infrastructure, and Transport (MOLIT), and the Korea Centers for Diseases Control and Prevention - formed a vaccine task force for safe and efficient transportation of COVID vaccines. More than 100 million doses of vaccines have been shipped to date, and the airline continues to transport emergency medical supplies - from COVID treatments to diagnostic kits - around the world.

Through the recertification of CEIV Pharma, Korean Air expects to enhance customer service quality and strengthen its competitive advantage in the global air cargo market.

# The government of Canada invests in projects to improve supply chain efficiency for Canadian airlines across the country



- Up to \$31.2 million to improve the technology and infrastructure at four major airports (Montréal-Trudeau International Airport, Toronto Pearson International Airport, Calgary International Airport, and Vancouver International Airport) to respond to increased air traffic demand. The project will reduce flying time, decrease aircraft fuel consumption, increase the movement of cargo, and provide more efficiencies to meet the growing demand at these airports. For this project, NAV CANADA will contribute \$45.8 million, which represents a total investment of \$77 million.

Through the National Trade Corridors Fund, the Government of Canada is investing in well-functioning trade corridors to help Canadians compete in key global markets, trade more efficiently with international partners, and keep Canadian supply chains competitive and resilient. It represents a long-term commitment

The Government of Canada is committed to strengthening Canada's trade corridors, which support its supply chains, help grow its economy, and ensure its recovery, while creating good, middle-class jobs. **The Minister of Transport, the Honourable Omar Alghabra,** announced close to \$105 million for three new projects with NAV CANADA under the National Trade Corridors Fund. These projects will help improve supply chain efficiency for Canadian airlines across the country.

The Government of Canada will contribute:

- Up to \$39.2 million to provide new technology to improve the reliability, safety, and performance of Canada's air transportation system, especially in the event of extreme weather and in remote communities. NAV CANADA will contribute \$59.7 million toward the project, for a total investment of \$98.9 million.

- Up to \$34.5 million to implement technology to improve air traffic management. The proposed project

would also allow for the implementation of drone traffic management services to monitor and control drone operations in Canada's airspace. NAV CANADA will contribute \$50.7 million toward the project, for a total investment of \$85.2 million.



to work with stakeholders on strategic infrastructure projects to address transportation bottlenecks, vulnerabilities, and congestion along Canada's trade corridors.

*"An efficient and reliable transportation network is key to Canada's economic growth. Our government, through the National Trade Corridors Fund, is making investments that will support the flow of goods across Canada's supply chains now and into the future. These three NAV CANADA projects will improve the efficiency and flow of air cargo in Canada by reducing bottlenecks at the major hubs which cause delays across the entire aviation network. A more efficient movement of goods is beneficial to Canada's economy and to Canadians*

*from coast-to-coast-to-coast."* said **The Honourable Omar Alghabra - Minister of Transport.**

*"We are very proud of the key role we play, in partnership with our industry partners, to keep Canada's skies safe. These important investments will accelerate innovation and deliver significant safety, environmental and economic benefits through a seamless, space-enabled, digitally enhanced air navigation system to address future growth in air travel and provide greater value to Canadians,"* said **Raymond G. Bohn - President and CEO, NAV CANADA**

#### Quick facts

- The National Trade Corridors Fund is a competitive, merit-based

program designed to help infrastructure owners and users invest in the critical transportation assets that support economic activity in Canada. Under this program, a total of \$4.6 billion over 11 years (2017-2028) has been announced.

- Budget 2022 proposes \$450 million over five years, starting in 2022-23, to support supply chain projects through the National Trade Corridors Fund, which will help ease the movement of goods across Canada's transportation networks.

- Transport Canada delivers the National Trade Corridors Fund, which supports improvements to Canada's roads, rail, air, and marine shipping routes to foster domestic and international trade.

## Cathay Pacific Cargo resumes full freighter schedule

**C**athay Pacific Cargo has resumed its full freighter schedule and will be operating between 90 to 100 freighters each week. **Tom Owen, director of cargo,** said: "For

*the Americas, that means about 35 transpacific freighters a week, and there will be a daily freighter service to Europe. "We're also planning to operate more than 500 cargo-only-*

*passenger flights a month around the region, which will also provide strong lift over the next few months to feed our reactivated long-haul freighter services."*

Cathay Pacific has certainly felt the impact of Covid-19 restrictions in Hong Kong during the pandemic. These restrictions have reduced the airline's passenger services to a fraction of pre-pandemic capacity and **severely limited its cargo capacity.** However, the carrier has been building up its capacity again this year. In May, **Cathay Pacific continued to restore its freighter network** with the addition of flights to Amsterdam Schiphol, Paris CDG, London Heathrow, Dubai, Riyadh, and Phnom Penh.

Owen noted that the company still faces challenges including crew constraints with its Chinese Mainland schedule, and "potential economic headwinds", while there is also "some pressure from more cargo belly capacity returning to the market". In May, **Cathay Pacific and Lufthansa Cargo added Swiss WorldCargo to their joint venture** to expand the number of destinations they can offer.





# Lufthansa Cargo on the way to CO<sub>2</sub> neutrality by 2050

*Scientifically based reduction targets of greenhouse gas emissions as the basis for sustainability measures / Lufthansa Cargo presents Sustainability Update 2022*



With the goal of achieving CO<sub>2</sub>-neutrality by 2050, Lufthansa Cargo is on track to lead the aviation and cargo industry into a more sustainable future. To this end, as part of the Lufthansa Group, it relies on a measurable corporate commitment to sustainability on the basis of science-based targets for the reduction targets of greenhouse gas emissions. At the Sustainability Conference at Frankfurt Airport today, Lufthansa Cargo also presented its Sustainability Update 2022, which provides an overview of measures and projects already implemented on the way to CO<sub>2</sub> neutrality.

**Lufthansa Cargo will derive its own emissions target from the Lufthansa Group’s validated science-based targets**

The Lufthansa Group - and thus also Lufthansa Cargo - have set themselves ambitious climate protection targets: The goal is to halve net CO<sub>2</sub> emissions by 2030 compared to 2019 and to achieve a neutral CO<sub>2</sub> balance by 2050.

In order to further specify these net targets and to expand the target system to include pure reduction targets, it has already joined the so-called “Science Based Target Initiative” (SBTi) in 2021 in order to bring its CO<sub>2</sub> reduction path into line with the United Nations’ Paris Climate Agreement. Based on scientific calculations, CO<sub>2</sub> emissions are continuously reduced with the help of fleet renewal and optimization, improved operational efficiency, and the use of sustainable aviation fuels. The official validation of these targets is imminent. For freighters, there will be a special sub-target.

The Science Based Targets Initiative only accepts emission reductions that are the result of fuel consumption reductions, for example through modern new aircraft, operational and airspace infrastructure measures and the substitution of fossil fuel with Sustainable Aviation Fuel.

Dorothea von Boxberg, Chairperson of the Executive Board and CEO of Lufthansa Cargo: “Over the past 25 years, we have already been able

to reduce our CO<sub>2</sub> footprint per ton kilometer by 52%. But that is still not enough. That is why we want to set ourselves ambitious targets for the future. With the ‘Science Based Targets Initiative,’ we have found a credible, scientific basis for this. We want to be transparent about what we have achieved so far and just as open with our customers, partners, and the public about how we can get even better.”

For Lufthansa Cargo, the efforts to achieve complete CO<sub>2</sub> neutrality focus primarily on five fields of action: continuous fleet modernization, more efficient use of fuels, the switch to more sustainable aviation fuels (SAF), CO<sub>2</sub> compensation projects in other sectors, and reduction of emissions on the ground.

**Fleet modernization.** Lufthansa Cargo is investing heavily in continuous fleet modernization. As a result, CO<sub>2</sub> emissions have already been reduced by 52% over the past 25 years. Since October 2021, Lufthansa Cargo has completely converted its fleet to Boeing 777F freighters - currently the most modern and efficient freighter with the best environmental balance. By 2030, Lufthansa Cargo will also receive up to 10 additional Boeing freighters, including seven 777-8F freighters, Boeing’s next-generation freighter. The Boeing 777-8F freighters will again significantly reduce CO<sub>2</sub> emissions.

**Fuel efficiency.** To ensure that conventional aviation fuel is used as efficiently as possible, thereby reducing the total amount required, Lufthansa Cargo is relying on various measures. For example, Lufthansa Cargo will successively equip all freighters with Sharkskin technology from 2022. The

innovative AeroSHARK coating, which is modeled on sharkskin, reduces the aircraft's frictional resistance in the air by more than 1% and thus reduces fuel consumption. In the Lufthansa Cargo fleet, this can save around 3,700 tons of kerosene or almost 13,000 tons of CO<sub>2</sub> emissions annually. In addition, lightweight containers have been used exclusively in flight operations since 2020. This will result in a weight reduction of 14 kg per container and fuel savings of 2,160 tons per year. Weight reduction is also being pursued for other loading aids. Fuel is also saved thanks to optimized flight procedures.

#### Sustainable Aviation Fuels.

Lufthansa Cargo is one of the pioneers in the use of SAF in the airfreight industry. More than 1% of Lufthansa Cargo's fuel requirements in 2021 have already been covered by Sustainable Aviation Fuels. The airfreight company also currently offers the only regular full-charter cargo connection worldwide that is 100% covered by SAF. This saves around 174 tons of conventional kerosene each week. Since October 2021, Lufthansa Cargo has also been one of the first customers of the world's first power-to-liquid fuel plant in Emsland, Lower Saxony. Together with one of its customers, Lufthansa Cargo has committed to purchasing at least 20 tons (=25,000 liters) of synthetic, CO<sub>2</sub>-neutral crude oil annually over the next five years in order to further advance the innovative power-to-liquid technology as well as the use and further development of sustainable aviation fuels.

Lufthansa Cargo presented the measures it has taken and the successes it has achieved so far at its Sustainability Conference at Frankfurt Airport on Thursday, July 14. Keynote speakers included Dorothea von Boxberg (CEO of Lufthansa Cargo), Dr. Sabine Mauderer (Member of the Executive Board of Deutsche Bundesbank), Marc Buckley (Environmentalist, Ecological Economist, UN Advocate, and Advisor), and Matthias Kopp (Director Sustainable Finance, WWF Germany).

## Airbus Protect: a new global player for cybersecurity, safety and sustainability services

**A**irbus Protect, a new Airbus subsidiary bringing together the Company's expertise in cybersecurity, safety, and sustainability-related services, is officially established. The aim of this new entity is to provide a unique global service offering to protect Airbus company-wide and meet the needs of external authorities and commercial customers, including in the field of critical infrastructures. The new organization brings together more than 1,200 experts based in France, Germany, the UK, Spain, and Belgium who will grow Airbus' capabilities and leverage synergies to further develop its expertise in these key areas.

*"We are proud to see Airbus Protect go live today to support Airbus' ambition to develop an integrated offering in this critical business area,"* said **Thierry Racaud, Airbus Protect CEO**. *"Our teams are committed to meeting our customers' needs and challenges ahead with an exceptional group of professionals and resources at all levels. The diversification of fields of application linked to the size of Airbus and its products will provide a fabulous playground for them and for the new talents that will join us in the future."*

Thierry Racaud has extensive international business management experience in the aerospace sector and has held multiple executive positions in IT and Services companies, both in France and abroad.

The combination of Airbus' competencies in services related to cybersecurity, safety, and sustainability (notably the management of environmental, corporate responsibility, health, and safety risks) will offer opportunities for external growth in



different market segments, where the Company's expertise in protecting highly sensitive and demanding systems will create strong value propositions.

With Airbus Protect, the Company not only aims to consolidate its existing resources but to further grow them, creating attractive opportunities for digital talents and continuing the positive trend of hundreds of cybersecurity experts recruited over recent years.

- Airbus has a busy order book for 2022. In November 2021, **Air Lease became the first company to sign up** for the A350 freighter model, ordering seven of the model. Later that month, **CMA CGM placed an order** for four of the freighters.

In December, **Air France-KLM signed a Letter of Intent (LOI)** for four A350Fs and purchase rights for an additional four aircraft. That same month, **Singapore Airlines (SIA) signed an LOI** to purchase seven A350Fs, with options to order another five aircraft.



## Virgin Atlantic Cargo expands operations to Billund

Virgin Atlantic Cargo is set to increase its flying, as it expands its network to Billund Airport from August 3, 2022, following its operations continuing to go from strength to strength. As demand to transport cargo remains strong Virgin Atlantic Cargo will transport air freight from Billund Airport, which is currently transported on trucks. Virgin Atlantic Cargo will support Billund Airport in transporting Danish e-commerce exports to the American market, as it continues to keep global supply chains running across the globe.

The increase in scheduled operations comes as Virgin Atlantic Cargo delivered a record performance in 2021, achieving revenue of £448m, up more than 200% on 2019 and up 40% on 2020. With a capacity of 28 tons of air freight per flight, Virgin Atlantic Cargo is expected to transport goods, which today are transported from Billund Airport to European hubs by truck. The partnership will see the Danish air freight export industry receive more direct connections to the USA, as Virgin Atlantic Cargo support's the airport's ambition to grow its air

freight business and establish the cargo industry at Billund Airport.

**Steve Buckerfield, head of cargo sales at Virgin Atlantic Cargo,** added: "We are very excited to bring this new dedicated all-cargo service, connecting our customers in Billund and the wider Scandinavian region with Virgin Atlantic's extensive route network via London Heathrow. "We will be targeting urgent pharmaceutical, automotive, and perishable cargoes destined for the USA, Africa, Israel, and the Indian Subcontinent."

**Jan Hessellund, chief executive of Billund Airport,** commented: "As a result of some good route development and great performance in our cargo center, Billund Airport is once again chosen by an airfreight operator. Virgin Atlantic Cargo is a large, recognized airline that will support the Danish e-commerce exports to the American market. We look forward to welcoming them."

The airline only recently added freighter operations **when it began flying to Brussels**, also in partnership with Titan Airways, as a replacement for a passenger-freighter flight it had been operating during the pandemic as the carrier ramped up its passenger network.

# Etihad Cargo Reinforces Commitment to China Capacity with 15 Direct Passenger and Freighter Flights Per Week



**A**bu Dhabi, United Arab Emirates – Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has reinforced its commitment to the Chinese market with the introduction of 15 direct passenger and freighter flights per week.

- Etihad Cargo currently offers 15 direct passenger and freighter flights per week for China with a cargo capacity of 2,708 tonnes.

- Etihad recently announced the first regular direct international passenger flight into Beijing under the latest mandate of the Joint Prevention and Control Mechanism of the State Council in response to the COVID-19 pandemic.

- The resumption of the direct air link between the two capitals, which complements the existing schedule of cargo flights to other key destinations in China, is another achievement of the comprehensive strategic partnership between the UAE and China.

Throughout the pandemic, the carrier remained committed to the

market with a wide variety of capacity, including reconfigured cargo-only passenger freighters. From July onwards, it will continue to expand operations, focusing exclusively on direct passenger flights and dedicated 777 Freighter flights.

In addition to cargo capacity on passenger flights, Etihad Cargo also operates Boeing 777-200 freighter flights daily for Shanghai and six times per week for Hong Kong, bringing the total cargo capacity into and out of China to 2,708 tonnes per week.

**Martin Drew, Senior Vice President Global Sales & Cargo at Etihad Aviation Group**, said: “As the Chinese market starts to recover from COVID challenges and zero-COVID restrictions are lifted, Etihad is pleased to resume its passenger operations to Beijing and reaffirm our commitment to Etihad Cargo customers with the introduction of capacity on key trade lanes. These flights will connect China to the Middle East, Europe, and the rest of the world via Etihad Cargo’s hub in

Abu Dhabi. “China is a critical strategic market for Etihad Cargo, and the direct flights between the two capital cities and other major destinations will further strengthen the comprehensive strategic partnership between the United Arab Emirates and China,” Drew concluded.

Throughout the pandemic, Etihad Cargo continued to operate direct routes into China, providing cargo capacity via a fleet of modified mini freighters. With the resumption of passenger flights and a schedule of freighter flights, the mini freighters will be taken out of rotation.

Etihad Cargo recently announced its summer schedule, which introduced the capacity to key destinations across Asia, Africa, and Europe. In addition to adding direct flights into and out of Beijing, Shanghai, and Hong Kong, the carrier will continue to operate its Boeing 777 freighter network with flights across Chicago, Dhaka, Frankfurt, Hanoi, Ho Chi Minh City, Johannesburg, Kenya, Milan, and Riyadh.

# LATAM Group launches significant growth plan to move cargo between Europe and the Americas

*The growth plan will be implemented gradually, allowing a wider range of the transatlantic O/Ds' offer by opening new freighter routes from Europe to strategic cities in the U.S. and, from there, offering multiple origin-destination combinations from Europe to Central and South America.*



**W**ith this plan, LATAM Group's cargo operators will increase their out-of-Europe cargo capacity by 160% compared to pre-pandemic levels (2019).

*The new cargo routes will be operated by LATAM Cargo Colombia.*

LATAM Airlines Group ("LATAM") unveiled a significant plan that seeks to reinforce cargo connectivity between Europe and the Americas, thus offering its customers more and better solutions. The plan will be implemented gradually during the second half of

this year, with more frequencies, a more diversified transatlantic network between Europe and strategic U.S. cities, and greater connectivity to Central and South America via New York and Miami.

Specifically, LATAM Group's cargo operators will practically double their capacity between Europe and the Americas, increasing their weekly frequencies by 85% from 7 to 13, that is, a 160% growth compared to pre-pandemic levels (2019). In addition, new routes will be opened between

Europe and the United States that will be served by freighter aircraft operated by LATAM Cargo Colombia.

In particular, the itineraries are Amsterdam (AMS) - New York (JFK) / Miami (MIA) - Bogota (BOG); Amsterdam (AMS) - New York (JFK) / Miami (MIA) - Viracopos (VCP) - Bogota (BOG); and Amsterdam (AMS) - Madrid (MAD) - New York (JFK)/ Miami (MIA) - Bogotá (BOG), each one with two weekly frequencies.

From New York, customers may access the connectivity offered by LATAM Group's passenger network, and from Miami they can use the airline's combined cargo and passenger aircraft service. With more than 30 options, LATAM's cargo operators will offer the largest number of origin-destination alternatives between Europe and Central and South America, facilitating the carriage of pharmaceuticals, vehicle spare parts, and general cargo, among others.

On another note, LATAM reaffirms its commitment to connect Europe and Brazil with Miami as a connection point by increasing its service to Sao Paulo, with a total of 9 weekly frequencies operated by LATAM Cargo Colombia.

*"The growth of our cargo network, coupled with the improvements to our systems through CROAMIS and the new distribution channels that make capacity available, reflect the commitment of LATAM and its cargo subsidiaries to offer more and better alternatives to our customers and to provide the solution of excellence our customers require to connect the world to South America",* **commented Andrés Bianchi, CEO of LATAM Cargo.**

The new offering is the result of the flexibility obtained from the fleet expansion of LATAM's cargo subsidiaries, together with the versatility of our B767F to operate on multiple types of routes and optimize connectivity in the Miami transit hub. Today, LATAM Group's cargo operators run 14 freighters, with plans to expand that number to 16 by the end of the year.

# American Airlines Cargo expands WebCargo bookings to include U.S. network



*The expansion follows the carrier's initial launch on the leading e-Booking platform in eight key European markets*

**A**merican Airlines Cargo now offers customers full access to its U.S. network when booking on WebCargo and 7L Freight, both Freightos Group companies. The airline,

which operates more than 5,000 daily departures from the U.S., now provides a larger network for flights in and out of the United States on WebCargo than any other carrier.

WebCargo users can book on American's U.S. originating routes starting today, July 12, and take advantage of access to more than 100 international destinations across the globe. Since late April, users have been able to book on American out of Germany, Italy, the Netherlands, Spain, and the U.K., soon followed by the addition of France, Portugal, and Switzerland. The airline currently operates more than 35 direct routes to the U.S. from these markets.

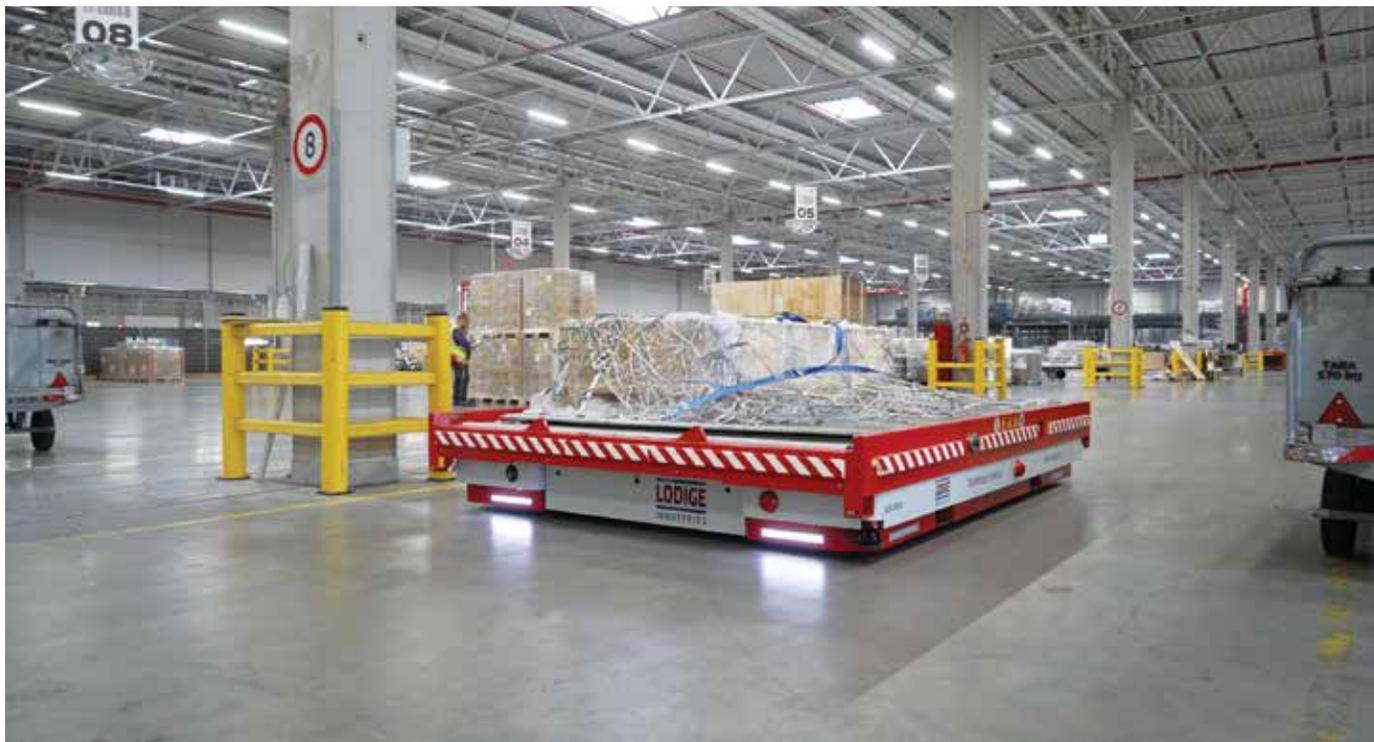
*"This inclusion of our U.S. network is pivotal as we grow in the digital booking space and in our partnership with WebCargo,"* said **Roger Samways, Vice President of Commercial for American Airlines Cargo.** *"It's crucial to us at American that we are where our customers need us to be and that our network is positioned to best serve the industry. We are excited to see how our expanded presence on the WebCargo platform will enhance the way our customers can do business with us."*

*"With a 10x increase in air cargo bookings conducted by U.S.-based freight forwarders this year, it is clear that they share our unequivocal preference for digital air cargo,"* said **Manel Galindo, the CEO of WebCargo by Freightos.** *"American Airlines Cargo has been an ideal partner and we're proud to continue our global expansion with them across our WebCargo and 7L Freight platform."*

American now has more than 2,800 widebody flights a month available for General Freight and Expedite Freight product bookings on the WebCargo platform. The airline has plans to continue expanding its presence on WebCargo in the months to come.

Together with leading carriers like American Airlines Cargo, WebCargo has grown into the premier cargo booking platform, with over 36% of global air capacity now available on its platform. Hundreds of thousands of bookings are conducted on the platform annually, with well over \$100 million in freight bookings quarterly.

# Swissport launches test of the automated guided vehicle in Frankfurt



Swissport's 17,000 sqm air cargo center in Frankfurt, complete with an integrated CEIV certified Swissport Pharma Center, is equipped with cutting-edge cargo logistics and handling innovations. An automated material handling system ensures efficient cargo processing and storage while the FAIR@Link slot booking app controls the access of trucks and optimizes workflows.

Taking the automatization and digitization drive one step further, Swissport now tests an automated guided vehicle, or AGV in short, together with Loedige industries.

"The automated guided vehicle at our Frankfurt air cargo center is an important next step in a long line of air cargo innovations that we have been implementing across the globe," says **Dirk Goovaerts, Global Cargo Chair at Swissport.** "The AGV has the potential to increase the efficiency,

*Swissport has launched a pilot with an unmanned, automated guided vehicle at its new cargo center at Frankfurt Airport. In a long-term test, the autonomous vehicle has been substituting the manual transport of cargo. It forms part of Swissport's continuous pursuit of innovative and efficient cargo processes.*

*flexibility, and safety of Swissport's air cargo handling services and to take our service delivery to the next level."*

Swissport has deployed a wide range of cutting-edge technologies in its Frankfurt cargo center to support its customers as well as its workers in their daily activities. Upon the completion of the pilot, the results will be evaluated to decide on a possible introduction of the vehicle.

With a load capacity of 6,800 kg, the 10-foot automated guided vehicle is designed to independently transport a variety of unit load devices (ULDs), including 15ft containers, inside the air cargo center. It reduces the need

for manual handling and frees up staff for more complex and value-creating tasks. The AGV is highly mobile thanks to an omnidirectional drive system with secure laser scanning to avoid any collision. It has the potential to connect all areas of the cargo facility, such as the Pharma Center, truck docks, castor decks, and the ULD storage area.

The AGV communicates with gates and other automated equipment, can cover large distances, and is fully compatible with Swissport's state-of-the-art material handling system, which was also designed together with Loedige Industries and introduced at the start of operations of the new air cargo center in 2020.

# ST Engineering, EFW redeliver first A320P2F



**S**T Engineering and Elbe Flugzeugwerke (EFW) announced the redelivery of the ‘head of version’ Airbus A320 Passenger-to-Freighter (A320P2F) aircraft to launch customer, Vaayu Group (Vaayu) at ST Engineering’s airframe facility in Singapore. This A320P2F aircraft is owned by the aviation asset management business of ST Engineering and is the first of several converted freighter aircraft that will be leased to Vaayu.

The redelivery marks the birth of the world’s first A320P2F and the completion of the Airbus P2F family developed jointly by ST Engineering, Airbus, and EFW. It joins the other already operational Airbus P2F platforms, the A330-300P2F, A330-200P2F, and A321P2F, which were first redelivered in 2017, 2018, and 2020 respectively. The A320P2F is the second variant in the Airbus narrowbody P2F solutions. Similar to the A321P2F, the A320P2F was developed using original OEM data from Airbus which makes the design all the more robust and reliable. As the

centre of excellence for Airbus P2F conversions, EFW leads the overall programme as well as marketing and sales efforts.

The current global Airbus A320 passenger fleet comprises thousands of aircraft, offering a wide selection and fitting options for airlines and leasing companies wanting to invest in converted freighters. The A320P2F can accommodate up to 10 [ULD] containers and one pallet position on the main deck, and seven container positions on the lower deck. Given its gross payload of up to 21 tonnes at a maximum range of 1,850nm and total usable containerised volume of 159m<sup>3</sup> (approx. 5,600ft<sup>3</sup>), the freighter aircraft has 85 percent stowage efficiency. This makes the A320P2F an ideal freighter platform to serve the fast-growing e-commerce market globally.

“With this redelivery, our Airbus P2F family of narrowbody and widebody freighters is finally complete,” said **Jordi Boto, CEO of EFW**. “This comes at a ripe time as demand for converted freighters continues to surge. Our full suite of Airbus P2F solutions will serve

to meet the current gap and future growth of the air freight market while offering excellent choices and benefits to airlines looking to grow a diverse fleet of freighter aircraft with operating commonality.”

Similar to the two variant narrowbody A320P2F freighter, the widebody A330P2F freighter also comes in two variants – the A330-200P2F and A330-300P2F. The A330-200P2F can carry a gross payload of up to 61 tonnes for over 7,700km, while the A330-300P2F offers a gross payload of up to 63 tonnes and a containerised volume of up to 526m<sup>3</sup> (approx. 18,580ft<sup>3</sup>). This helps to bring a new paradigm of efficiency with 23 percent more cargo volume than other freighter aircraft in the same class.

To meet the rising demand for freighter conversions, ST Engineering and EFW set up new conversion sites in China and the U.S. this year and will be ramping up conversion capacity for all their Airbus P2F programmes to over 60 slots per year by 2024.

As the latest member of the Airbus P2F family to take to the sky, the ‘head of version’ A320P2F aircraft will enter into service for Pradhaan Air Express, a new all-cargo airline in India and a sub-lessee of Vaayu. **Emad Al Monayea, Chairman of Vaayu Group**, said, “With this redelivery, we expect the world’s first A320P2F to provide an efficient and credible freighter solution to our customers that are looking to leverage the current and forecast demand in air freight growth. We are pleased that our partnership with ST Engineering, EFW, and Airbus has created aviation history in the Indian market by placing the aircraft with Pradhaan Air Express.”

“The world’s first A320P2F for the Indian market will secure dedicated cargo capacity boosting more self-reliance. Getting the world’s first A320 converted freighter to India is like a dream come true. A second aircraft will be inducted by the end of this year with plans for further fleet expansion,” said **Nipun Anand, CEO, and Founder, Pradhaan Air Express**.



## AFKLMP Cargo and Aircalin expand partnership

**A**ir France KLM Martinair Cargo (AFKLMP) and New Caledonia-based Aircalin have expanded their partnership with the addition of flights to the archipelago via Singapore. The expanded partnership covers a new service to Nouméa in New Caledonia from Singapore that then connects with Paris. The new Nouméa-Singapore leg will be operated two-three times per week by Aircalin. Air France will operate the flights between Paris CDG and Singapore.

AFKLMP will sell capacity into New Caledonia and Aircalin will market the capacity in the opposite direction.

The two carriers have for many years worked together on services between Paris and Nouméa via Japan.

**Benjamin Etcheverry, commercial director France AFKLMP Cargo**, said: *“This extension is in line with the partnership we have been developing for several years. We are very pleased to be able to offer new air cargo opportunities to our customers*

*bound for New Caledonia with Aircalin from the Air France – KLM network.”*

**Arnaud Gervais, commercial and marketing director Aircalin**, added: *“We look forward to strengthening our partnership and adding connecting flights to Singapore, which will allow, in addition to Tokyo flights, more options for freight to and from Nouméa but also bring New York closer together. “Caledonia from a number of Asian markets, conducive to the development of Caledonian export. Like tourism, the launch of this new line is undoubtedly an opportunity for the business world and more exchanges for economic players.”*

AFKLMP Cargo will sell Air France (AF 256) flights from Paris CDG, Singapore and other points in its network, Singapore – Nouméa flights operated by Aircalin (SB 701) on 2 to 3 weekly frequencies; Aircalin will market the Nouméa – Paris line via Singapore from New Caledonia on Aircalin flight (SB 700) and then Air France, which will take over from Singapore on connecting flights (AF 257).

# CargoAi: Sustainability is our social responsibility



*Sustainability is not a topic, it is the thread that runs through all processes and activities, is CargoAi's view. The SaaS provider intends to position itself as a Sustainability expert and influencer within the air cargo industry.*

**“S**ustainability should never simply be seen as a separate topic relegated to the last slot on an event agenda but should permeate all our discussions and activities. It should be second nature in our decisions,” **says Magali Beauregard, CargoAi COO.**

**Sustainability, for CargoAi,** has a strong environmental focus in the first instance but is not limited to this, and the company is currently working with an external consultant to establish further measures and implement relevant structures. Systems such as KPIs, for example, CargoAi currently measure their CO2 emissions, as well as the diversity in their teams. Together with the external consultant, CargoAi is systematically working its way through TIACA's sustainability guidelines, aims to come up with a complete and concrete company strategy by September 2022, and is considering appointing a sustainability expert to its Cargo Advisory Board.

*“At CargoAi, we are in the unique position in the market of being able to effectively guide and steer the airfreight procurement towards the most sustainable options. This is possible thanks to our technology, which allows us to aggregate data from all available inputs and create a single source of truth for our customers,” she continues.* The integrated CO2 emissions calculator in March 2021 was just the first step. More solutions are in the pipeline and expected to be revealed towards the last quarter of this year.



## Caribbean Airlines takes cargo service to Cuba

Caribbean Airlines has expanded its air cargo network to Cuba, effective June 28. Through a partnership with general handling agent Aerovaradero, the airline will offer air cargo services twice weekly into Havana on its scheduled passenger flights. Customers will have the option to transport general cargo, pharmaceuticals, live animals, and perishable goods in the belly hold of the aircraft on the Tuesday and Saturday services. From Havana, the handling agent will distribute the cargo

throughout Cuba.

In addition to moving shipments between Cuba and Port-of-Spain, Trinidad, cargo connectivity will also be available via the airline's Port-of-Spain hub to the wider Caribbean, including Guyana, Jamaica, Barbados, and several other destinations. exportTT has supported Caribbean Airlines in the start-up of its Cuban operations by providing key linkages and facilitating training. With an office in Havana, exportTT provides hundreds of Caribbean Community (CARICOM)

products access to the Cuban market in which Caribbean Airlines Cargo will be the primary carrier.

Commenting on the launch, **Marklan Moseley, General Manager Cargo, and New Business Development** stated: "Caribbean Airlines Cargo has supported the movement of goods between Cuba, Guyana, and Trinidad via charter flights in the last couple of years. However, this expansion to offer full cargo services via our passenger flights is a welcome and exciting development. It will improve connectivity and increase opportunities for trade and the seamless movement of cargo between Cuba, and the region". Caribbean Airlines Cargo recently relaunched cargo operations to Suriname and Curacao with twice-weekly flights on both routes.



# Fraport Builds New Airfreight Warehouse at CargoCity South

*DHL Global Forwarding future user of the new cargo facility at Frankfurt Airport – Investment represents a major expansion to the FRA logistics hub*

**F**raport, the owner, and operator of Frankfurt Airport (FRA), is building a new airfreight warehouse at FRA's CargoCity South, thus filling another vacant lot at this important logistics center. The new facility will be used by DHL Global Forwarding, the air and sea freight subsidiary of Germany's Deutsche Post DHL Group, one of the world's largest courier companies. Construction starts in mid-2023. The new warehouse will be located next to access gate Tor 31 at CargoCity South (CCS). The construction site covers an area of around 60,000 square meters. Once complete, the warehouse including office spaces will measure around 28,000 square meters. With this latest addition, Fraport's real estate management continues its successful development of FRA's CargoCity South as one of the world's leading hubs for airfreight shipments.

Fraport will be responsible for the construction of the cargo warehouse and retain ownership of the facility, after the completion of the construction. Following the conclusion of a lease agreement, DHL Global Forwarding will use the new warehouse to further expand operations from Frankfurt Airport. The company intends to develop the FRA location into its European airfreight hub.

**Jan Sieben, who heads Real Estate Development at Fraport AG**, explained: "The overall design of the warehouse was developed based on our many years of experience in the

construction of logistics and airfreight facilities at Frankfurt Airport. Together with the outdoor facilities, the finished layout will perfectly meet the needs of the present tenant. However, the building's design plan and specification make it attractive to potential future tenants as well."

The outdoor facilities too are designed to meet the specific needs of logistics companies at Frankfurt Airport. The warehouse will have 56 gates and truck docks, with plenty of space for driving and maneuvering, along with additional separate truck parking spaces. This planning is essential for ensuring smooth freight operations, while also relieving the general traffic situation at CCS. Parking spaces for DHL Global Forwarding employees will also be available right next to the building. The office areas, including break rooms, will encompass about 3,000 square meters of the total project space.

Alongside operational needs, the warehouse will also meet ambitious environmental requirements. Fraport intends to commission both a general planner and a general contractor for planning and construction.

"Frankfurt Airport has become a vital and highly successful logistics hub," said **Max Philipp Conrady, VP Cargo Development at Fraport AG**. "We are delighted that DHL Global Forwarding – one of the world's leading air freight companies – is expanding its presence here at FRA. This high-profile partner will contribute to further strengthening

Frankfurt Airport as an airfreight location, underscoring our position on the global air cargo market."

**Tobias Schmidt, CEO of DHL Global Forwarding Europe**, said: "Frankfurt Airport plays a key role in our international airfreight services. Thanks to Frankfurt's central location in the heart of Europe, we have been connecting our customers from here to many destinations worldwide for about 20 years now. We are expanding our capacities at FRA in response to the increasing demand for freight shipments. And we are pleased to have Fraport as the right partner at our side."

**Thomas Mack, Global Head of Air Freight at DHL Global Forwarding**, added: "This expansion at Frankfurt Airport will also allow us to grow our dedicated charter business. We are seeing rising demand particularly from Asia, and in e-commerce. Frankfurt provides the ideal preconditions for serving this demand. The new infrastructure will enable us to further enhance and streamline our process management, and thus provide even more efficient services"

**Only a few remaining lots available at CargoCity South**

Upon completion of the latest construction project, CCS will have only two more areas totaling around 90,000 square meters available for future development. Fraport's real estate management division will gradually place these spaces on the market in due course.

# With TCE, ECS Group keeps a trained eye on safe operations



as these are often complex situations and always under time pressure. We rise to the challenge and coordinate solutions with our external ground service providers and affiliated carriers.”

Longer-term audits and risk assessments are another service that TCE offers. The team is fully certified in Safety and Security Management and works with EU (and/or UK) compliant separate checklists in accordance with IOSA/EASA/IATA standards when carrying out quarterly, annual, and biennial audits, or negotiating standard ground handling agreements around the globe for cargo handling.

**Sarah Scheibe** says: “Our dedicated ECS Group team of experts is trained to the highest degree in all aspects of airline safety management, from auditing to risk assessments, from operational process standards to legal aspects. Place your audits, contract management, handling supervision, and much more into our capable hands, with the peace of mind that comes with knowing that fully-certified staff is in control.”

and quality aspects. 12 international airlines already benefit from a wide range of services such as supplier or handling management, customs reporting (ICS/ACE/AMS/VUCEM/ACI), security filing (PLACI/ACAS/ICS2), quality assurance, load plan creation, contract management, and cargo charter coordination, to name but a few. Certain functions, such as operational supervision, are offered both on-site at hub stations, and remotely.

“Handling supervision is always carried out in accordance with the carrier’s needs,” **Sarah Scheibe, Managing Director of TCE**, explains. “The airline defines the standard, and we ensure that third parties comply with the operational window from cargo acceptance to build up, and from cargo towing to loading. TCE proves its worth when unexpected problems occur during daily operations

TCE, one of ECS Group’s ten New Abilities available for individual purchase, offers a comprehensive pallet of services relating to operational air cargo safety, security, and quality.

Quality, safety, and security are three vital aspects when it comes to airline operations. Over at Frankfurt/Main Airport, one of the world’s

key cargo hubs, ECS Group has a dedicated, and certified ground control team of 12 experts providing 24/7 airline support in all cargo operational

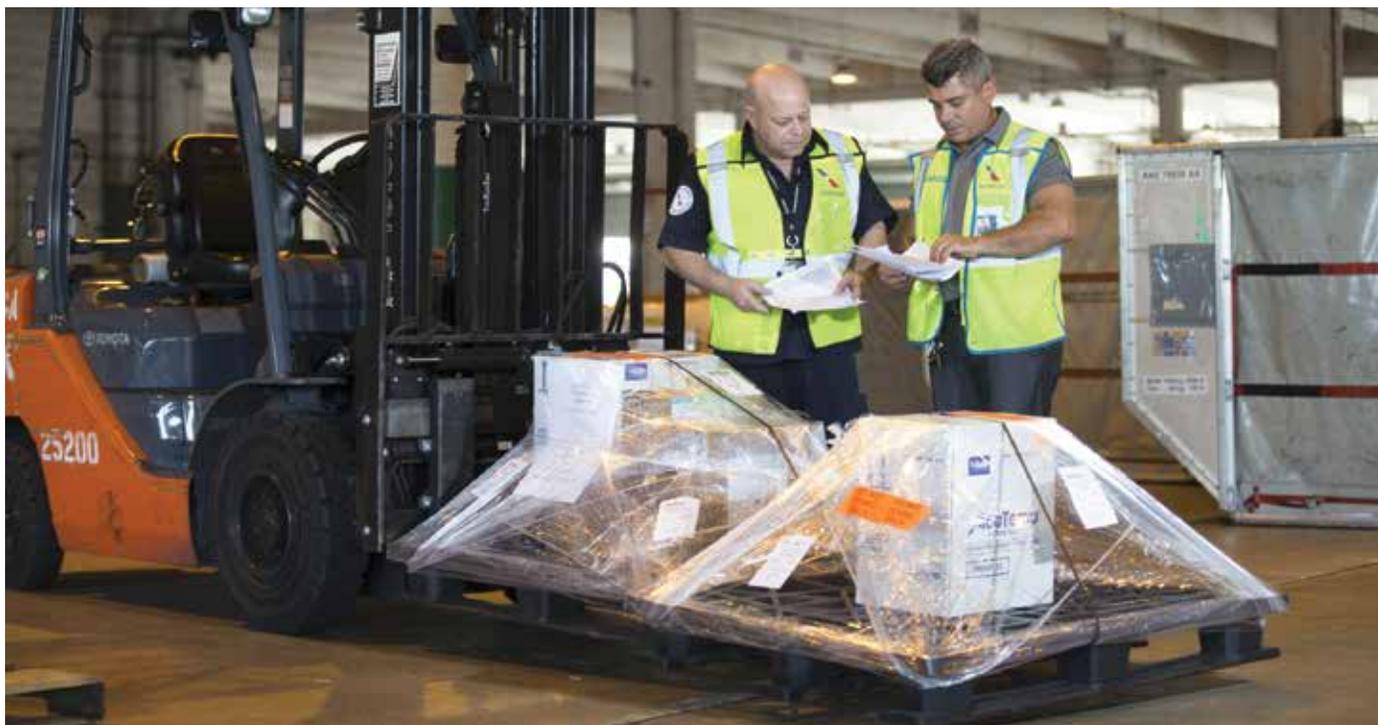
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# American Airlines Cargo Partners with IBS Software to Fast-Track WebCargo Integration



American Airlines Cargo has taken another major step forward in the digitalization of its cargo operations by deploying IBS Software's latest iPartner Customer (iPC) solution to allow seamless, fast integration with leading digital marketplace WebCargo, a Freightos Group company.

IBS Software's iPartner Customer platform is equipped with out-of-the-box APIs that allow faster integration of airline cargo sales and distribution offerings. The deployment allows American Airlines Cargo to take advantage of the business opportunities provided by WebCargo, ultimately delivering enhanced reach to a wider customer base. iPC's real-time data exchange empowers American Airlines Cargo to define and better control its distribution strategy by providing critical features such as smart filtering and configurable business rules.

IBS Software's vision for iPC is to enable carriers to leverage a highly

flexible and scalable platform, with an out-of-the-box capability to integrate digital sales channels. This design philosophy enabled the entire lifecycle of the integration between American Airlines Cargo and Freightos to be achieved in a matter of weeks.

The iPartner solutions were developed with a vision to enable airlines to digitize their integration capabilities with suppliers and partners and leverage the digitalisation boom in the industry to achieve tangible business benefits like better customer engagement, faster sales cycles, and reduced operational costs.

"At American Airlines Cargo, we are 100% committed to driving operational excellence through digital technology. Working with IBS Software on our integration with WebCargo enables us to provide our customers with an enhanced digital booking experience and access to the real-time rates and capacity that WebCargo offers, as well

as expand our reach to new customers," said **Roger Samways, Vice President Commercial for American Airlines Cargo**. "We're excited to continue our partnership with IBS Software and tap into their unrivalled experience and expertise as we both aim to drive growth in the air cargo sector through digitalization."

"Modernizing the air cargo industry through digital technology is critical to its continued growth, and American Airlines Cargo is a trailblazer. We are thrilled to further our partnership with them with this exciting new venture as they continue their journey to transform the service and experience they provide customers," commented **Ashok Rajan, Head of Cargo & Logistics Solutions at IBS Software**.

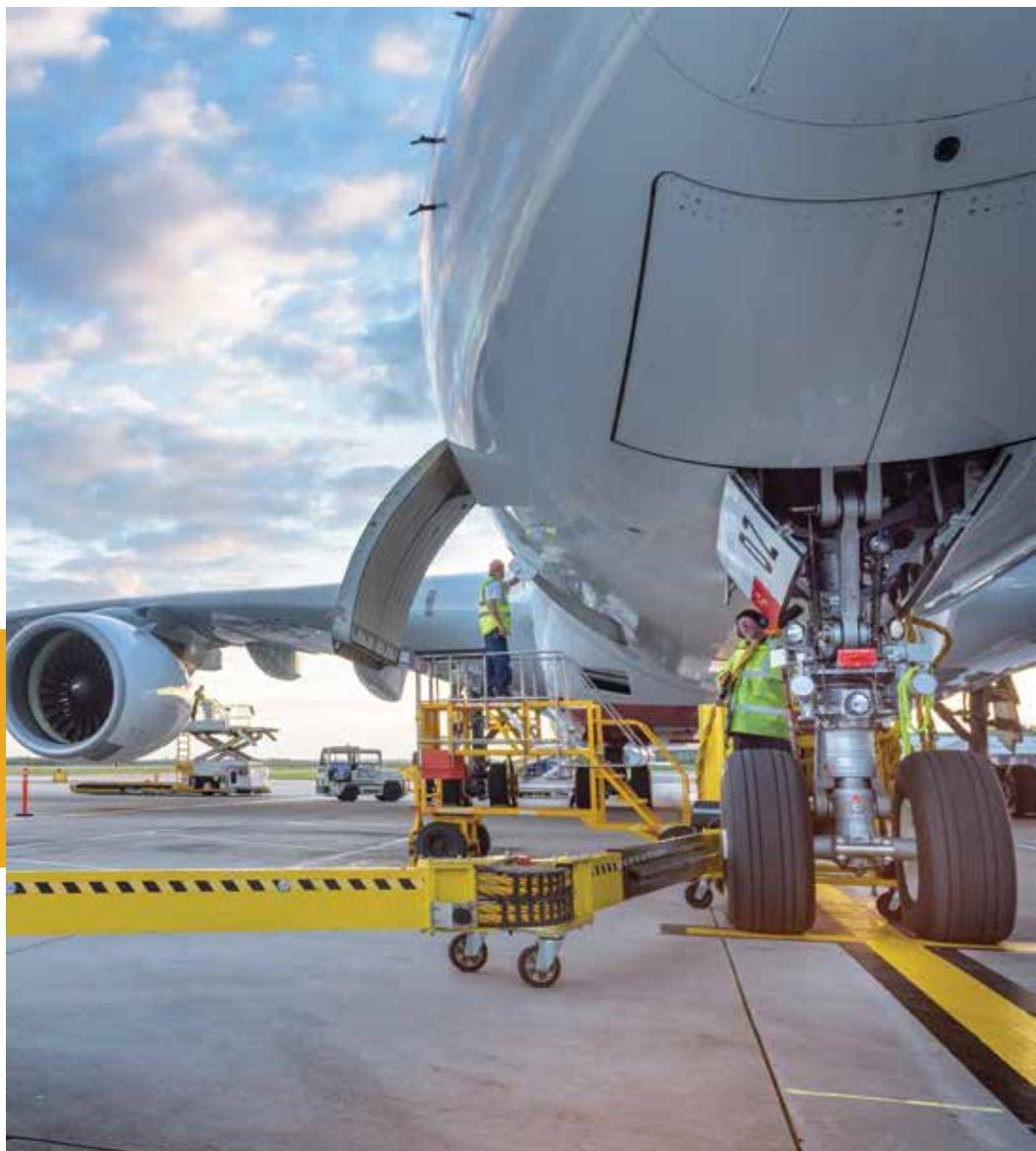
AA Cargo's deployment of the iPartner solution is the latest milestone in its longstanding strategic relationship with IBS Software to transform its business through innovative digital technology.

# Challenge Technic: the Maintenance Arm of Challenge Group

*Challenge Technic rounds off Challenge Group's comprehensive aviation and air cargo logistics making it the ideal global provider.*

“In-house line maintenance expertise was the only missing link when we began establishing Challenge Group as a comprehensive aviation and air cargo logistics conglomeration,” **Yossi Shoukroun, Chief Executive Officer of Challenge Group**, says. “Rather than establish our subsidiary from scratch, we opted to acquire an established, quality service provider and found a perfect match in JETMX last year.”

Challenge Group acquired the Icelandic, independent EASA 145 / BCAA third-party line maintenance service provider, JETMX, on 01 September 2021, taking on all JETMX staff at the company's five line stations in Liege/Belgium, Hannover, Cologne, and Leipzig in Germany, and Sal/Cape Verde. JETMX was renamed Challenge Technic at the end of last year, in line with the Group's rebranding, and is currently transitioning its online presence. Challenge Technic's



headquarters and operational management are located in Iceland. “We do not envisage a line station in Iceland, as the line maintenance market there is already saturated,” Yossi Shoukroun, explains. “However, we grew our maintenance presence in our main hub in Liege by 20 staff, to be able to handle the Challenge Group fleets alongside the 25 passenger and cargo airline customers that we already serve across all five stations. We are also in the process of sourcing further locations to establish more line stations in the coming months.”

Challenge Technic currently employs around 60 certified

technicians and roughly 25 mechanics and store staff at its five locations. Fully EASA 145, BCAA, UKCAA, and TCCA certified, they carry out a broad pallet of line maintenance services for all B737 types through to B747, B757, B767, and B777 variants, and A318/319/320/321 versions. These include transit checks, ETOPS pre-flight checks, borescope inspections, daily & weekly checks, and A-Checks. Other services include engine washing, engine changing, cabin defect rectification, and other troubleshooting measures. 24/7/365 AOG support is available, as are flying spanner services.

# Bolloré Logistics and Air France KLM Martinair Cargo extend their sustainability partnership

This joint effort includes an extension of Bolloré's participation in AFKLM Cargo's SAF programme, which already started in January 2021 for cargo flights between Paris Charles de Gaulle and New York John F. Kennedy airports.

This new agreement between the two long-standing partners covers all routes operated by Air France KLM Martinair Cargo in all geographical areas and will enable Bolloré Logistics to reduce its scope 3 greenhouse gas emissions by at least 75% throughout the year, by a minimum of 4,400 tonnes of CO<sub>2</sub>.

The continuation of this partnership is also a testament to the shared ambition of both companies to pursue their respective commitments to contribute sustainably to the decarbonisation of airfreight transport.

"Today's challenges mean that our customers have very specific expectations regarding the management of their supply chain and are now opting for eco-responsible solutions in line with their commitments. We were among the



Bolloré Logistics and Air France KLM Martinair Cargo (AFKLM Cargo) signed an agreement aimed at continuing and further expanding both parties' sustainability partnership.



first to make this shift with our partner Air France KLM Martinair Cargo and we will continue developing our offer to achieve our scope 3 CO<sub>2</sub> reduction targets," said **Claude Picciotto, Head of Airfreight Procurement at Bolloré Logistics.**

"We at Air France KLM Martinair Cargo are thrilled to be teaming up with our long-standing partner Bolloré Logistics to pursue the development of a more sustainable airfreight logistics chain. Together we pioneered the use of sustainable aviation fuel, a key milestone, but it will be even more important to persevere and speed up our efforts to meet our sustainability

targets," says **Christophe Boucher, EVP Air France Cargo.**

This initiative is part of the AIRsaf offer launched by Bolloré Logistics in July 2021. Based on the use of sustainable aviation fuel, this offer also includes an end-to-end solution, with environmentally responsible pre- and post-carriage procedures, as well as management of reusable transport packaging. It is also in line with its "Powering Sustainable Logistics" CSR programme, in which Bolloré Logistics committed to cut its scope 3 CO<sub>2</sub> emissions generated by the execution of transport by 30% by 2030 compared to 2019.

# A supply chain ‘reality check’, as SEKO Logistics names the first Global VP of Sustainability

**S**EKO Logistics named Kai Lincoln as its first Global VP of Sustainability, taking a major step forward in its ongoing drive and commitment to Environmental, Social, and Governance (ESG). Particularly, in 2022, SEKO will be declaring an ambitious goal to have all their owned and controlled facilities and activities, including road linehaul and parcel final mile, be carbon neutral by 2050. In his new position, Lincoln will oversee all efforts in support of this goal.

Based in Sydney, Australia, Lincoln joined SEKO in January 2014 as Managing Director of SEKO Omni-Channel Logistics, where he spearheaded the growth and development of SEKO’s international e-commerce capabilities for brands, while also introducing their first sustainable packaging options for brands looking to reduce their carbon footprint within e-commerce.

As part of his work directing ESG efforts for the global company, Lincoln will call upon the expertise of SEKO’s newly formed ESG committee and regional business leads in North America, Europe, Asia, Australia, and New Zealand. To date, this group developed SEKO’s sustainability roadmap, which contains set milestones and timelines with key targets in the coming years.

“Our clients want to work with responsible partners who do more than talk about making a difference – partners that show progress against their commitment to ESG. We see sustainability as a growth generator. It will take strong focused leadership, which Kai has repeatedly demonstrated over the past six years, to achieve success, but creating a more sustainable



global supply chain is non-negotiable,” said **James Gagne, President, and CEO, SEKO Logistics**. “This is going to be the ‘reality check’ for future client relationships. While we do not have all the answers yet, we are taking steps forward with tangible goals, and we have the ambition and determination to achieve them.”

SEKO has been taking progressive steps to accelerate its sustainability commitment since completing its first “Green Audit” a decade ago. SEKO’s sustainable procurement policy works to build partnerships with like-minded airlines, shipping lines, and road freight vendors. It also provides clients with carbon calculator tools to improve the visibility of shipping impact and increase carbon offsets.

In addition, five SEKO facilities in North America and Europe are now operationally equipped to capture and use solar energy. Plus, across their

facilities worldwide, SEKO is now measuring energy and emission impacts to help identify operational areas for reduction.

SEKO has also joined industry-led initiatives such as the Sustainable Air Freight Alliance (SAFA) to learn and contribute within its partner community, and sourced home compostable ecommerce packaging which breaks down in less than 180 days into completely non-toxic elements. In 2022, SEKO also introduced sustainability training internally for its more

than 2,000 employees.

Lincoln noted that logisticians must become actively involved to reform the industry and reduce their direct and indirect use of fossil fuels.

“Better utilization of supply chain capacity, working with ‘greener’ vendors, utilizing home compostable packaging, implementing energy-saving solutions within facilities, and driving growth in e-commerce are all practical steps to begin reducing the logistics industry’s carbon footprint,” said Lincoln. “This isn’t an overnight journey, but one that will require sustained commitment beginning with myself, our executive team, and every employee at SEKO, to ensure that we see continued material improvement over the short, medium, and long-term. I am excited and grateful to be given this opportunity to redirect my efforts, knowledge, and passion toward the changes that need to happen.”

# GCL and SAL Saudi Logistics services enter exclusive partnership



**G**lobal Critical Logistics (GCL) has signed an exclusive business partnership agreement with SAL Saudi Logistics Services, the leader in integrated logistics services in Saudi Arabia.

Under the agreement, SAL will provide exclusive logistics services to all GCL companies in Saudi Arabia, serving end customers in entertainment, live events, (motor) sports, fine arts and film and television production.

GCL will support SAL for all global logistics and freight forwarding services for these end markets for projects originating in Saudi Arabia and requiring solutions to and from the country.

*“Our group has been supporting live events in the Kingdom for several years now and it has been exciting to witness the incredible development and growth of this industry and related sectors in Saudi Arabia,”* said **Paul J. Martins, CEO and President of GCL.**

*“Being part of the positive*

*transformation the country is driving is a privilege that we do not take lightly and working with a strong local partner is essential. SAL is not only well established as the undisputed leader in integrated logistics services in Saudi Arabia, but also has the desire and vision to develop and further develop logistics solutions for critical end markets.*

*Saudi Arabia’s Vision 2030, a framework for economic and social reform, plans to invest in all end markets served by GCL globally, with an estimated investment of \$64 billion to help make the country a destination leader for the entertainment industry.*

*“In order to provide high quality, reliable and on-time solutions for critical projects, it is of the utmost importance to understand local regulations, requirements and working methods,”* said **Martins.** *“Partnering with a locally established leader who shares our ambition to deliver seamless services is the best way for us to ensure that we can deliver the high-quality value proposition our customers expect.*

SAL handles 99% of air cargo in and out of Saudi Arabia with operations in Riyadh, Jeddah, Dammam, Medina and many other national stations, and has established a highly skilled logistics solutions team focused on end to end

for some time. -critical end markets. SAL has established a nationwide network of infrastructure, experienced personnel and supplier relationships in all modes of transport necessary to provide high quality service within and outside Saudi Arabia.

**Mr. Faisal Al-Bedah, Managing Director and CEO of SAL,** believes that this partnership adds value to SAL’s vast experience in ground handling and logistics solutions. *“GCL is one of the leading international companies providing critical logistics services and plays a key role in facilitating entertainment and arts activities. The importance of this partnership reflects Saudi Arabia’s Vision 2030, which pays considerable attention to the sports and entertainment industries, in turn positively reflecting the improved quality of life within the Kingdom,”* said **Mr. Faisal Al-Bedah.**

GCL is expanding its global footprint and acquired Dynamic International, a leader in film and television logistics late last year and has just added to the group Asesores de Flete, SA (ADF), headquartered in Madrid, a long-term partner. GCL has also recently expanded its operations to Miami, Portugal, South Africa and Singapore to better serve its customers.

# Hermes NG Ecosystem goes live at Dnata Singapore to digitalise Air Cargo Operations

*The rapid uptake of Hermes NG cargo management ecosystem sets a benchmark for collaboration, following unprecedented success in the face of Covid-related obstacles*

**H**ermes Logistics Technologies (HLT) has completed phase one of its digitalisation collaboration with ground handler dnata Singapore, with the successful implementation of its Hermes NG Ecosystem at Changi Airport.

Now live, Hermes NG is steering all cargo-related operations at the handler's Singapore base as the first phase of a digitisation programme, with the second phase soon to follow.

"Since implementation, the Hermes NG Ecosystem has already successfully processed more than fifty million kilogrammes of cargo, more than 3,000 flights, 20,000 unit load devices, and 50,000 air waybills at the airport," said Yuval Baruch, Chief Executive Officer, HLT.

Phase one of the project included implementation of the latest versions of the Hermes 5 Cargo Management System, the Hermes NG Business Intelligence & Datalakes solution, as well as NG Track&Trace, and seamless integration with technology partner SpeedCargo's CargoEye solution.

These combined modules manage all processes related to physical cargo handling, documentation, special product governance, security, mail, messaging, revenue accounting, and business intelligence.

This allows the handler to build up and break down cargo in real-time, perform more efficient mail handling with less data input, and automate myriad repetitive and time-consuming tasks.

The rapid uptake of the Hermes NG ecosystem at Singapore Airport has been the result of a strong partnership during challenging times.



*"Going live following a complex project delivered during the Covid pandemic is an unprecedented success and our on-site implementation was the culmination of careful planning and strong collaboration," said Baruch.*

Travel to Singapore was not possible until October 2021, resulting in the initial analysis and design sessions being carried out remotely, which made the successful implementation a true testament to both project teams.

Building on this strong foundation, phase two of the digitalization programme will include the addition of other NG products, such as NG Landside Management powered by Nallian, integration with SpeedCargo's CargoMind, and the implementation of modern best practices.

This further integration with technology partners' solutions will form part of HLT's broader strategy to bring the full benefits of collaboration and data sharing to the global air cargo industry.

Hermes' NG Ecosystem is now streamlining all cargo handling-related processes for more than 80 handlers, airlines, and airport terminals worldwide.

# SEKO Logistics continues to build a leadership team to drive international growth

**S**EKO Logistics today confirmed two new appointments to their international leadership team to steer the growth of value-added global forwarding services and build SEKO's value proposition in Australia.

Steen Christensen joins SEKO in the new role of Chief Operating Officer – International, while, in Sydney, Paul Good takes over as Managing Director, Australia.

*"Growing companies need great people to scale at velocity and with Steen and Paul, I am confident we have two very accomplished and talented forwarding and logistics professionals who will challenge us to grow better and faster. Steen's role is a new position for us and one that reflects the expansion of our International Freight Management operations and network. It also recognizes the growth potential we see in the years ahead as we continue to transform and deliver exemplary growth in our Global Forwarding Business Segment while staying true to our commitment of being 'small enough to care, big enough to scale,'" said James*

## **Gagne, SEKO's President & CEO.**

*"Paul joins us as we embark on the next stage of SEKO's growth in Australia to lead our air, ocean, and e-commerce logistics divisions to further enhance our value proposition to clients. We see strong growth opportunities for SEKO in Australia and Paul's solid and impactful track record brings the business and client leadership focus needed for this next stage in our transformation," he added.*

Texas-based Christensen has enjoyed a 30-year executive career in the freight and logistics sector through senior posts with GEODIS and DHL. He most recently spent four years as **Hellmann Worldwide's President & CEO for the U.S. and Canada.** Born in Denmark, Steen is a **'global citizen'** whose career has included living and working in the Middle East, Africa, Asia, and Europe, as well as North America.

As a member of SEKO's Global Executive Leadership Team, he is responsible for SEKO's Air and Ocean Product on a global level, focused on driving strategy, growth, carrier relationships,



network enablement, and performance management. Steen will also lead, and be responsible for, key aspects of SEKO's network forwarding acquisition strategy, and the continued evolution and development of the company's global network of agents.

Paul Good is a career forwarder and logistics professional who, for over 25 years, has held country

management roles in the Asia Pacific, responsible for regional operations and transformation leadership. He has previously worked for Kuehne + Nagel in Indonesia, for Agility in multiple countries including Indonesia, India, the Philippines and Australia, and ABX (Australia). Prior to joining SEKO, Paul served as a Board Member of Speedmark Australia.



award, which we particularly value as it is an active endorsement by those who actually experience our services.

*"The past two years have been extremely challenging for us, with disruptions to our operations caused by circumstances beyond our control, and service standards sometimes below the high standards we set for ourselves. "That our users still feel we deserve this recognition is therefore both gratifying and humbling. "Once again, we thank all those who spared their valuable time to vote for us. "And, once again, I dedicate this award to the wonderful 2,200 Hactl staff who work through all weathers and challenges to help keep supply chains running."*

## Hactl wins again at World Air Cargo Awards

**H**ong Kong Air Cargo Terminals Limited (Hactl) – Hong Kong’s largest independent cargo handler – has once again been named **“Air Cargo Handling Agent of the Year”** at the World Air Cargo Awards 2022.

Hactl’s latest success brings its total number of wins to eight throughout the sixteen years of the

competition.

Hactl’s award was decided on the basis of online voting by the global readership of *Air Cargo Week*.

The awards presentation ceremony was held live online, with viewers tuning in from all over the world.

**Says Hactl Chief Executive Wilson Kwong:** *“Hactl is once again highly honoured to receive this*

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# CargoAi Demonstrates How Data Transparency Solutions Can Drive Sustainable Air Cargo Transformation



A digital air cargo ecosystem, CargoAi, also places great emphasis on the planet's natural ecosystem. **Magali Beauregard, CargoAi COO**, discussed sustainability objectives and responsibilities in an expert panel at Air Cargo India.

**"People, Planet and Prosperity - Making Air Cargo Sustainable for the Future"** was the title of the expert panel discussion hosted by Adani Group. Held on the last day of the Air Cargo India trade fair (June 2) the discussion featured

a broad spectrum of air cargo industry stakeholders and aimed to illustrate how technology can support companies in becoming more sustainable. The discussion underlined that incorporating sustainable measures are imperative.

That is an aim that CargoAi has embedded in its strategic objectives since it was founded in 2019. Digital solutions provide transparency, and thus a starting point for improvement, whether this is in process efficiency and reducing manual, paper-based

workstreams, or in aspiring to meet carbon neutrality goals.

*"In sustainability, as everywhere else, knowledge is power. We strive to provide our forwarders with the right tools and insights at the right point in their decision process to inform and steer towards better procurement decisions with respect to CO2 emissions,"*

**Beauregard stated.**

In a first step, CargoAi pioneered the launch of an integrated CO2 emissions calculator in March 2021. Gartner soon endorsed the Sustainability Calculator, which enables the identification of more environmentally friendly routes so that users can make informed decisions to reduce their shipment's carbon footprint: *"What makes CargoAi cool are the elements of digitization of manual processes combined with sustainability analysis that provides tools to freight forwarders to improve existing or offer new services."* Sustainability data is shared across the various CargoAi process components.

*"CargoAi is uniquely positioned in the market today, to inform and eventually influence the airfreight buyer's decisions thanks to the CO2 data that we provide at every step of the procurement journey,"* **Beauregard outlined.** 25% of the world's capacity is already offered on CargoAi, and this is forecast to double by the end of 2022. Therefore, all steps to uncover key areas for greener processes, have wide-reaching potential. *"Sustainability is part of our core mission and we are striving to continuously develop our product to better match the customers' reduction targets. We are also fully engaged with the community to provide the industry with the necessary toolbox to reduce and compensate for their CO2 emissions."*



## Wingcopter scores \$42M in latest funding round, leveraging strong product-market fit with multi-million-dollar delivery drone orders

- Funding will be used to expand its drone delivery services globally, ramp up production, accelerate the firm's R&D efforts, and hire 80 new employees
- New investors include REWE Group, Salvia, and XAI technologies

**W**ingcopter, the German delivery drone manufacturer and service provider, today announced that it has raised \$42 million from renowned financial and strategic investors. The new funding is part of a Series A extension round, tripling the company's total equity raise to more than \$60 million to date. Leading German retailer REWE Group as well as German investors Salvia and XAI technologies came on board as new shareholders. They were joined by Japanese conglomerate ITOCHU and previous backers Futury Capital from Germany and Silicon Valley-based Xplorer Capital.

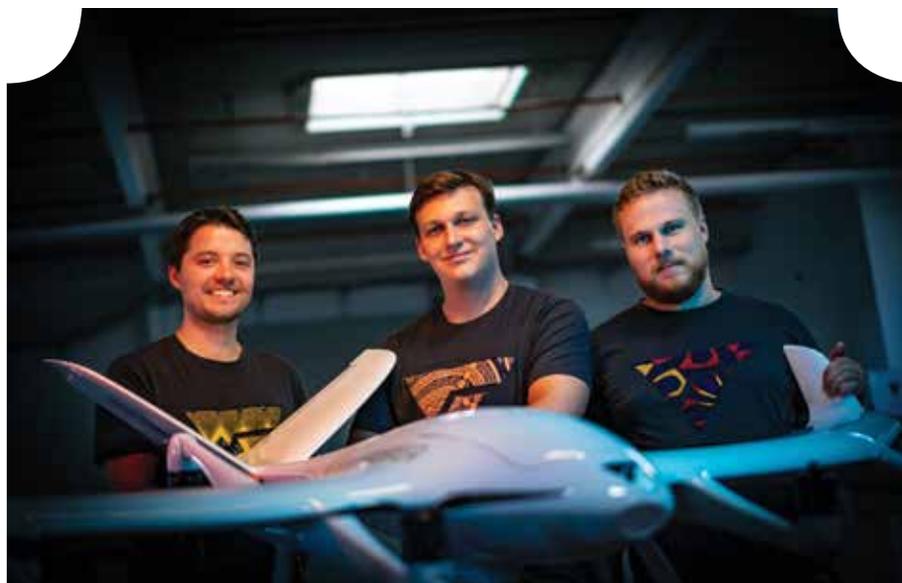
REWE Group as one of Germany's largest grocery retailers with 12,000 stores across Europe is an ideal addition to Wingcopter's investor base and a clear sign that Wingcopter's future will expand beyond medical drone delivery services. Salvia, with an investment focus on disruptive technologies, is known for its early investment in German biotech

champion BioNTech and will actively support Wingcopter's growth path with its longstanding company building expertise. *XAI technologies*, founded by machine vision pioneer Enis Ersü, will add additional value thanks to the team's deep knowledge and experience in the fields of sensor technology and industrial automation. Listed in the Fortune Global 500 index, *ITOCHU* is one of Japan's largest trading companies and will open new doors to the promising Japanese market.

With the fresh funding, Wingcopter will be able to further expand its drone delivery services globally and ramp up production of the world's most efficient eVTOL delivery drone, the Wingcopter 198. Wingcopter has been experiencing a continuously growing demand for its new unmanned aircraft system and has already sold most production slots for this and next year. Wingcopter's production facility in Germany is designed to manufacture thousands of Wingcopter drones per year and will soon start with partly automated production work, significantly speeding up the production process.

Moreover, Wingcopter plans to use the capital injection to accelerate the firm's R&D efforts with regards to new product features and to hire 80 new employees across all departments within the next months. The new capital raise comes shortly after the Federal Aviation Administration (FAA) had approved the *Airworthiness Criteria for the Wingcopter 198*, which marked a critical milestone in the U.S. Type Certification Process of the company's flagship aircraft.

"At Wingcopter, we create efficient and sustainable drone solutions to save and improve lives. For this, we are hiring passionate pioneers with whom we build what has not existed before," said **Tom Plümmer, Co-founder and CEO of Wingcopter**. «The new funding, combined with growing revenues, puts us in an excellent position to establish our industry-leading drone delivery solution with our customers around the globe to optimize supply chains.»



**Christoph Eltze, Executive Board member Digital, Customer & Analytics and IT at REWE Group**, adds: *"REWE Group is one of the most innovative companies in German retail. For years, we have relied on strong partnerships with innovation leaders, especially in emerging trends. With Wingcopter, we have found such a new partner."* *"With its disruptive technology and highly motivated team, Wingcopter has the potential to become a frontrunner in the drone delivery space. In the face of global challenges such as climate change, innovative companies such as Wingcopter are needed to lead an industry like logistics into a sustainable, more efficient future. We are pleased to accompany this success story from now on as an investor and sparring partner,"* adds **Helmut Jeggle, Founder & Managing Partner of Salvia**.

*"We are excited to join the Wingcopter team on their way to the next growth milestones as a leader in drone delivery logistics,"* explains **Enis Ersü, Managing Owner of XAI technologies and former CEO of ISRA VISION**. *"Being an investor and a technology partner at the same time our team at XAI technologies is very much looking forward to generating further business potential by integrating*

*advanced key technologies and operational excellence together with the management."*

Drone Delivery has gained enormous momentum in the last years, with more and more enterprises and administrations understanding the potential of fast and environmentally friendly on-demand deliveries through autonomous cargo drones. This is perfectly underscored by Wingcopter's recent *partnership agreement with Continental Drones* that aims to deploy 12,000 Wingcopter drones over the next years to deliver much-needed goods throughout sub-Saharan Africa by building a new layer of infrastructure in the sky. Other Authorized Partners that act as strong local operators or distributors in their respective geographies include *ITOCHU* in Japan and *Synerjet* in Latin America, which both became investors in Wingcopter in addition to signing the partnership agreements.

In Malawi, where the company has been active since 2019, Wingcopter will expand its network operations with new Wingcopter 198 drones and more hubs, transporting various medical goods – including emergency medicines and COVID vaccines – to remote health centers, in line with the company's goal to save and improve the lives of people all over the world.

# CargoTech, the one-stop-shop providing Digital Solutions to the Air Cargo Industry

*CargoTech's mission is to encourage, facilitate, and accelerate the digital transformation of the air cargo industry. Its ambitions are to be the one-stop shop providing Digital Solutions for every Air cargo business process and to offer best-in-class consultancy services to advise the various stakeholders on their digital transformation.*

Going digital or upgrading existing technology can be daunting. The air cargo industry is highly fragmented, both in terms of supply chain stakeholders, as well as available systems. Most companies' IT landscapes have grown from legacy systems and are often a complex patchwork of interfaces intermingled with various manual processes to bridge software limitations. While not everything can be digitalised, there is much to be gained in terms of speed, efficiency, revenue improvement and cost reduction by adopting the right Digital Solution or improving business processes.

"Our core belief is that whatever can be digitized should not remain manual. With CargoTech, we are bringing together cargo business experts with technology experts specialised in specific areas of air cargo," **Cedric Millet, President of CargoTech**, says. "By doing so, CargoTech's goal is to develop and offer the right digital solution for each and every possible air cargo business process. With ECS Group's Cargo Digital Factory alongside Wiremind Cargo, CargoTech has already



*started to offer a variety of products that cover some very relevant transactions. Each company has its specific area of expertise; thus, they complement each other."*

The combination of technology experts and air cargo industry experts of that magnitude is something unique, and the variety of solutions that CargoTech will offer will create a one-stop-shop service to air cargo companies: CargoTech will be in a position to provide airlines, forwarders, GSAs and GHAs a with consulting service advising them on

their digital transformation or system upgrade. The CargoTech customers will also have a single contact capable of discussing a complete end-to-end digitalisation plan, and providing these Digital Solutions. CargoTech consists of different companies which operate separately but coordinate their activities to ensure quick deliverables and complementary products.

CargoTech's Product Road Map defines clear responsibilities for its participating members and

offers synergies in terms of business development, marketing, and technology. Where products or services are missing, CargoTech first seeks out technology experts within the industry, capable of delivering the required solutions. "We don't aim to start developing everything from scratch. There are so many talented tech companies or start-ups out there and we want to tap into those talents, support them and bring them together under our umbrella" Cedric Millet continues. "CargoTech acts as an accelerator in transforming and digitalising the air cargo industry, by providing funding to technology experts to enhance existing products or develop new ones. One example where we have already done this is by providing Wiremind Cargo with the financial means to develop its CMS system, CargoStack, launched last month."

CargoTech openly extends the invitation to companies that share the drive to digitalise the air cargo industry: any company can join as long as it can demonstrate an added value in terms of product, commercial development, or adoption. One new member will be announced soon.

# Wiremind Cargo's contribution to a more sustainable industry

*Wiremind Cargo approaches sustainability from two angles: providing intelligent solutions that help its airline customers to best manage their capacity and processes, and auditing its processes to reduce negative impact.*



**“S**ustainability is all about ensuring that what we do to meet our current needs, does not negatively affect the ability of future generations to meet theirs,” **Nathanaël de Tarade, Chief Executive Officer of Wiremind Cargo**, states. “Whether we are acting as a business, as individuals, or within society in general, we all share that responsibility.”

At Wiremind Cargo, the sustainable approach is two-fold. The first is the company’s work philosophy, in particular when it comes to internal

processes such as how code is written and optimized. Where large companies often have thousands of server resources that are fragmented, rarely optimized, and often not fully utilized, the company’s approach is to write code with extremely high standards of quality to avoid this situation. A concrete example would be the newly launched algorithm in SkyPallet, one of the most innovative products of Wiremind Cargo, which is written entirely in RUST, a recent programming language with a footprint that is much

lower than certain other available options, while still offering extremely high performance.

In addition to sustainable work processes, Wiremind has also audited itself with regard to carbon emissions. In cooperation with the partner hosting its data, Wiremind recently measured its CO2 footprint for all its software architecture – its cloud servers and models, and so on. A more in-depth method of calculation took into account the operations of the company and the data centre, generators, air conditioning in the offices, production centre electricity usage, shipping, travelling, staff, IT equipment, and a whole host of other aspects. The result was that the entire Wiremind Group, of which Wiremind Cargo is a part, jointly emits around 10 tonnes of CO2 per annum. The equivalent of a couple of individual cars. “*This shows that we are doing something right in getting our emissions under control,*” **Nathanaël de Tarade** says. Similar, regular audits will help to track implemented improvement measures.

The second, more visible approach to sustainability, is in the capabilities of Wiremind Cargo’s digital solutions. Its flagship SkyPallet product is a clear contributor to more efficient and sustainable use of capacity and available resources. “*We are not the ones who decide what type of fuel is used, or how many aircraft fly per day,*” **Nathanaël de Tarade**, clarifies, “*So, what we do is clearly on a small scale. However, what our product can do, is reduce space wastage. Our end goal is to help the industry to ship the same amount of freight by using less capacity.*” Similarly, Wiremind Cargo’s recently launched CargoStack CMS suite includes modules that also aid in avoiding wasted space: the overbooking forecast module is one example. It is currently being finetuned. “*We are continuously improving our solutions to make them even more efficient and useful contributors to the industry, so I am very much looking forward to the next implementation of these modules with our airline customers.*”



Amar More

## Kale to digitalize cargo at Vancouver Airport

*The North American airport will adopt Kale's Cargo Community System to make cargo operations more efficient and transparent, and to support its objective toward a more sustainable airport environment*



Jason Tse

**K**ale Info Solutions, the US subsidiary of Kale Logistics Solutions, is to implement its Airport Cargo Community System (ACCS) at Vancouver International Airport (YVR), Canada, to support growing cargo throughput.

A proof of concept of Kale's ACCS will take place ahead of full implementation of the solution, with the aim of improving efficiency for all stakeholders, streamlining cargo flows, and addressing airport truck congestion challenges, which continue to affect many North American airports as cargo volumes swell.

YVR is investing in its cargo operations to ensure it can continue to meet growing demand while identifying new solutions that will increase efficiencies with trucking and transportation, especially during peak hours.

*"As Canada's second busiest airport, YVR is focused on enhancing our cargo operation and working with our airline and freight forwarding partners to meet our shared goals for the safe, reliable, and efficient movement of goods, all while advancing our climate*

*commitments,"* said **Jason Tse, Manager, Commercial Leasing – Cargo, Vancouver International Airport.**

*"Technology and digitization are key aspects of how we will achieve success, and we look forward to working with Kale Info Solutions and applying its innovative Cargo Community System at YVR for the benefit of our partners, our community, and the economy that supports it."*

Kale's system will enable advance shipment notifications to be sent from shippers, agents, and truckers to cargo handlers and airlines at the airport, bringing real-time updates and transparency on estimated arrival times, as well as details on actual cargo on board, facilitating communication between all stakeholders concerned.

Advance truck slot booking capabilities will enable trucking companies and ground handlers to coordinate landside freight movements, reducing congestion and pollution by eliminating waiting times and enabling ground handling companies and airlines to process trucks efficiently and cost-

effectively.

Kale's mobile app, meanwhile, allows slots to be booked dynamically and adjusted automatically, in line with peaks and troughs in truck arrivals at the airport, further reducing congestion on roads and within the airport.

*"This project is a testament to the efficacy of our solutions and we look forward to helping the Vancouver Airport Authority and other airports in North America to overcome the challenge of truck congestion in the region,"* said **Amar More, President, Kale Info Solutions.** *"Our ACCS brings tremendous benefits in meeting environmental sustainability objectives with a major reduction of paperwork, carbon emissions, and pollution, and creates a vibrant stakeholder digital eco-system around the airport."*

Earlier this year, Kale successfully piloted the truck slot and dock management module of its Airport Cargo Community System with Worldwide Flight Services at John F Kennedy Airport, New York, USA, bringing reductions in truck wait times of up to 66 percent for exports and 48 percent for imports.

# Top 25 airfreight forwarders: Kuehne+Nagel takes the top spot from DHL

The sharp rise in demand for air capacity through the strong re-emergence of air cargo in 2021, after 2020's supply chain devastation caused by market lockdowns, has catapulted Kuehne+Nagel (K+N) to the top of the freight forwarder rankings. 2021 – a bumper ride for air freight forwarders in terms of revenue, profits, and volumes touching new heights, also witnessed a change at the top as Kuehne+Nagel beats DHL for the top spot.

As per the latest annual statistics from consultant Armstrong & Associates, Kuehne+Nagel (K+N) was the world's largest airfreight forwarder in terms of volumes in 2021 as it recorded a 54.9% increase to 2.2m tonnes. The large increase came as 2021 was a bounce-back year following the worst of the Covid pandemic that saw demand fall and large swathes of capacity taken out of the sky as passenger fleets were grounded and

cargo carriers had to find new ways to transport shipments.

Economic recovery after the pandemic also boosted demand, as consumers' spending on goods increased as services were still limited by the pandemic. Congestion at ports and container shortages also brought a modal shift giving a push to airfreight.

K+N also yield benefits from the acquisition of Apex Logistics. The first-time consolidation in May 2021 of airfreight provider Apex Logistics accounted for around half of the growth. At the time of acquisition, K+N said Apex handled around 750,000 tonnes of air cargo per year. "Limited global freight capacity in 2021 called for customized solutions from the Air Logistics business unit. Demand remained strong for K+N's services in areas such as pharmaceuticals, essential goods, and e-commerce. This enabled the business unit to gain significant market share," K+N said.

It added: "In 2021, the increased demand for air transport services was generated from a solid economic rebound but also challenges in sea freight supply chains; this in combination with an extended period of low availability of belly capacity due to low frequency of passenger travel has led also in the airfreight market to capacity shortage and high freight rates. "Similar to the situation in sea freight, a favorable service mix, strong development in the trans-pacific market, unprecedented access to charter capacity and operational efficiency under the difficult circumstances contributed to significantly increased margins."

As the industry benefited from the bounce back in both demand and capacity, overall the top 25 last saw their air cargo volumes increase by 19.2% to 18.1m tonnes compared with those companies occupying the top 25 spots in 2020.

Other noticeable came from the Japanese forwarders as they reported above market improvements in air cargo demand, CH Robinson as it recovered from a particularly difficult 2020, and DSV which saw its growth lag behind that of its rivals following on from years of acquisition fuelled growth.

2021, in its first quarter, witnessed forwarders report below market growth as it was impacted by discontinued Panalpina business following the integration. However, the company recovered later in the year in line with the market.



# Air cargo contributed more than a third of airline revenues in 2021, over double its contribution in 2020, IATA Annual Review 2022



**A**ir cargo contributed more than a third of airline revenues in 2021, over double its contribution in 2020, said the International Air Transport Association (IATA) in its Annual Review 2022.

The trade association said that in 2021, air cargo generated \$155bn, up from \$129bn in 2020 and \$101bn in 2019.

Global demand for air cargo was up 6.9% compared with the pre-Covid level in 2019 and up 18.7% compared with the level in 2020. Air cargo capacity in 2021, however—measured in available cargo tonne kilometers (ACTKs)—was 10.9% below the ACTKs in 2019 (-12.8% for international operations).

IATA said that in the face of challenges presented by supply chain congestion and Covid restrictions it “urges governments to exempt

air cargo crews from the Covid-19 restrictions imposed on regular travellers and to coordinate and standardise their pandemic measures so that air cargo can move around the world with minimal disruption”.

Airlines have committed to net zero carbon emissions by 2050 in line with the Paris Agreement. IATA said it has already seen some good decarbonisation efforts by the air cargo industry in the areas of refueling, SAF uptake, and electrification of ramp vehicles.

It added: “More opportunities are available for air cargo to improve its operational efficiency through modernisation and digitalisation, yet another priority for the air transport industry as a whole.”

Digitalisation in the industry is helping to modernise air cargo shipments, make them more efficient,

and support the growth of sectors such as e-commerce.

The e-air waybill is expected to cover 100% of shipments on all enabled trade lanes by the end of 2022. IATA said the One Record data sharing standard is currently undergoing 17 test implementations involving 145 companies and three customs authorities.

“Underpinning the digitalisation of the supply chain is IATA’s Cargo XML messaging standard, which is being accepted by an increasing number of customs authorities,” IATA said.

IATA recently **called on governments to further support the safe carriage of lithium batteries** by developing and implementing global standards for screening, fire-testing, and incident information sharing.

# First TIACA Regional Event a Success



*to more intimately connect with our members and industry colleagues. This connection we feel will be invaluable in uniting the air cargo community and moving forward with the association's vision for the industry."* **Steven Polmans, Chair, TIACA**

The Regional events are designed to identify specific issues on a regional level that TIACA can incorporate into our overall work on behalf of the industry. It also allows regional participants that do not normally come to our events to engage and network with us and other industry colleagues. Each event will develop a Regional Action plan that will be incorporated into TIACA strategic objectives and activities and will provide valuable guidance to TIACA's regional representatives as the Association expands its team to increase industry support.

"The first Regional event has exceeded my expectations! Varied and very good speakers, great subjects, a network boat cruise for many new connections, and of course air freight would not be air freight without a nice drink downtown Amsterdam City Centre. Very professional in total with a fantastic atmosphere. Thanks to all the people who were there to make this a great day together!" **Roos Bakker, Director Business Development Cargo at Amsterdam Airport Schiphol.**

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

as well as security/safety and regulatory issues were covered. Event delegates took part in lively discussions and enjoyed unique Dutch hospitality and networking opportunities and enjoyed a cocktail cruise around the harbor as the event concluded. As an additional benefit for delegates who wanted to have more insight regarding cargo activities at Schiphol Airport, an all-access tour around the cargo facility was provided.

*"The success of the Regional event in Amsterdam has shown us that we have found a missing link that was needed and allows us*

**T**uesday, June 28th, TIACA held the first Regional event in Amsterdam. The event brought over 150 delegates from across the industry to discuss issues that

affect the European air cargo market. Topics such as sustainability, capacity challenges, market outlook, needs and expectations of shippers, digitalization, people, the future of trucking

**A**ir forwarders Association members can rise to the challenge of an impending surge in demand for US air cargo capacity through better communication, **Brandon Fried, Executive Director, Airforwarders Association told members of the Los Angeles Air Cargo Association (LAACA).**

The capacity crunch will be driven by a perfect storm of cancelled China to US sailings, congestion at US airports, warehouse scarcity, labor shortage, and rising inflation, he said.

*“The challenges for ocean carriers are well documented and we understand that they are looking after profit margins, but air capacity is already constrained by multiple factors,”* said Fried.

*“Congestion at major airports is exacerbating the strain on supply chains across the US. “To rise to these challenges, the air forwarding community must better communicate with each other and learn to be adaptable. “AfA is already meeting this challenge, driving the debate and developing new strategies to help the industry unite and find a common voice.”*

Last month, AfA launched its Airport Congestion Committee (ACC) as a key example of the Association’s proactive stance.

Set up to find realistic solutions to relieve airport congestion, the ACC will present findings to private, public, and government entities as workable policies for urgent new legislation.

*“The air cargo community, and the transport industry*

# Airforwarder Association says forwarders must prepare for airfreight volume crunch driven by lack of ocean capacity

*The forecasted surge in demand for US air cargo capacity will be largely driven by a lack of sailings with ocean suppliers*



*Brandon Fried, Executive Director, Airforwarders Association (AfA) (left) with Michael Yu, President, Los Angeles Air Cargo Association (LAACA) (right).*

*at large, has been served up an alphabet of disasters over the past few years but AfA has continued to support its members and campaign for the air cargo*

*community at large,”* said Fried. *“We do this not only through lobbying on behalf of our members but also by actively creating solutions to speed up the passing of*

*necessary legislation by the US government.”*

Fried was speaking at the LAACA June meeting at The Belamar Hotel, Manhattan Beach, California.

# IATA sees industry profits once again in 2023 despite challenges



Profitability is “on the horizon for 2023” for the airline industry, **IATA director general Willie Walsh** told delegates at the 78<sup>th</sup> IATA Annual General Meeting here in Doha, Qatar on 20<sup>th</sup> June.

Walsh announced an upgrade to its outlook for the industry’s 2022 financial performance as the pace of recovery from the Covid-19

crisis quickens. Markets are “rebounding strongly”, with cargo an increasingly “vital contributor,” said Walsh. “It is a time for optimism, even if there are still challenges on costs, particularly fuel, and some lingering restrictions in a few key markets,” he said.

Industry losses are expected to reduce to -\$9.7 billion (improved from the October 2021 forecast for

an \$11.6 billion loss) for a net loss margin of -1.2%, according to IATA. This will be a huge improvement from losses of \$137.7 billion (-36.0% net margin) in 2020 and \$42.1 billion (-8.3% net margin) in 2021.

Industry-wide profitability in 2023 appears within reach with North America already expected to deliver an \$8.8 billion profit in

2022, said IATA. Despite economic challenges, cargo volumes are expected to set a record high of 68.4 million tonnes in 2022.

IATA’s forecast comes despite the huge spike in fuel prices and reflects its conservative view on the timing of the re-opening of China’s borders to international traffic, said Walsh. It also reflects the strong demand being seen by airlines now and that demand is expected to remain for the rest of the year.

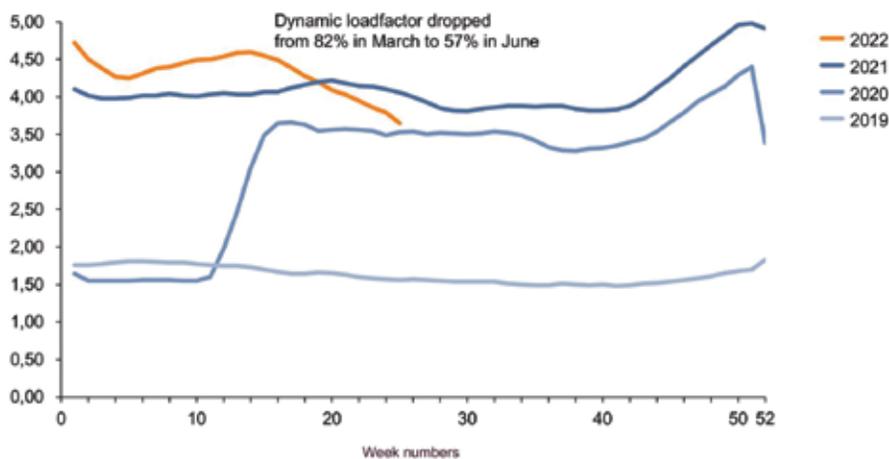
Industry revenues are expected to reach \$782 billion in 2022 (+54.5% on 2021), 93.3% of 2019 levels. Flights operated in 2022 are expected to total 33.8 million, which is 86.9% of 2019 levels (38.9 million flights).

Passenger revenues are expected to account for \$498 billion of industry revenues, more than double the \$239 billion generated in 2021. Cargo revenues are expected to account for \$191 billion of industry revenues. That is down slightly from the \$204 billion recorded in 2021, but nearly double the \$100 billion achieved in 2019. Overall, the industry is expected to carry over 68 million tonnes of cargo in 2022, which is a record high.

# Air cargo rates dip as transatlantic freight volume cools off

Lower loadfactors across the Atlantic reduced air cargo rates by 30% since April

Air cargo rates from Europe to North America  
(USD / kg)



Source: CLIVE Data Services

The market adjusts to less volume and more capacity, but rates are still double their pre-pandemic levels, Clive says.

Global air cargo volumes fell again in June, down 8% year-on-year, with additional summer airline capacity continuing to apply downward pressure on airfreight rates, especially on the North Atlantic which has seen a 30% decline over the past three months, according to the latest weekly air cargo market intelligence from industry analysts CLIVE Data Services, part of Xeneta.

Demand in the general airfreight market in June was -7% compared to 2019 and follows the -8% drop in volumes reported by CLIVE for May 2022.

Available cargo capacity in June rose 6% over the same month of 2021 but remained -11% down on the 2019 level. The 'dynamic load factor' for the month – based on CLIVE's analysis of both weight

and volume perspectives of cargo flown and capacity available to produce a true indicator of airline performance – was 59%, 9% pts lower than in 2021 and 2% pts adrift of June 2019.

General airfreight rates in June were 129% higher than in 2019 and 13% higher than in 2021. Although this continues the decline seen on a global level in recent months, the drop slowed relative to May.

"In our analysis of air cargo market performance in May, we said the North Atlantic market could provide 'a test case for the direction of other markets once they also return to their pre-Covid levels.' This is still true, and we may see the consequences sooner than we anticipated a month ago. General North Atlantic airfreight rates dropped by around 30% between the first week of April to the last week of June. This brings these rates very close to the 2020

levels. If we just look at the Spot market, the rates are already lower in the last two weeks of June 2022 compared to 2020 by around 5% and the market has yet to bottom out. This will be causing some interesting soul-searching for airlines and forwarders," said **Niall van de Wouw, founder of CLIVE and now Chief Airfreight Officer at Xeneta.**

"While flights ex Asia to the US and Europe remain relatively full, we are seeing a subdued North Atlantic market, largely due to more capacity. We have to consider what will be the knock-on effect of a softening air cargo market? Will carriers deploy their freighters to other markets in Asia Pacific, Africa, or South America? We are already seeing some freighter redeployment in the market. It will also be interesting to see the reaction of forwarders that have secured air cargo capacity directly with airlines or through charter brokers or ACMI providers because, in a softening market, more options are available. They were willing to pay a price for reliability and their own control, but they may now be considering how much cheaper it could now be to use commercial airline capacity. And, has the 'cost of living' crisis even started to kick in yet?" he continued.

Rising cases of Covid will be another market concern, he said, as is the continuing struggle to tackle the people drain in the aviation and logistics industries. He pointed to reports of restrictions on freighter operations at Frankfurt Airport due to labour shortages as well as the recent study by IRU, the international road transport, which shows 2.6 million truck driver vacancies went unfilled in 2021 and forecasts a worsening situation in 2022. Relatively low wages and poor working conditions for some workers on the frontline of supply chains, van de Wouw said, means "we won't see this struggle disappear anytime soon."

## The airfreight industry will not suffer any “lasting negative impact” from the pandemic



Speaking at the Scan Global Logistics Air & Ocean Freight Outlook June 2022, Ashwin Bhat, chief commercial officer at Lufthansa Cargo, said that the company believes: *“There won’t be any lasting negative impact from the pandemic for air cargo.”*

He said there are five reasons for it. The first is that global economies will recover, the second is that air cargo continues

to transport high-value goods, the third is that the air cargo industry continues to solve problems, the fourth is that global trade will continue and the fifth is that there are increasing customer demands for speed. These will ensure the industry remains relevant.

He said the future focus of air cargo should be on ensuring the supply chain is a **“value chain”**, alongside more fluid collaboration, and more smart solutions, including those that cut CO2.

For the present, he said, peaks of uncertainty are increasing.

*“One crisis after another on top of each other is coming and that is the world we are living in. As air cargo, we have lived through it in the last few years.”*

At Lufthansa Cargo, belly capacity at the end of last year was down 27%. Capacity is currently still down 8-10%.

The Ukraine-Russia war affected competition and capacity because of the closure of airspace, meaning Lufthansa, alongside other airlines, was forced to fly a longer Europe-Asia route than normal.

The Shanghai and Beijing Covid lockdowns also further affected capacity due to the lack of ground facilities in China.

Bhat said passenger demand is steeper than expected but the capacity gap remains: *“The air cargo capacity projection is that we will come to the pre-Covid situation only by 2025.”*

But the demand for commodities and products is climbing. The supply chain disruption has been exacerbated by a lack of spare parts and materials following factory shutdowns in China during the lockdowns, putting more demand pressure on air freight to deliver when these become available.

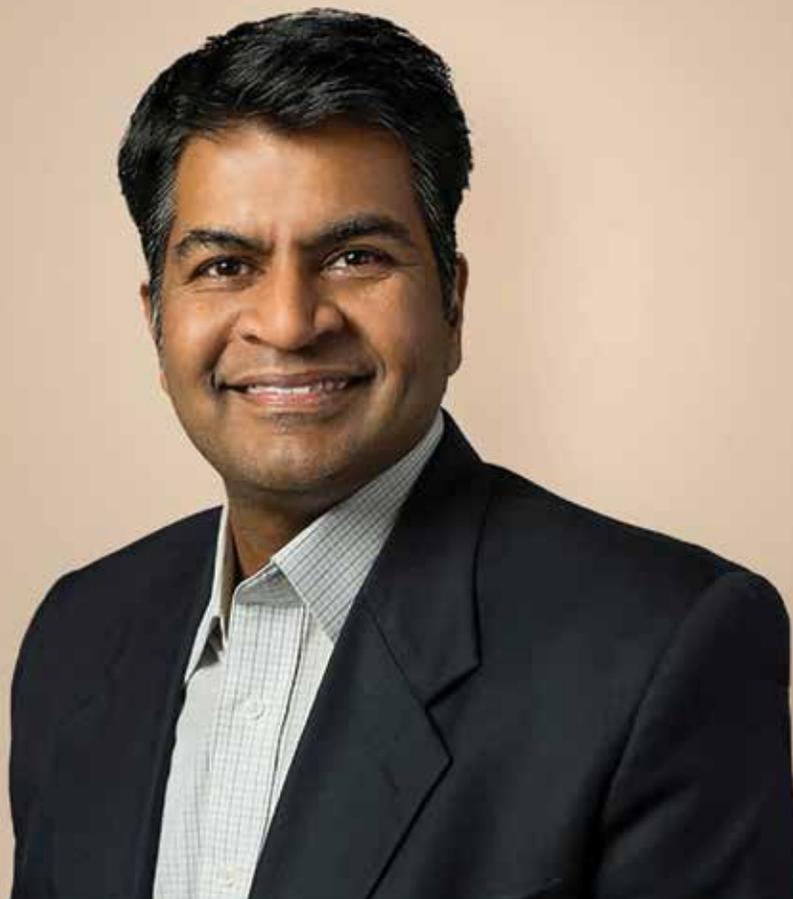
Port congestion continues to be an advantage for the air cargo industry. Fewer ships are waiting at ports, but huge delays remain, said Bhat.

The rise of e-commerce also continues to push up demand for airfreight capacity.

On the softening of rates, Bhat said: *“We see some softness in the market partly because of the Shanghai lockdown, Ukraine war, and inflation.”* However, he added there is also *“seasonal”* softening.

Anticipated changes to the market include Asia to Europe trade because of the end of the Shanghai Covid lockdown, and the North Atlantic trade due to more belly capacity creating overall excess capacity.

**Lars Jensen, chief executive, and partner of Vespucci Maritime** summarised that within the maritime sector *“demand is ok, but capacity is lacking”*. He said: *“The market is normal in most trades. Up until now there haven’t been signs of weakness in the market.”* Jensen stressed that demand is not weak but imbalances are worsening, meaning more empty containers need to be moved. When imbalances increase, empty containers increase and so demand increases. He said: *“When vessels are delayed outside a port this is effectively taking remaining capacity out of the market.”* Improvements in capacity absorption have been marginally improved, he added.



## UPS appoints Bala Subramanian EVP and Chief Digital and Technology Officer

UPS has appointed Bala Subramanian, 50, to the newly created position of Executive Vice President and Chief Digital and Technology Officer. Effective July 18, Bala will report to Chief Executive Officer Carol B. Tomé and join the UPS Executive Leadership Team with responsibility for technology and

industrial engineering to drive more innovative, agile, and flexible solutions for UPS stakeholders.

*“Bala will supercharge our digital transformation at UPS, driving new competitive advantages for our customers and partners,” said Carol. “He will be laser-focused on making it easier to do business with UPS while giving our employees new tools to unleash even more innovation for our customers.”*

In this new role, Bala will be responsible for the overall strategy, design, development, and execution of UPS’s technology, industrial engineering, and digital transformation functions and will be a key driver in growing the business.

Bala brings a wealth of experience to UPS, most recently serving as Chief Digital Officer at AT&T, where he and his teams led the digital transformation of

employee and customer experiences. His efforts helped to modernize technology and establish an agile and data-driven approach to working across the company.

Before AT&T, Bala served as the Chief Digital Officer at Best Buy, where he helped lead the company’s turnaround with responsibility for technology, product development, and operations across the company’s global e-commerce portfolio. Bala also served in technology leadership roles at T-Mobile U.S. and Ericsson, earlier in his career.

Bala holds a Master’s in Business Administration from Duke University’s Fuqua School of Business and a Master of Science in electrical engineering from the University of Oklahoma. He serves on the board of directors for Cars.com and the Dutch multinational retailer Ahold Delhaize.

# American Airlines Cargo

## appoints new EMEA Sales Director



American Airlines Cargo has appointed Emma Oliver to the role of Director, Cargo Sales Europe, Africa & Middle East (EMEA), and Asia Pacific (APAC).

Emma returns to cargo as regional sales key leader following two years of supporting the passenger business, most recently leading the Strategy & Projects team providing analytical support across the EMEA region and working on joint business and partnership opportunities.

As a seasoned cargo professional, Oliver is well-known in the industry from when she previously served as Global and Key Account Manager for EMEA. Her new role as Sales Director will also encompass Asia Pacific.

*“Emma has a proven track record of hard work, dedication, and success,”* says **Lisa Oxentine, Managing Director Global Sales for American Airlines Cargo.**

*“We are thrilled to have her back on the team to lead Cargo Sales for the EMEA and APAC regions with her collaborative spirit and positive energy.”*

Oliver will be based at London Heathrow. She has a degree in Business Administration and General Management from the University of Bath in the UK.

# Rhenus Air and Ocean Appoints New Co-CEOs, Jan Harnisch and Tobias



where our talent can best flourish creatively, and align ourselves as a truly global company to offer end-to-end solutions to our customers around the world,” said **Tobias König**.

“We will continue to lead by example and innovate, both through how we support our customers through our products and services, as well as being one of the best workplaces in the world. By tapping on technology to drive sustainability and build a more resilient supply chain, we are confident of expanding our footprint significantly. At the same time, we will double up on our employer branding efforts to attract the right talent to build diverse and effective teams,” added **Jan Harnisch**.

Jan Harnisch joined Rhenus as a Business Development Manager in China in 2012 before moving to Singapore to take up the role of regional product Ocean



## König

Jan Harnisch and Tobias König have been appointed as the new global Co-CEOs for Rhenus Air & Ocean. The leadership team will focus on spearheading transformational growth and operational excellence across all areas including digitalisation, human resources development, sustainability, and scalability.

Under the new co-leadership structure, Jan Harnisch and Tobias

König will jointly chart the strategic direction to further accelerate Rhenus Air & Ocean’s growth globally.

Specific key areas for Tobias König include strategic customer relationship development, industry verticals and marketing as well as positioning Rhenus as the forwarder of choice. Jan Harnisch’s duties will include leading the direction for volume growth, product, and service innovation as well as enhancing operational excellence.

*“Rhenus has grown tremendously to be regarded as one of today’s top global logistics players, with some of the best people in the industry driving this success. To propel Rhenus to the next level, we have conducted a critical review to reexamine conventional organisational structures, find ways*

Freight Head of Asia and the CEO of the Far East Asia region. He was then promoted to Global COO of Products Air & Ocean in Germany prior to this latest role.

Tobias König started his career with Rhenus in 2008 in Rhenus Port Logistics as an assistant to the board and moved fast onto the sales role in 1.5 years. In 2011, Rhenus Projects Logistics was founded, and Tobias König became the Managing Director. From 2020 onwards, he took over the position of Global CCO of Rhenus Air & Ocean before being named as the CEO.

Recent developments by Rhenus include its announcement to achieve carbon-neutral global LCL services by 2030, as part of its strategy to spearhead the industry’s transition to sustainable logistics.

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