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EDITOR'S LETTER

IATA's World Cargo Symposium Focuses on Driving Sustainable and Inclusive Growth



Air cargo is an unsung hero of the global economy. In normal times, it delivers some 35% of the value of goods traded across borders. In the pandemic, air cargo brought medical supplies and vaccines to where they were needed. And today it is providing a vital transport alternative for some products as Red Sea shipping lanes face geopolitical uncertainty. In 2023 air cargo closed the year at near pre-pandemic performance levels.

In this context, global air cargo leaders are set to convene in Hong Kong (SAR), China, from March 12 to 14, for the International Air Transport Association's **(IATA) World Cargo Symposium (WCS)**. Ensuring the future reliability and growth of this critical sector will be top of mind with an agenda focused on sustainability, digitalization, safety, and security.

WCS will feature a diverse lineup of speakers, showcasing the breadth of expertise needed to address these challenges. Brendan Sullivan,

IATA's Global Head of Cargo, will join forces with industry leaders such as Marie Owens Thomsen, IATA's SVP of Sustainability and Chief Economist, Ronald Lam, Group Chief Executive Officer Cathay Group, Tom Owen, Director of Cathay Cargo, and executives from Atlas Air, Jardine Aviation Services Group, WestJet, and Accenture. Their insights are expected to fuel meaningful discussions and promote collaborative solutions.

Key topics of safety, sustainability, and digitalization will be explored at WCS. Sessions will address various subjects, including the safe transport of lithium batteries, a review of Annex 18 – examining the challenges and benefits in addressing regulatory gaps, ESG reporting in air cargo, digital advancements including ONE Record, and the role of generative AI in the future of air cargo. These sessions aim to provide participants with the knowledge and strategies needed to tackle industry-specific challenges

while advancing sustainable practices.

Complementing the symposium are workshops designed to cultivate the next generation of industry professionals and enhance current practices. These include the Future Air Cargo Executives Summit (FACES), discussions on competency-based training, and insights into IATA's Cargo Solutions. Moreover, the symposium will host an E-Commerce Forum, highlighting the need for increased collaboration between e-tailers and cargo operators.

A key highlight of the WCS is the FACE UP! Air Cargo Awards 2024, which recognizes the innovative contributions of recent university graduates. The finalists, chosen for their groundbreaking theses on air transport logistics, will present their projects at the conference, offering fresh perspectives and innovative ideas and a winner selected by the audience.

WCS is more than just a conference; it is a pivotal event in the industry's calendar. It leads the way in promoting a sustainable, inclusive, and resilient air cargo sector, equipped to adapt to the ever-evolving demands of global trade and e-commerce. The event assembles industry leaders from around the world for networking and business development opportunities, providing a unique platform for discussing and implementing industry standards, policies, and procedures.



DEVENDER GROVER

We are on



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Vienna Airport and Korean Air Lift their Partnership to a New Level:

Expanded collaboration to increase air cargo traffic

Korean Air - Vienna Airport Cooperation Agreement Signing Ceremony



Vienna Airport and Korean Air signed an agreement to expand their existing partnership. The objective is to jointly meet the growing demand for air cargo services between Korea and Vienna Airport in its capacity as a flight and cargo hub for Central and Eastern Europe. Plans include joint market initiatives targeting freight forwarders and customers as well as an exchange of industry expertise as the basis for offering optimal services. Korean Air has been regularly operating cargo flights to Vienna since 2004.

Thanks to its geographically favourable position in Europe, Vienna Airport has established itself as a global business interface for air cargo for neighbouring countries such as the Slovak Republic, Hungary, and the

Czech Republic, and has long served as a link connecting Eastern Europe and Western Europe. Due to increasing investments in the region on the part of Korean companies, the airline Korean Air expects growing demand for air cargo in the coming years.

"We are pleased to announce our collaboration with Vienna Airport. Korean Air is fully committed to improving air transport services through this agreement and ensuring the highest possible customer satisfaction between Korea and Vienna," states **Jaedong Eom, Senior Vice President and Head of the Cargo Business Division at Korean Air.**

"The neighboring countries of

Austria and Asia have been economic regions that have been closely linked through international air cargo traffic for many years. Especially in the automotive and electronics sectors, Asian companies rely on the manufacturing capacities in the Eastern European region. Korean Air has been an important air cargo partner since 20 years and I am pleased that we can now further expand our long-standing partnership in the cargo sector with this agreement," says **Julian Jäger, Joint CEO and COO of Flughafen Wien AG.**

"Korean Air has already been leveraging Vienna Airport for two decades to provide rapid and reliable access to Central and Eastern European markets. Within the context of the new agreement to further expand our cooperation, we will jointly develop our air transport services along the route between Vienna and Incheon Airport in South Korea to optimally meet the increasing demand" adds **Michal Zach, Head of Ground Handling Services at Flughafen Wien AG.**

Vienna serves as a cargo hub for goods to and from Asia, for example for customers involved in automobile production in Central and Eastern Europe as well as for electronic and pharmaceutical goods. Thanks to a well-developed logistics infrastructure and spacious handling capacities, Vienna The airport offers quick transshipment times via the European motorway network, enabling goods to reach about 23 countries by truck within 36 hours.

SriLankan Cargo partners with cargo.one to digitalize sales

- SriLankan Cargo partners with cargo.one as the industry leader for equipping carriers to distribute with fully digital sales
- With cargo.one's first South Asian carrier, freight forwarders globally will shortly gain instant digital access to SriLankan Cargo's global capacity



Founder and Co-CEO of cargo.one, adds, "We are proud to play an important role in fueling the exciting growth of SriLankan Cargo, our first South Asian carrier. By entering the digital market strongly with a world-class, customer centric sales channel, SriLankan Cargo is best placed to leverage its valuable strengths and deliver for many more forwarders globally."

SriLankan Cargo joining cargo.one will deliver a valuable increase in visibility and marketing of its network and offers. cargo.one will apply its extensive experience of digitalizing the sales functions of over 50 airline partners globally, to power SriLankan Cargo's digital strategy. cargo.one enables airlines including SriLankan Cargo to gain swift and affordable access to thousands of forwarding branches in its 116 markets.

From Summer 2024, freight forwarders using cargo.one can book SriLankan Cargo capacity, for both general cargo and perishables, across its entire network including important destinations such as London, Frankfurt, Paris, Chennai, Delhi, Singapore, Shanghai, Canton, Tokyo, Melbourne, and Sydney.

SriLankan Cargo and cargo.one has unveiled an exciting global partnership to bring the Sri Lankan national carrier's cargo capacity to the leading platform for digital air cargo bookings. Comprising its very first digital sales channel for air cargo, cargo.one will soon deliver its user-friendly and efficient booking platform for all SriLankan Cargo's global offers. The addition of SriLankan Cargo services further adds to cargo.one's renowned depth and diversity of supply options. The deal reflects cargo.one's ability to deliver airlines a first class digital sales channel with a broad and competitive presence in all relevant markets.

SriLankan Cargo will provide freight forwarders using cargo.one with valuable connectivity to a global network of 37 destinations in 21 countries across Europe, the Middle East, South Asia, Southeast Asia, the Far East and Australia. The airline leverages its direct flights to key hubs in Europe, as well as particularly strong capacity options to India and the Gulf region. With its road and partner networks, SriLankan Cargo further expands its reach to serve over 200 destinations worldwide.

cargo.one is the go-to choice for forwarders requiring rapid and comprehensive global market visibility, and the ability to

book and confirm shipments at speed. SriLankan Cargo customers can rely upon cargo.one's high standards for usability, visibility and control in the booking of their shipments.

Chaminda Perera, Head of Cargo at SriLankan Cargo, comments, "Our digital sales progression is now a key driver of our growth and cargo.one is a logical expert to expedite our transition. We can have total confidence that every SriLankan Cargo customer will enjoy a top-class digital experience. It is excellent to see that our teams are already kick-starting smart initiatives to maximize our market opportunities."

Moritz Claussen,

Etihad Cargo Continues Strong Cool Chain Product Growth Trajectory



- 2023 was the third consecutive year Etihad Cargo has achieved year-on-year growth for its dedicated cool chain products — PharmaLife and FreshForward, demonstrating the carrier's commitment to excellence in pharmaceutical and perishables logistics.
- Etihad Cargo witnessed a 37 per cent increase in pharmaceutical and life sciences shipments in 2023, achieving the highest volumes recorded in the carrier's history.
- The carrier also achieved a 10 per cent increase in perishable shipments via Etihad Cargo's FreshForward product.

Etihad Cargo, the cargo and logistics arm of Etihad Airways, achieved year-on-year growth of the carrier's dedicated cool chain products — PharmaLife and FreshForward — in 2023. The airline recorded the highest volumes of pharmaceuticals transported in Etihad Cargo's history, achieving a 37 per cent increase in shipments compared to 2022. The carrier also transported 10 per cent more fresh and perishable shipments, making 2023 the third consecutive year Etihad Cargo has achieved growth for both products despite challenging market conditions. This milestone achievement reflects

Etihad Cargo's unwavering commitment to excellence in pharmaceutical and perishables logistics, reinforcing its position as a leading global air cargo operator.

Etihad Cargo has continuously invested in and added features to its cool chain product range, including PharmaLife for the shipment of pharmaceuticals, healthcare and life sciences commodities and FreshForward for the shipment of perishable fresh produce, including fresh fruits, vegetables, dairy, fish, meat and flowers. The carrier holds IATA's Centre of Excellence for Independent Validators (CEIV) certification in Pharmaceutical

and Fresh logistics. A consistent commitment to safety and quality has enabled Etihad Cargo to achieve a 99.1 per cent compliance rate for pharmaceutical shipments in addition to growing cool chain volumes for the last three years.

Contributing to the increase in cool chain volumes transported by Etihad Cargo in 2023 was the opening of the carrier's dedicated pharma hub, which has doubled its cool chain storage and handling capacity. The 3,300 square-metre facility comprises the latest technology and features, including RFS loading docks with levellers, insulation and floor work for

faster and more efficient loading with stricter temperature controls, increased storage space, additional build-up and breakdown zones for improved production workflows and upgraded cool chain facilities for our pharma handling and storage operations. Since launching the new pharmaceutical centre in July 2023, Etihad Cargo immediately achieved an increase in pharmaceutical volumes, recording a 39 per cent increase in July, a 40 per cent increase in August and a 41 per cent increase in September.

Etihad Cargo has also refurbished its perishables handling and storage facility. The carrier operates a 3,000-square-metre dedicated perishables temperature-controlled warehouse, providing smoother transfers to Etihad Cargo's FreshForward truck fleet, making the end-to-end journey of perishables easier and safer.

Leonard Rodrigues, Acting Managing Director at Etihad Cargo, said: "Etihad Cargo is fully aligned with Abu Dhabi's vision of becoming a global logistics, pharmaceuticals and perishables hub. The carrier's commitment to quality combined with continuous product and infrastructure enhancements has enabled Etihad Cargo to achieve significant growth and contribute to the creation of a more resilient and robust global cool chain."

Expanding beyond the carrier's Abu Dhabi hub, Etihad Cargo's PharmaLife network covers over 62 destinations. To strengthen connections between Abu Dhabi and the rest of the world, Etihad Cargo has developed over 1,330 IATA CEIV Pharma/ Good Distribution Practice (GDP)-certified trade lanes, ensuring product integrity. Etihad Cargo is actively collaborating with key airline partners to establish further IATA CEIV-certified pharma trade lanes to broaden the carrier's network through dedicated PharmaLife agreements.

Since launching Pharma Corridor 2.0 between Abu Dhabi and Brussels, Etihad Cargo has provided the highest levels of assurance in the quality of handling to pharmaceutical shippers and forwarders through the establishment of pharma

corridors between airports with cargo handling communities certified under the IATA CEIV Pharma programme. In 2023, the carrier recorded a 10.3 per cent increase in volumes transported via the first-of-its-kind corridor and has shipped over 70 per cent more pharmaceutical and life sciences cargo volumes since the corridor's creation. The consistent growth for the Abu Dhabi to Brussels lane has been a major contributing factor to Etihad Cargo achieving the highest recorded PharmaLife tonnage since the carrier's inception.

Rodrigues said: "The establishment of Pharma Corridor 2.0 and an expansive global PharmaLife network has enabled Etihad Cargo to bring much-needed transparency, traceability and trackability to the sector, benefiting not only customers but also the global pharma supply chain. The unique collaboration and partnerships Etihad Cargo has pioneered have allowed the carrier to offer complete transparency on the status of temperature-controlled pharmaceutical shipments, recording quality, time, temperature, potential deviations and actions. Etihad Cargo is now actively exploring further opportunities to create additional corridors between Abu Dhabi and other key markets to bring these benefits to more regions critical to the manufacture and supply of pharmaceuticals. Leveraging the success of the Pharma Corridor, Etihad Cargo has launched Fresh Corridor 2.0 between Abu Dhabi and the Netherlands, resulting in a 42 per cent increase in fresh volumes transported."

Etihad Cargo has also provided additional cool chain capacity to its partners and customers with the addition of new stations and increased frequencies to its global network, which has grown to serve over 70 destinations. Etihad Cargo's expanding freighter network, in combination with the airline's passenger network, supports growing capacity demand for Etihad Cargo's premium products, including PharmaLife and FreshForward. In Asia, the carrier added a fourth gateway

destination in China — Ezhou — in 2023 and offers more belly hold cargo capacity across new passenger routes to Kozhikode and Thiruvananthapuram, operating seven flights per week to each destination. Seven new passenger flights to Chennai bring the total number of weekly flights to 21, supported by a twice-weekly freighter service.

Rodrigues concluded: "Etihad Cargo's partners have benefited from the carrier's expanded operations in key regions and increased frequencies across critical trade routes for pharmaceutical and perishables flows. For example, India represents 30-40 per cent of the global production of generic medications and supplies medicines to over 200 countries. The country is establishing itself as a healthcare hub, which is driving demand for PharmaLife, and Etihad Cargo is committed to supporting emerging and growing markets through new product features, technology and dedicated expertise. In 2023, Etihad Cargo started new pharma roadshows and naturally focused on India. The carrier's Pharma Champions programme is providing local expertise for Etihad Cargo's Indian customers as well as enhancing its connectivity to India's key markets, including North America and Europe. In less than one year, Etihad Cargo has doubled its PharmaLife volumes ex India."

Etihad Cargo recently announced it will be implementing enhanced cargo screening requirements for US-bound shipments from selected stations, including Mumbai, Bangalore, Delhi, and Hyderabad, and Bangkok, Jakarta, Hanoi, Kuala Lumpur, Manila and Singapore. The enhanced cargo screening requirements will benefit Etihad Cargo's partners and customers through shorter transit times in Abu Dhabi, reduced handling and repackaging at transit points, and quick ramp transfer (QRT) and through units (TRU) shipments. Cargo originating from Australia, China, the European Union, Israel, Japan, South Africa, South Korea, and the United Kingdom to the US will also benefit from the enhanced screening requirements.



MIA reaches unprecedented heights in passenger and cargo numbers, paralleled by historic investments

Miami International Airport (MIA) soared to unprecedented heights in 2023, marking a historic year of accomplishments in passenger and cargo traffic, as well as substantial investments in maintenance

and capital improvements. Audited reports recently released confirm that MIA achieved its highest-ever annual passenger total, handling 52.3 million travellers in 2023, for an impressive 3.2% increase over the previous year's

record. Notably, international travel experienced an exceptional 8.5% surge, reaching 23.2 million passengers, while domestic traffic, though slightly down by half a percent, still accounted for 29.1 million travellers.

The stellar performance in passenger numbers was primarily fuelled by American Airlines, MIA's hub carrier, which contributed significantly by serving 31.4 million passengers in 2023. American Airlines also demonstrated its commitment to MIA's growth by increasing its year-over-year seat capacity by 10% during the winter 2023 schedule, resulting in a record-breaking 390 peak-day flights.

In addition to the record-setting achievements in passenger traffic, MIA welcomed service launches by notable carriers such as Volaris El Salvador, Norse Atlantic Airways, and Porter Airlines, expanding its portfolio to an



impressive 96 passenger and cargo airlines - the highest among all U.S. airports.

Cargo operations at MIA also reached new heights in 2023, registering a 1% growth to achieve a record-breaking 2.78 million tons. This accomplishment was driven by 2.2 million tons of international cargo and 548,976 tons of domestic shipments. Additionally, 2023 marked the third consecutive year that MIA handled more than 2.7 million tons of cargo.

Amidst the passenger milestones, MIA also received historic investments in its infrastructure and maintenance needs throughout 2023 from an unprecedented \$7-billion Capital Improvement Program and a \$1.7-billion maintenance modernization plan. Mayor Levine Cava's Future-Ready initiative guided the implementation of the

Modernization in Action (M.I.A.) Plan last year, outlining critical investment areas and ensuring transparency with the public.

The enduring success of MIA as a global gateway and Miami's status as a premier tourism destination shines through in our remarkable achievement of a second consecutive record-breaking year. The significant investments in infrastructure and maintenance in 2023 reflect MIA's commitment to staying at the forefront. My heartfelt congratulations and gratitude extend to our valued airport partners and the tireless MIA workforce. Together, they have propelled our county's largest economic engine to new heights in 2023, making this achievement a testament to collective dedication and excellence.

Miami-Dade County Mayor Daniella Levine Cava

As MIA continues to set new benchmarks, the airport remains dedicated to providing unparalleled services, connectivity, and economic contributions to the region. The collaboration between MIA, our airline partners, and the workforce ensures a bright future for MIA as a premier global gateway.

Ralph Cutié, MIA Director and CEO

Looking ahead to 2024, MIA anticipates continued passenger growth with American Airlines launching new routes to Governor's Harbour, Bahamas, and Ocho Rios, Jamaica, among others. Additionally, foreign-flag low-cost airlines Condor Airlines, LEVEL, and Viva Aerobus are set to make their debuts at MIA, further enhancing the airport's global connectivity. In April, the airport is set to welcome its 40th all-cargo carrier, China Cargo Airlines, further strengthening its position as a key player in global air cargo.

Capital investments and maintenance upgrades at MIA this year are set to elevate the airport's infrastructure and enhance the overall traveller experience. Noteworthy initiatives include the groundbreaking this month for a state-of-the-art \$136 million parking garage, boasting 2,200 spaces to substantially augment parking accessibility for both travellers and employees; a comprehensive overhaul to replace all airline ticket counters between concourses F and H; integrating cutting-edge biometric boarding technology at all 60 gates in Concourse D; the modernization of 38 elevators, escalators, and moving walkways; and the revamping of 30 bathrooms and 10 passenger boarding bridges across the entire airport.

These strategic investments underscore MIA's commitment to providing a seamless, technologically advanced, and aesthetically pleasing environment for all its patrons, ensuring that the airport remains at the forefront of modern travel facilitation.



Turkish Cargo is Honoured with Two Awards at Air Cargo India 2024

Turkish Cargo, the air cargo brand of flag carrier Turkish Airlines, received the “Innovative International Cargo Airline of the Year” award at the “International Award for



Excellence in Air Cargo” ceremony, held by Stat Trade Times magazine. Turkish Cargo has been also awarded as the most highly acclaimed air cargo brand in the “Innovative Logistics Solutions in Air Cargo” category, with SMARTIST facility.

Expressing his opinions on the awards, **Ali Turk, the Chief Cargo Officer of Turkish Airlines**, said; *“We are glad to have been announced as an innovative air cargo brand once again in the international arena. I hereby express thanks to our colleagues who have contributed to such achievement. Being able to remain competitive in the developing and digitalized world starts with understanding and meeting the requirements of the staff members and business partners. We, as Turkish Cargo, regard our investments in*

infrastructure and technology as a holistic development cycle spreading to all processes from our human resources policies to our sales channels. Such a strategy enables a dynamic organizational structure based on a young and skilled staff. Thus, our teamwork and business culture progress in harmony with the digital transformation processes.”

The state-of-the-art cargo facility of Turkish Cargo SMARTIST

At SMARTIST, one of the state-of-the-art cargo facilities in the world, cargo is stored and transferred by a computer-controlled Automated Storage and Retrieval System (ASRS). Besides, ULD storage processes are automated using the ULD Storage System. Work Order project

synchronizes and checks the in-warehouse handling processes through automated systems. By integrating RPA (Robotic Process Automation) technology with all processes, manual and repetitive tasks are performed 24/7 without relying on humans.

Turkish Cargo has also developed Cargy, a WhatsApp Chatbot, to enable cargo tracking and schedule inquiries. Delivering uninterrupted and fast customer contact, Cargy enables readily cargo tracking and O&D-based schedule inquiries without any time constraint.

Thanks to such smart logistics systems, not only the operational processes are expedited, but also any unfavorable circumstance that might arise is minimized and the workforce can be assigned to value-added tasks.



ATC Aviation aims to set the highest standards of excellence in the Cargo GSSA business, through high quality and transparency in service delivery

"Satisfaction of our partners, our customers, our employees, and our investors are the cornerstone to successful, sustainable, and profitable business growth,". In an exclusive to Cargo Newswire, Ingo Zimmer, CEO ATC Aviation Services Group details the success story of ATC Aviation Services Group.

Q *Since the establishment of ATC, what is the success story of ATC Aviation Services Group?*

ATC was founded in 1971 in Switzerland as a charter broker. When I joined ATC in 1989 it was one of the first international Cargo GSSAs with offices in Switzerland, France, and Germany. Only a handful of airlines were served. Over the years, ATC has grown big. In our days we are serving close to 100 airlines in 25+ countries around the Globe.

On an annual basis, we sell 250,000 tons of cargo. Central Europe is one of our biggest markets. In Austria and Switzerland, we are in the top positions—the CEE we cover with offices in Poland and Hungary.

Germany and France are still the backbones of our European operations. The Netherlands and Spain are covered as well. Another strong area is the Americas. The USA and Canada we cover with 13 Offices.

South America has grown a lot through mergers and acquisitions. From Ecuador to Argentina, we cover all the main markets with offices in 7 countries.

Asia is in the focus for expansion in the coming years. Recently we got



offices in Thailand, Korea, India and Hongkong.

Our activities in Africa are concentrated on a GSSA company in South Africa and a service office in Ethiopia.

In the GSSA segment, ATC Aviation Services is a leading global player now.

Q ***Air Freight remains a seller's Market. ATC is one of the elite GSSAs that understands the local market conditions, your global vision, your network, and the main objective.***

Indeed, one of our strengths is our global network. We are able to offer our services in a certain country, for a certain region, or even on a global level.

It is still essential for a good GSSA to have the know-how on the local markets. To have a national network with the respective sales offices and cargo acceptance points. To offer the airlines trucking services wherever needed to connect the offline with the online station, it is imperative to have the right talents on board. In ATC there is a saying "People are our biggest assets" We have dedicated teams for our airline customers as well as single points of contact and sometimes even separate offices.

Segmentation is another keyword. It is about customer segmentation. Our focus is not only on global forwarders. The SMEs and niche agents are important customers as well.

It's also about product diversification.

For the further expansion of our product portfolio, we hired charter specialists, pharma experts as well as express and e-commerce professionals.

Since its foundation, ATC has been known for its quality and that is what we want to be known for in the future as well as a global player but also a guarantor of excellence and quality in air cargo.

Q ***How difficult was the pandemic for ATC Aviation with this crisis and what positive plans did the company decide to make?***

The pandemic for ATC, like for all of us, was a challenge but on a positive note a very good chance to further and especially continue our digital strategy.

We could very fast shift from an office to a home office scenario. All our software is cloud-based. The teams can access the Cargo Operations system, data lakes, and whatever is needed to carry out the daily work from home. On the hardware side laptops and company phones have been standard for a while. Without any major disruptions, we could continue our jobs.

We got used to meeting customers on Teams or Zoom. We have taken from the pandemic that we still offer our employees some home office days per week, which makes us attractive as an employer.

With this digital platform and flexibility, we are prepared for any disruptions coming from strikes, natural disasters, or whatever.

Q ***Post Pandemic what are the biggest challenges for the ATC Group and your efforts to resolve those?***

When we look at the year 2023 the main challenge was that the composite yields dropped by 30% globally compared with the Covid area. At the same time, the demand and tonnages went down by another 30 %. Because of that and like many other companies in our industry we had to start some cost-saving initiatives in the first quarter of 2023. After some reorganization, we are much leaner and stronger and from December 2023 we can see a recovery in global tonnages.

Q ***Air Freight capacity continues to be one of the biggest challenges affecting freight rates. How has the capacity crisis impacted your business globally?***

Of course, the capacity mainly in the belly holds of the passenger widebodies came back and brought

the airfreight yields down but we are still above the pre-Covid rate levels and as mentioned before demand is rising. We had a fantastic December 2023 followed by January and February tonnage numbers up by 30% compared with the same months last year.

Q ***Digitalization is the buzzword these days, how is digitalization affecting the GSSA business especially concerning ATC Aviation? How do the GSSAs fit into the digital marketplace for freight capacity?***

As mentioned, our grade of digitalization is already very high. Besides the virtual working place for our teams, we operate services like full data capture or converting standard mail into digital bookings.

We offer digital bookings via our webpage and we are working with Awery and their digital market place cargobooking.aero.

Talking about the digital marketplace, they are only an additional sales channel complimentary to the sales and marketing offered by the GSSAs in my opinion.

Accepting a booking is only a small part of our activity. Market studies, Customer services, load planning-, coordination of trucks, handling, ULDS, and after-sales services are what make the product.

Q ***What are the benefits of digitalization in the global air cargo market?***

Saving costs and resources. Speeding up the processes. Connecting the stakeholders in the industry, with real-time information.

Q ***What are ATC Aviation Group's expansion plans?***

We will focus on our core business so the expansion will be more geographical. The target is to expand in Asia and South America.

*By Devender Grover, Editor in Chief
Cargo Newswire*

Etihad Airways appoints Vice President Cargo to drive growth



- Etihad Airways has appointed Stanislas Brun to the role of Vice President Cargo.
- In his new role, Brun will be based in the carrier's Abu Dhabi headquarters and will oversee Etihad Cargo's global commercial operations.

Abu Dhabi, United Arab Emirates – Etihad Airways has appointed Stanislas Brun to the role of Vice President Cargo. Brun will be responsible for Etihad Cargo's commercial operations including scheduled and charter flights, revenue management and network planning. Brun will report to Etihad Airways' Chief Operating Officer, Mohammad Al Bulooki.

Brun joins Etihad Cargo from Geodis, where, in his role as Senior Vice President Global Airfreight, he oversaw the global air cargo operations of the logistics and supply chain solutions provider. As the newly appointed Vice President Cargo of Etihad Cargo, Brun will oversee all facets of the cargo commercial operations,

including revenue management and network planning.

Mohammad Al Bulooki, Chief Operating Officer at Etihad Airways, said, "Etihad Cargo has embarked on an exciting period of growth, innovation, adding more destinations, increasing frequencies and significantly growing the airline's cargo operations both here in the UAE and internationally. Etihad Cargo will continue to play a crucial role in Etihad Airways' ability to achieve these ambitious growth plans. I have every confidence that the passion and expertise Stanislas brings to this role will enable Etihad Cargo to continue the impressive growth trajectory it has achieved in recent years."

Al Bulooki continued, "I would like

to thank Leonard Rodrigues, Head of Revenue Management & Network Planning, for his commitment and hard work during this transition period for the carrier. In his time as Acting Managing Director, Leonard has played a pivotal role in enabling Etihad Cargo to navigate challenging market conditions to deliver operational efficiencies, innovation and technology initiatives, and customer service excellence to partners and customers."

Commenting on his appointment, Brun said, "It is a privilege to take on this new challenge at Etihad Cargo. The carrier has consistently demonstrated professionalism, agility and commitment to customer service excellence, which are very much aligned with my values. As the airline enters this next exciting period of growth, I look forward to working closely with the team, our partners and customers and continuing to deliver innovative end-to-end solutions so Etihad Cargo can remain the air cargo partner of choice."

Etihad Cargo signs three-year strategic partnership with WFS covering 12 prime air cargo airports globally



Strategically located at the centre of the world's busiest trade lanes, Etihad Cargo provides an integral link to Africa, America, Asia, Australia, Europe, and the Middle East via the airline's hub in Abu Dhabi, connecting prime cargo markets across the globe. It offers cargo capacity on passenger and freighter aircraft as well as an extensive trucking network.

Since its establishment in 2004, Etihad Cargo has grown rapidly to become one of the leading air cargo carriers in the world, offering customers a range of cargo products and services to five major continents. In addition to general cargo, Etihad Cargo offers a wide range of specialty products including live animals, dangerous goods, valuables and vulnerable cargoes, personal effects, as well as cold chain products for pharmaceuticals and perishables cargoes.

Etihad has been a fast-growing cargo handling customer of WFS since the two organisations signed their first cargo handling agreement in Frankfurt in 2005.

Thomas Schürmann, Head of Cargo Operations & Delivery at Etihad Cargo, said, "Etihad Cargo's long-standing partnership with WFS and addition of

new stations are a direct reflection of a shared commitment to consistently delivering high-quality air cargo solutions globally. The combination of Etihad Cargo's expertise in transporting general and specialised cargo and the capabilities of WFS give partners and customers the confidence that their air cargo needs are in the best hands, regardless of where they are in the world."

"We thank Etihad Cargo for their trust in WFS, and for this latest extension of our growing strategic partnership. As well as renewing existing contracts with WFS, this new agreement adds more key airport stations to the important work we do for the airline, including Amsterdam, Bengaluru, Barcelona, Boston, Copenhagen and Chicago. We value Etihad cargo's partnership approach and their confidence in our ability to consistently deliver the high levels of service the airline's award-winning reputation is founded on. Being awarded responsibility for providing cargo handling services at so many major cargo airports highlights WFS's ability to provide global network solutions to our strategic customers," said Mohammed Esa, Global Head, Gateway Services Key Accounts & Strategy, SATS Group.

Etihad Cargo, the cargo and logistics arm of Etihad Airways, has signed a strategic partnership agreement with Worldwide Flight Services (WFS), a member of the SATS Group, for cargo handling services at 12 major international airports in Europe, Scandinavia, North America, India, and Asia Pacific.

The global award is for a three-year period and will see WFS handling over 150,000 tonnes of cargo annually for the Abu Dhabi-headquartered airline. In the EMEA region, the airports covered by the agreement are Amsterdam, Bangkok, Barcelona, Bengaluru, Copenhagen, Frankfurt, London Heathrow, Madrid, and Paris CDG. In North America, it includes WFS' existing handling operations for Etihad in New York JFK and Washington Dulles, and the new award of Boston and Chicago.

Air Canada says freight demand beginning to improve



Air Canada expects the slow recovery in cargo volume that began in the fourth quarter to quicken in 2024, aided by the addition of two more freighter aircraft, but doesn't anticipate gains in pricing power, **Mark Galardo, executive vice president for network planning and revenue management**, said.

The cargo division within Air

Canada currently operates five converted and two factory-built Boeing 767-300 freighters. It is scheduled this year to receive two cargo jets converted from passenger configuration, but the delivery of a third plane has been delayed until 2025 because of lingering supply chain and labor challenges faced by aerospace manufacturing companies,

said Galardo on the company's fourth-quarter earnings call.

The company nonetheless expects cargo capacity to increase 6% to 8% this year with the addition of the two freighters and more passenger aircraft that also carry cargo. The converted freighters are retired Air Canada passenger jets that are being retrofitted by aftermarket aerospace firms for



carrying large containers in the main cabin area.

Cargo revenue fell 15% year over year in the fourth quarter to US\$181 million on soft demand and lower yields, Air Canada reported. The three-month period represented an improvement from prior months as the downturn in freight transportation that gripped the air logistics industry for nearly 18

months began to ease. Full-year cargo revenue fell 27% to \$253.7 million.

At the end of 2023, Canada's flag carrier operated four more 767 freighters than at the end of 2022. Freighters were reintroduced at the company two years ago. Increased freighter operations to Central and South America and Europe partially offset the year-over-year decline. Air Canada also enhanced its interline cooperation with Emirates SkyCargo, which allows customers to book interline cargo shipments through the Emirates SkyCargo flights, including between the Americas and Southeast Asia and India, through key European hubs.

"We had a bit of a slower start in January, but as we look into February and beyond we're starting to see volumes pick up and yields also pick up. And our 2024 assumption on cargo is more volume-driven than yield-driven. So we're starting to see some positive indicators," Galardo said. *"We've taken all the necessary measures to position ourselves to take advantage of the recovery. This includes strategically adjusting our freighter plan so that we can keep focusing on proven overall results for the long term and on maximizing cargo network value for our entire fleet."*

Air Canada in late September canceled an order with Boeing for two 777-200 production freighters because of the reversal in airfreight demand following the pandemic-fueled boom for air transport that lasted until early 2022. It then ordered 18 787-10 Dreamliners, including two that were swapped for the 777 freighters. Management, at the time, reiterated its commitment to operating freighters, saying that it needed to take a more measured approach to fleet expenditures and keep more cash available for other purposes.

Air Canada expects another leap in cargo business when the 787-10s begin entering the fleet in late 2025.

"As we eventually receive the larger 787-10s, taking advantage of global cargo flows through our hubs will become an important lever for further

diversifying revenue streams," said Galardo.

Air Canada performed well on cargo against its peers during the fourth quarter. Delta Air Lines and American Airlines saw cargo revenue slide 24% during the period, and Korean Air said its cargo sales fell nearly 29%. The percentage change in revenue at Air Canada was on par with the 14.8% decline at United Airlines. On a total dollar basis, Air Canada's cargo revenue was less than that of the other carriers. The three major U.S. airlines are much larger than Air Canada but also do not have a dedicated cargo fleet. Delta was the closest to Air Canada at \$188 million in revenue.

During the pandemic, Air Canada operated more than 13,000 all-cargo flights globally using its widebody passenger aircraft. It introduced temporarily modified Boeing 777 and Airbus A330 aircraft – with seats removed from the passenger cabin.

"Increased freighter operations to Central and South America and Europe partially offset the year-over-year decline," added the airline.

At the end of 2023, Air Canada operated seven Boeing 767 freighters compared to the three 767Fs it operated in 2022. The airline **expects to have 12 freighters** by the end of 2024.

Overall, Air Canada generated \$3.9 billion in revenue, up 11% from the prior year, during the final three months of 2023. But earnings before interest, taxes, depreciation, and amortization of \$386.4 million came in below expectations. On an adjusted basis, the company lost \$32.6 million versus a loss of \$162 million the year before. Higher wages, maintenance costs, and flying volumes pushed expenses up 8%. Inflation is expected to increase costs by another 4.5% to 5% in 2024, offset in part by productivity gains.

Air Canada Cargo continued freighter deployments in 2023 to over a dozen destinations, including Toronto, Halifax, St. John's, Miami, Atlanta, Dallas, Quito, Lima, San Juan, Mexico City, Guadalajara, Bogotá, Madrid, Frankfurt, Basel and Liege.

Etihad Cargo SecureTech

to make transportation of consumer electronics safer



- Etihad Cargo has launched SecureTech, a new product dedicated to the safe and secure transportation of consumer electronics, to meet growing demand driven by new mobile phones and devices.
- SecureTech has enhanced the carrier's expertise in the handling of high-value electronic products and provides security features to ensure all SecureTech shipments are handled safely and securely.
- Etihad Cargo holds IATA CEIV Li-batt certification, ensuring the carrier's handling of electronics is in accordance with the highest safety and efficiency standards.

Etihad Cargo, the cargo and logistics arm of Etihad Airways, has launched SecureTech. This new product is the ninth addition to the carrier's suite of premium products

and is dedicated to the safe and secure transportation of consumer electronics, including mobile phones, laptops, tablets, and other lithium battery-powered devices. Etihad Cargo has

developed and launched SecureTech in response to growing global demand from the carrier's customers and partners for a product that addresses the challenges of transporting high-value electronic devices cost-effectively while minimising risks.

To ensure the secure transportation of electronic devices, Etihad Cargo provides several security features. Products transported via SecureTech are monitored during the build-up and break-down of pallets in secure and controlled storage areas at the origin, during transit and at the destination. Constant surveillance is provided by security personnel or CCTV systems, ensuring only authorised personnel have access to shipments during transportation.

SecureTech also ensures the safe

movement of consumer electronics. Lithium batteries are the preferred energy source for a wide range of consumer electronics. Although they are widely used, lithium batteries can pose a safety risk if not handled in accordance with transport regulations due to their potential to ignite, explode, or go into thermal runaway. Etihad Cargo's number one priority is safety, and the carrier recently became the third Middle Eastern airline to achieve the International Air Transport Association's (IATA) Centre of Excellence for Independent Validators Lithium Batteries (CEIV Li-batt) certification. Achieving this globally recognised standard demonstrates Etihad Cargo's commitment to transporting lithium battery shipments safely using sophisticated safety management systems and specialised equipment.

In addition to Etihad Cargo's facilities and operations, CEIV Li-batt certification also extends to

the carrier's personnel. Etihad Cargo delivers rigorous training programmes to ensure teams are handling lithium batteries safely and securely and meticulously reviews all documentation, packaging, and labelling during acceptance checks with the aid of a specifically designed acceptance checklist.

Leonard Rodrigues, Acting Managing Director at Etihad Cargo, said: "Etihad Cargo has launched SecureTech based on feedback from the carrier's partners and customers and the growing demand for a dedicated product to make the transportation of consumer electronics safer and more secure. Over the years, Etihad Cargo has developed expertise in handling specialized products, and moving lithium battery-powered devices comes with unique challenges. Etihad Cargo is well-equipped to overcome these challenges thanks to its experience in transporting high-value, fragile, time- and temperature-sensitive, and

dangerous goods."

Etihad Cargo has witnessed a surge in demand for air cargo capacity for the transportation of consumer electronics, recording a significant increase in the number of mobile phone shipments from India.

Rodrigues said: "The latest market data suggests India's electronic exports exceeded \$20 billion in 2023, with mobile phones making up 52 percent of all electronic exports. Other top exporters of electronic devices included China and Vietnam. The launch of SecureTech, in combination with the introduction of new routes and increased frequencies for these key markets, will enable Etihad Cargo to fully meet the growing capacity demand for electronic shipments while giving customers and partners confidence that their products will arrive safely at their final destination on time and as promised."

Etihad Cargo's customers will be able to book SecureTech shipments from March 1, 2024.

ACL Airshop partners with Aerosail to open Mumbai ULD station

The ULD freight solutions company ACL Airshop signed a partnership agreement with Aerosail Services to set up an international hub station for its ULDs in Mumbai adding to its global network of more than 55 stations across the world.

"India was always a top priority because we see a growing market. We

may also open stations in Delhi and other parts of India but for us, Mumbai is the most important market where we want our equipment," said **Maurice van Terheijden, Director EMEA, ACL Airshop** while attending air cargo India 2024.

ACL Airshop will be using this facility which is close to the Mumbai International

Airport to store more than 150 ULDs and assist their customers by providing empty ULDs whenever they need it. Meanwhile, Aerosail Services will be taking care of services to the customers.

"Aerosail will be our service provider here in India. They will give the pallets, pick up the pallets, and do the installation," added van Terheijden.



Cathay Pacific Group is first to offer intermodal cargo operations with upstream acceptance at Hong Kong International Airport's Logistics Park Pilot Scheme in the Chinese Mainland



Cathay Pacific Director Cargo Tom Owen (fourth from left), Airport Authority Hong Kong (AAHK) Executive Director, Commercial Cissy Chan (fourth from right), Cathay Pacific Services Ltd Chief Operating Officer Mark Watts (third from left) and Airport Authority Hong Kong General Manager, Aviation Logistics Ian Kwok (third from right) pictured at the signing ceremony with other AAHK personnel.

Cathay Pacific Cargo and the Cathay Pacific Cargo Terminal, operated by Cathay Pacific Services Ltd (CPSL), have become the first carrier and first cargo terminal operator to have cargo shipments accepted in Dongguan and transported to Hong Kong International Airport (HKIA) by ship for outbound airfreight, enabling full upstream sea-air

intermodal export cargo handling between the Greater Bay Area (GBA) and Hong Kong.

The HKIA Logistics Park in Dongguan developed by the Airport Authority Hong Kong (AAHK) enables shipments to be security screened, built up and accepted as cargo for flights before being loaded on ships that unload in a secured area at HKIA,

from where pallets and ULDs can be towed straight to a waiting aircraft. The pilot scheme's base will migrate to a permanent facility from 2025.

Cissy Chan, Executive Director, Commercial of AAHK, said: "The HKIA Logistics Park with sea-air intermodal connectivity to HKIA aims to reinforce HKIA's role as the international air cargo hub in the GBA. The initiative

brings our extensive air network, enormous handling capacity and efficient services to the doorstep of the air cargo customers in the GBA, contributing to the supply chain and economic development of the region. We are delighted to have keen support from the industry partners, especially the Cathay Pacific Group, which has pioneered with us the successful implementation of the pilot scheme of this strategic initiative.”

CPSL is the first cargo terminal operator (CTO) to sign an air cargo service agreement with AAHK to operate in the pilot scheme, and has established its own upstream bonded facility – Cathay Cargo Terminal Dongguan – located at the Bestar Logistics Centre in Dongguan.

“We have been actively engaged in the downstream trials of the service over the past year and are delighted to be the first CTO to have provided full upstream acceptance of intermodal cargo in Dongguan,” said CPSL Chief Operating Officer Mark Watts. “By extending our air cargo handling services to Dongguan, we are able to offer more choice and more value-added services for our customers, as part of our vision to become the world’s most customer-centric air cargo terminal operator.”

The new facility is fully compliant with Hong Kong’s air cargo security regulations, and export cargo can be screened, palletised and accepted for shipment by cargo terminal operators in Dongguan, before being transported seamlessly by ship to a secured pier area at HKIA for air transhipment to worldwide destinations via Cathay Pacific’s passenger and freighter network.

Cathay Pacific Director Cargo Tom Owen is looking forward to offering a brand new mode of cargo solution for the Hong Kong logistics industry, and to developing exports from – and then over the coming months, imports into – the GBA, which is a focus area for the airline.

“We are delighted to join hands with AAHK to promote the economic

GBA’S GLOBAL ACCESSIBILITY



growth of Hong Kong and the region, while further strengthening HKIA’s status as an international aviation hub by using this first and only upstream facility of its kind,” Owen said. “We would like to extend our thanks to our friends at Bolloré, Cargo Link, DHL Global Forwarding, Dimerco and Yusen Logistics, who helped to realise the viability and benefits of this programme with trials using real cargo shipments.”

The scheme will offer cost savings, improved efficiency and reliability, as well as improved cut-off times for shipments from the GBA. All parties will continue extending the operation to include imports from HKIA to the GBA via the HKIA Logistics Park.

The scheme is open to those Hong Kong freight forwarders that are “regulated agents” (RA) and they will need to obtain acceptance from the Hong Kong Civil Aviation Department (CAD) for their application of Supplementary Pages to the Regulated Agent Security Programme

(RASP), which extend the RAs’ remit to upstream operations. The HKIA Logistics Park in Dongguan uses CAD-approved X-ray machines and Explosive Trace Detectors, which are operated by AVSECO staff.

“The HKIA Logistics Park offers a cost-effective and efficient end-to-end solution to our freight forwarders and shippers in moving cargo to and from the GBA,” added Cathay Pacific Cargo’s Owen. “Our customers can benefit from competitive rates on screening, palletisation, and terminal charges. The project is a tremendous opportunity to further develop an important regional market and demonstrate the strength of Hong Kong as the leading air cargo logistics hub by increasing Cathay Pacific Cargo’s attractiveness to our customers.”

The initiative will offer security screening, palletisation, and cargo acceptance of cargo upstream, enabling exports from the GBA to be carried straight to the secured pier of HKIA by sea.

Cathay Cargo Wins 'Air Cargo Sustainability Leader of the Year' at Air Cargo India 2024



Cathay Cargo, a global leader in the air cargo industry, received the 'Air Cargo Sustainability Leader of the Year' award at Air Cargo India 2024. **Director of Cathay Cargo, Tom Owen** accepted the award that recognizes Cathay Cargo's dedication to sustainability and commitment to creating a greener future.

Commenting on the win, Mr. Owen said, "Globally, aviation contributes to about 2% of carbon emissions and we have a role to play in combating climate change. To this end, we are constantly exploring solutions that will help create a more sustainable future. This recognition is a testament to the collective efforts of our team aimed at bringing us closer to our vision of being

the world's Most Sustainable Cargo Airline."

The airline received the award for its array of initiatives including its commitment to achieving net-zero carbon emissions by 2050, pioneering the Corporate SAF Programme, and its roadmap to making Sustainable Aviation Fuel (SAF) account for 10% of its total fuel consumption by 2030. Moreover, its dedication to sustainability and social responsibility through initiatives like 'Greener Together'.

As part of its commitment to sustainability, Cathay Cargo has integrated its voluntary carbon-offset program Fly Greener into its online booking platform Click & Ship thus offering customers a more sustainable

cargo solution, enabling them to effortlessly offset CO2 emissions with a single click.

Cathay has also introduced more fuel-efficient aircraft into its fleet, such as the Airbus A350, A321neo, and Boeing 777-9X models scheduled to be delivered from 2025. These aircraft promise 20% greater efficiency than their predecessors, resulting in substantial reductions in fuel consumption and carbon emissions. Equipped with cutting-edge Rolls-Royce Trent-XWB97 engines, these aircraft offer fuel consumption and emissions reductions of up to 40% compared to older models like the 747F, while also outperforming competitors in efficiency.

Emirates SkyCargo

Scores Top Honours at International Awards for Excellence in Air Cargo



Emirates SkyCargo was named International Airline of the Year at the STAT Times International Awards for Excellence in Air Cargo. Voted for by STAT Times international reader base, this prestigious accolade is a testament to the airline's commitment to facilitating the world's rapidly changing supply chain needs.

The Emirates SkyCargo team, led by **Divisional Senior Vice President, Nabil Sultan**, accepted the award in Mumbai, on the sidelines of Air Cargo India 2024. The ceremony was also attended by other notable guests and leading members in the air cargo and logistics industry.

Commenting on the win, **Sultan** said: "We are honoured to be recognized as the leading cargo airline by the premier industry publication and

our customers around the world. This accolade reflects our commitment to make the world work better through continual innovation and development in our operations, and also the talent in our Emirates SkyCargo team who are instrumental in our ongoing success. We will keep raising the bar, to ensure Emirates SkyCargo remains a first-class partner for our global customers."

Emirates SkyCargo, the cargo arm of the world's largest international airline, has been a thriving enabler of global trade for almost four decades. Serving over 140 destinations across six continents, the airline connects people and businesses to the goods they need with an industry-leading portfolio of purpose-fit products and state-of-the-art infrastructure at its

dual-airport hub in Dubai.

This week, Emirates SkyCargo played a pivotal role in shaping the future of logistics in India and the wider region during the 2024 Air Cargo India conference. In addition to a full schedule of meetings, networking events and media briefings, the airline's leadership joined panel discussions alongside other industry leaders to explore the challenges and opportunities on India's journey to uplift 10 million tonnes of annual cargo throughput by 2030. Marking 10 years at the helm of Emirates SkyCargo, Nabil Sultan provided an in-depth look at the evolution of the airline and an analysis of the 2024 forecast in a fireside chat, underscoring the airline's confidence in air freight's essential role in global trade.

Indian air cargo industry targets 10m tons of air cargo by 2030

India has set an ambitious target of reaching 10m tons of air cargo handled per year by 2030, attendees at the Air Cargo India 2024.

"This is India's time for growth," said Sanjiv Edward, chief executive – cargo and logistics at the GMR Group which operates Delhi, Hyderabad, and Manohar (Goa) airports and is developing two others. "Maybe 10m is less ambitious, maybe 12m is the right number," Edward said.

India already moves 3.5m tons of air cargo but strong fundamentals suggest 10m is doable, said Ramesh Mamidala, head of cargo for Air India, but will require some effort on the sector's part. "Everybody has to scale up their capabilities to ensure the country achieves that number... we are excited," he said.

One reason for this optimism is the level of growth already being recorded from India's tier-one cities; Mumbai, Delhi, Kolkata, Chennai, Hyderabad, Bangalore, and Ahmedabad.

Tier two and three cities are also growing rapidly – India has 97 tier two cities which tend to be densely populated with decent infrastructure and development. Tier three cities are less densely populated.

"It will happen in tier three as well," Mamidala said, adding growth would be led by Air India starting international operations from these smaller cities.

Part of this positivity around the target is down to the ongoing boom in e-commerce.

"Maybe 30% should easily come from the domestic volumes. We see e-commerce growing significantly across the country," Mamidala said. Cross-border e-commerce will also contribute to meeting the 10m tons target.

Currently, e-commerce exports have a value of "only some \$450m" to quote Mamidala but could be worth so much more provided some changes are made. "We believe with policy support the number is expected to become

anywhere from \$2-3bn," Mamidala said.

One was improved customs processes to enable a more efficient flow of goods and the other was improved collaboration across the air cargo supply chain.

Industry Lookout

To help improve the situation, India's air cargo industry has been busy lobbying the government, which tends to be pro-business and development. Recent successes for the industry include airport privatization, new builds, and a decision to allow flights from anywhere in the world to go to any airport in India.

Previously international flights were limited to only six airports. However, this decision has been criticized by



some in the industry as it could result in increased competition for Indian airlines.

"Please protect your Indian carriers and not open up the skies of India," warned Sanjeev Gadhia, founder and chief executive of Africa-based Astral Aviation in another session of the conference.

Government policies have helped the country to boost manufacturing as companies like Apple, Foxconn, HP, and Samsung utilize its young and often highly educated workforce to produce volumes of high-tech products, which are particularly suited to air cargo.

Yashpal Sharma, managing director of Skyways Group reported 16% growth in electronics and 51% growth in smartphone exports from the country.

Manoj Singh, chief cargo officer for Adani Airport Holdings, suggested that by 2030 exports could be worth 2trn dollars of which manufacturing might be \$1trn. On top of this, pharmaceuticals, especially out of Hyderabad and Bangalore, are growing rapidly. However, pharma transport operations could present a big test for

the air cargo sector in India.

The pharma industry is currently valued at \$1.5trn globally but the American market alone is expected to be worth \$1trn by 2040 as its population ages.

Already there are some small concerns over the quality of Indian exports because of a strained supply chain, which could worsen and be challenged by more advanced treatments, such as nuclear medicine for cancer.

These sensitive treatments can have a lifespan of less than a day and will require a new approach to logistics, said Frank Van Gelder, secretary general of industry trade body Pharma.Aero.

"You can't make it with standard services... no one is ready," he told another session. "We need to work closely together."

Another challenge for India's air cargo sector is transshipment, which is in its infancy in the country. Mumbai, Bangalore, and especially Delhi are being tipped as hubs, with Delhi already being dubbed 'the Mother hub'.

Air India's Mamidala said transshipment volumes could reach 2m tons per year but there was acknowledgement throughout the conference that it would require significant regulatory reform. "We are working with the regulator to simplify the process," said GMR's Edward.

Two areas were identified for improving transshipment efficiency: security and customs processes.

The consensus was that customs must become more efficient so that Indian airlines and airports can compete with major hubs outside the country, according to one attendee. It is a sign of India's ambition that it wants to bracket itself with airports such as Dubai and Singapore.

Another big concern is the fragmented use of digital technologies.

"We do bits and pieces in lots of places," said Ashok Rajan, senior vice president, and global head of cargo and logistics solutions, at IBS Software at a session of the conference. "There is a need for us to buy into a single vision," he added.

SmartLynx Airlines appoints Edvinas Demenius as the new CEO

SmartLynx Airlines has announced the appointment of Edvinas Demenius as the new Chief Executive Officer, starting from February 15th.

This transition is part of a natural growth cycle, as Edvinas Demenius has been a board member and Chief Commercial Officer of SmartLynx Airlines for more than seven years.

Jonas Janukenas, CEO of Avia Solutions Group says: "I believe that SmartLynx Airlines is ready to open a new chapter with an increased focus on efficiency, further development and growth.

"Having been an integral part of our team throughout the most turbulent



times in aviation history, Demenius has proven himself as a capable leader, who has grown within our organization.

"I have full confidence that he will

lead the company to excellence, reaching ambitious milestones and supporting the strategic goals of our group."

Edvinas Demenius comments: "SmartLynx has experienced massive growth over the past years, and I am proud to be a part of the team that has positioned the airline at the forefront of the ACMI industry globally.

"Knowing what the team is capable of, I am confident that we will continue raising the bar and striving for progress.

"Our focus will remain on improving operational performance to drive the company's growth and continue the expansion of counter-seasonal operations".

Lufthansa Cargo subsidiary drives forward eCommerce business in Germany

50,000,000 shipments cleared by CB Customs Broker



In mid-February, the Lufthansa Cargo subsidiary CB Customs Broker exceeded the 50 million mark of customs cleared shipments in just three years. The full-service customs expert is thus making a significant contribution to the expansion of the eCommerce business within Germany and enabling a large number of companies to participate in this industry growth.

“Just three years ago, we developed our new customs clearance software, which can clear large volumes of shipments in a highly automated process. Exceeding 50 million cleared

shipments shows once again that our holistic end-to-end approach with complete solutions for our customers is the right one and that the growing eCommerce business in particular holds further potential for us. The fact that we have already reached this milestone in such a short time is mainly attributable to our customers, who work with us in a trusting relationship, as well as to our employees, whose commitment has made this success possible. We would also like to thank our partners in software development, without whose tireless efforts we would

not have been able to achieve this,” explains Uwe Glunz, Managing Director at CB Customs Broker.

CB Customs Broker GmbH specializes in all aspects of customs and customs clearance for import and export shipments by air, sea, rail or road. It offers its customers automated complete solutions, the handling of all common customs procedures as well as individual, customized solutions. As a wholly-owned subsidiary of Lufthansa Cargo, CB Customs Broker also has access to a strong global network and extensive expertise.

Jat Tehnika Achieves Milestone as First European MRO Company to Complete Passenger-to-Cargo Conversion

JAT Tehnika, a prominent aviation maintenance, repair, and overhaul (MRO) company under the **Avia Prime Group**, has

achieved a significant milestone with the successful completion of its second passenger-to-cargo conversion of the Boeing 767-300. Notably,

this achievement stands out as it was accomplished solely by the JAT Tehnika team, and follows the company's *first passenger-to-cargo aircraft conversion* performed in collaboration with *Israel Aerospace Industries (IAI)* the first ever in Europe, which took place less than six months ago in the company's hangar number 2, which, with over 9,000 square meters, represents one of the largest facilities of its kind in this part of the world. JAT Tehnika, as the only MRO in Europe performing passenger-to-cargo conversion with this project demonstrated knowledge and expertise once again.

Milan Marcic, the B767 P2F Conversion Project Manager at JAT Tehnika, headquartered in Belgrade, attributes this milestone to the team's tireless dedication and seamless collaboration. Reflecting on the accomplishment, Marcic emphasizes how the experience gained from the first European-converted Boeing 767-300 has allowed the team to enhance their methodology and meticulously address every aspect of the conversion process.

As the only MRO in Europe completing passenger-to-cargo conversion, we are proud to have reached this tremendous milestone through our collective efforts. Looking ahead, we are excited to take on our next project, which is the third conversion of the Boeing 767-300 right here in JAT Tehnika's hangar, stated Marcic.

JAT Tehnika, situated at Belgrade *Nikola Tesla Airport*, offers a wide range of maintenance services, including line and heavy maintenance, engine shop operations featuring four independent CFM 56-3 series maintenance lines, component maintenance, as well as engineering services, calibration services, NDT. The company has 14 maintenance slots across two hangars and an engine test bench accommodating engines rated up to 75,000 lbs.



ECS Group and Thai VietJet Air To Grow Thailand and Asia Cargo Operations

- Thai VietJet Air and ECS Group signed Master GSSA agreement on 01 February 2024
 - ECS Group aims to increase revenue and cargo volumes for the airline
- Low-cost carrier, Thai VietJet Air, has awarded the tender of its cargo operations to ECS Group. It signed a Master GSSA agreement with ECS Group, on 01 February 2024.*

It was ECS Group's global network, proven air cargo expertise, and dynamic innovation that led Thai VietJet Air to place its cargo business into AVS GSA Thailand's hands and overall ECS Asian network. Thai VietJet Air can now look forward to further increasing its cargo revenue and export volumes across Thailand and various Asian countries, including Singapore, Malaysia, Indonesia, China, Taiwan, Korea, Japan, and Vietnam. This strategic partnership allows Thai VietJet Air to leverage ECS Group's in-house digital tools and expert knowledge to promote its cargo business effectively. Thai VietJet Air currently operates a fleet of 18 A320-200 and A321-200 aircraft, focusing primarily on transporting general cargo and perishables.

"Thai VietJet Air has carved a solid cargo market share for itself on the Thai domestic market, and offers an impressive international network across Asia – and all that without a freighter in its fleet," said Monchai Jirakiertivadhana, AVS GSA CEO Indochina region. "AVS GSA therefore has an excellent base to further develop the airline's cargo activities and improve its revenue performance.

"We are very proud to have signed a Master GSA agreement with a company that demonstrates the same innovation and business acumen as ECS Group. ECS Group will provide the best sales support as well as access to all our abilities. We warmly welcome our new partner." Says **Adrien Thominet, Executive Chairman of ECS Group.**



Challenge Handling: Largest GHA in Liege Announces Major Developments for 2024

- Forecasts a record 320,000 tonnes of handled cargo in 2024
- Secures new partners including MSC Air Cargo, Georgian Airlines, and Coyne Airways

Challenge Handling is set for an extraordinary year ahead as it unveils ambitious projections for 2024. Anticipating a record-breaking milestone, Challenge Handling forecasts handling an impressive 320,000 tonnes of cargo, marking a significant leap forward in its operational prowess. Bolstering its commitment to excellence, Challenge Handling proudly announces strategic collaborations with esteemed partners, including MSC Air Cargo, Georgian Airlines and Coyne Airways, in addition to its longstanding partnerships with Network Airline Services, Magma and Eurocargo. These partnerships not only signify a strengthening of global ties but also underscore the company's dedication to providing unparalleled services. Additionally, Challenge Handling is set to support Challenge

Group's expanding fleet which will include four new freighters. Challenge Handling is also actively seeking third-party customers to benefit from its integrated and tailored air cargo handling solutions. This remarkable combination positions Challenge Handling at the forefront of innovation and growth.

"Positioned at the forefront of Europe's logistical landscape, Challenge Handling embodies cutting-edge infrastructure. In the upcoming year, 2024, we anticipate reaching new heights as we project a historic milestone in cargo handling and forge strategic partnerships. As we make substantial investments to better serve our customers, we solidify our position as the go-to GHA in and out of Europe." declares **David Alexis, General Manager of Challenge Handling.**

To support such exceptional growth, Challenge Handling goes big on technological enhancements. Two apps will be launched: the Truck Slot Booking Application and the Operational Handling Application will facilitate and improve live data capture. In addition, truck loading software will speed up the handling of perishables, and 24/7 digital live tracking and monitoring of ramp activities will help to identify areas of improvement and enable fast action in case of irregularities. These efficiency measures are complemented by fast, round-the-clock customs clearance at Liège.

Technological enhancements are also planned in Challenge Handling's security processes. They include biometric and face recognition access control, 24/7 security CCTV monitoring, and a new integrity test as part of the recruitment process.

Challenge Handling will also be investing in electrical cars on the ramp, electrical tractors, and other greener GPU equipment this year.



WestJet Cargo heading for cruising altitude in 2024



Following an intense implementation itinerary in 2023, which included the successful launch of WestJet Cargo's first freighter fleet alongside rapid company and network growth, the cargo carrier cites partnerships, product portfolio, and digital enhancements as its three focus areas for an equally energy-driven 2024.

WestJet Cargo starts the year on a solid basis – the result of an outstanding 2023 centred on deploying the airline's first freighter fleet and building a strong team of cargo experts. 22 new colleagues joined during last year, as WestJet Cargo opened 24 warehouses,

14 freighter handling stations, and expanded its cargo network to a total of 45 very diverse destinations across the world, connecting, for example, Halifax – a smaller province in Nova Scotia, to major cities such as Paris, France, and Narita, Japan.

WestJet Cargo's freighter launch events on 22 April 2023, in Vancouver, Toronto, and Halifax, set the scene for what was to come and showcased the airline's commitment to excellence. Within just 60 days of the freighter inauguration ceremonies and following its CAO certification and the implementation of a Charter Desk, WestJet Cargo successfully operated its first commercial charter flight for Air Charter Service from Halifax to Calgary in July 2023. A series of air cargo product launches, including Bike'Air and, more recently, Safe'Air, as well as strategic partnerships with industry stakeholders such as Flexport and Awesome Cargo, paved the way for the airline's journey to becoming a key player in the aviation cargo industry – and one that stands out through creativity and reliability.

"Our priority focus is on delivering reliable solutions to our customers. To achieve this, we're applying our unique corporate mindset to three main areas this year. 2024 will see WestJet Cargo continue building and expanding its strategic partnerships, further diversifying its product mix, and

implementing our digital roadmap with respect to online marketplaces and a new website," says **Kirsten de Bruijn, Executive Vice-President, Cargo at WestJet.**

2024 will therefore see new destinations and routes, such as Seoul starting May 17th and a year-round service to Narita, being added through additional freighter and passenger belly cargo flights, to offer a comprehensive and versatile cargo network. This goes hand in hand with a continued strategic planning approach to effectively navigating market dynamics together with the right partners and strengthening WestJet Cargo's position in the global air freight sector. These include digital partnerships and the launch of a new cargo website, in anticipation of a shift towards more self-service options. Its digital innovation will also focus on solutions for enhanced efficiency and service delivery, including the possible implementation of advanced technologies within its cargo operations. Since the core element for company success in all these areas is human capital, WestJet Cargo will also continue to invest in its people, focusing on career development, diversity, and inclusion.

"In 2022, we were taxiing and, in 2023, we successfully took off as a cargo airline. WestJet Cargo has no intention of slowing down at all in 2024. We're climbing and aiming for cruising altitude on our company flight path, this year," Kirsten de Bruijn concludes.



Challenge Group continues to expand its fleet with acquisition of Boeing 747-400F Aircraft

In a bold move signaling its unwavering commitment to industry growth and enhanced capabilities, Challenge Group, the end-to-end solution provider for complex verticals, announces the acquisition of an additional Boeing 747-400F aircraft.

This strategic decision demonstrates Challenge Group's confidence in its vision for the future and its dedication to providing top-tier services to clients globally.

"The new 747-400F is a testament to Challenge Group's commitment to staying ahead of the curve

despite industry discussions about overcapacity," said Or Zak, Chief Commercial Officer of Challenge Group. "It is an ideal choice for transporting commodities such as heavy & oversized, horses, pharma, aircraft engines, dangerous goods, cars, and other complex verticals and will enhance our capacity and flexibility, allowing us to tap into new markets as well."

Boasting a unique nose-loading capacity and a 120-tonne payload, the aircraft is set to elevate Challenge Group's operational capabilities, ensuring timely and efficient cargo

transport in the evolving air freight landscape.

In recent years, Challenge Group has diversified its fleet with the addition of a B767-300BDSF aircraft in August 2023, the continuation of the conversion program with two aircraft undergoing simultaneous conversion, and the full fleet of four B767 converted freighters expected to be fully operational by Q3/2024.

Challenge Group anticipates that the new aircraft will be deployed on strategic trade lanes to enhance the connectivity between Europe and the Far East.



CargoTech: Paving the way for a more sustainable future in air cargo



Sustainability is not an objective, but a tangible reality for CargoTech's member companies. Wiremind, CargoAi, Rotate, and CharterSync illustrate their solutions, the industry's challenges, and what is planned for 2024.

The CargoTech range of digital solutions have a fundamental role to play in the sustainability strategies of all companies focused on achieving Net Zero and other Sustainable Development Goals," says Cédric Millet, President of CargoTech. "Why? Because all our CargoTech members offer products that enhance visibility,

process efficiency and awareness of improvement areas. And they naturally apply the same sustainability focus to their own operations."

A broad palette of digital solutions

From measuring carbon emissions, to optimising capacity, or reducing the need for paper documents, CargoTech's members share a

common interest in developing smart, tailored solutions for the air cargo industry in close collaboration with its stakeholders and each other. Magali Beauregard, CCO of CargoAi, states: "CargoAi is committed to sustainability and has released multiple products to support the sustainability transition for the air cargo industry." CargoAi's pioneering Cargo2ZERO CO2 footprint reporting product, launched in September 2022, is one such example, and earned CargoAi a sustainability award at the TIACA conference in Miami later that year. "We are always open to develop and push joint products with other industry peers, highlighted by our strategic partnership with Neste," she continues, referring to the tool's enhancement that enables freight forwarders and their clients to significantly reduce the carbon emissions of their cargo transport through the voluntary purchase of Neste's SAF using the MY Sustainable Aviation Fuel function when booking a cargo transport in Cargo2ZERO.

Price versus Planet

Sustainability requires investment and change. An in-depth CharterSync research paper which examined several carbon offset initiatives, also found that one major challenge still today, is that the ultimate shipper of the goods may often insist on the cheapest price rather than the most sustainable option. Forwarders, on the other hand, are increasingly including sustainability evaluation metrics in their procurement processes, which will promote a re-evaluation of airline fleets, replacing aging freighters with more fuel-economic modern aircraft and cleaner fuel alternatives.

"What is the largest sustainability challenge facing the air cargo industry,

today?” Nathanaël de Tarade, asks and answers: “The blunt but realistic answer is simply ‘to find ways to keep flying’. If you look at the current emissions, they aren’t sustainable on the long term. Whether you are optimistic and think that technology (electric aircraft, more sustainable fuel, etc.) will be a big part of the solution, or more pessimistic and you think we’ll have to cut a part of what is currently flying, the answer is possibly a blend of both solutions. Wiremind’s contribution is to ensure that load efficiencies are maximised so that every flight is used to full capacity for a better emissions to impact ratio.”

Education and innovation

CargoAi also views short-term price thinking without considering its long-term impact as one of the major challenges faced by the air cargo industry and seeks to educate the industry to bring about more sustainable procurement decisions. “Without tools enabling you to understand your CO2 footprint, it becomes harder to make a more environmentally conscious decision when it comes to procuring cargo capacity for daily shipments,” says Magali Beauregard.

CharterSync’s Sustainability Officer, James Hymers, too, sees the need for greater awareness and understanding in the industry: “I am committed to leading the way in promoting environmental consciousness within

the aviation industry. My primary focus will be on developing and implementing innovative strategies to reduce our carbon footprint, while also educating our team and partners about sustainable practices. By integrating green initiatives into our core operations, CharterSync aims to set a new standard for eco-friendly practices in air charter services, paving the way for a more sustainable future in aviation.”

Sustainability highlights to come this year

Wiremind is aiming to release its SkyPallet 2.0 before the summer. The new software, which has been developed in cooperation with many existing customers, is designed to achieve higher load factors per ULD, resulting in less wasted capacity and more cargo on each flight. In true CargoTech spirit, Wiremind and CharterSync will be working closer together to bring about greater flight operation efficiencies through the integration of Wiremind’s loadability optimisation software in the CharterSync platform. James Hymers, explains: “CharterSync already calculates carbon offset based on aircraft type, fuel efficiency, payload carried, and distance flown. In the next phase of our platform enhancements, we will be placing significant importance on better ranking and labelling customer quotation options based upon fuel efficiency and sustainability criteria.”

Sustainability criteria increasingly play a role in business decisions, as Ryan Keyrouse, CEO of Rotate, confirms: “For many years, commercial decisions were driven by contribution or profitability metrics, but these days, sustainability metrics are becoming more and more important, and are thus fundamental elements to be included in our software. We will be adding emissions data to our Live Capacity platform, this year, to ensure that our customers have all the relevant parameters required to optimise their networks.”

Sustainability is not just a commercial objective

Within CargoTech, sustainability is a lifestyle choice, not just a commercial objective, as Magali Beauregard illustrates: “Sustainability is one of the core pillars of CargoAi. Our strategy applies simple yet powerful habits such as enabling remote teams thus saving commute CO2 emissions, shared spaces, and reusable cups to reduce each individual’s carbon footprint.” Nathanaël de Tarade concurs: “At Wiremind, we are fortunate to have employees who are very proactive in their sustainability initiatives which range from small contributions such as distributing reusable boxes for lunch, to significant ones where thorough calculations are made regarding emissions coming from our own providers. These are regular, positive signs of their commitment to both the subject matter and the company.”

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Mail & More proves ECS Group's parcel perfection



- ECS Group is the only GSSA to offer a unique parcel-focused service solution, bringing international postal operators, e-commerce retailers, and airlines together: Mail & More.
- ECS Group's Mail & More service solution saw over 80% growth in 2023 (compared to previous year), hitting the 900 tonnes mark.
- Mail & More customers benefit from two core service areas: Commercial and System.

When it comes to air cargo commodities, the distinction between mail and e-commerce is becoming ever more blurred. Two common denominators set them apart from general cargo: they increasingly consist of small, individual parcels and their processes fall out of the air cargo handling norm. ECS Group's Mail & More offers a scalable solution to all airlines looking to place greater emphasis on this rapidly growing product niche.

e-commerce is booming. In less than a decade, the number of parcels has more than trebled and cross-border e-commerce has doubled. Over 131 billion parcels were carried across the world in 2020, and it is predicted that, in just 2 years from now, this number will have grown to 266 billion. 80% of cross-border e-commerce travels by air, and the commodity already constitutes around 20% of all air freight carried. e-commerce is therefore not simply an increasingly attractive base-load opportunity, but a key component for success, driving airlines to adapt to today's changing logistics market. Major airlines have begun initiating change, allocating warehouse and staff resources, and restructuring or partnering with 3PLs so as to provide optimum parcel handling. Many opt for ECS Group's Mail & More Ability to cover the commercial side of operations.

"Mail & More completely removes the challenges and complexity that mail or e-commerce bring to an airline's operational processes. We act as an affiliated, specialised team to our airline customers, and cover the entire process from commercial responsibilities to capacity sourcing and allocation, all the way through to digital support," Jonathan Fredericks, Mail & More Managing Director, explains. "To date, we are the only GSSA to offer this service as a comprehensive package, developed based on our long-standing experience in airmail. Mail

& More is not just unique, but also constantly being adapted to ensure that our customers always receive the best service without having to deal with any of the complexity.”

Mail & More has skyrocketed in popularity, demonstrating the urgent need for ECS Group’s parcel-focused solution. In 2022, 480 tonnes of e-commerce and mail were transported through Mail & More. In 2023, this increased to 900 tonnes.

Adrien Thominet, Executive Chairman of ECS Group, states: “With Mail & More, we build a bridge between two very parallel and often separate transport systems: our customers are airlines and e-commerce

or postal operators. We offer a fully functional and highly experienced interface on two essential levels: Commercial and System. Commercial ensures that parcel flows are matched with regular, available cargo capacity. System and consultancy refer to set-up procedures that enable airlines and postal operators to continue using their documentation processes, regardless of whether they use CNs or AWBs. Our plug & play Mail EDI system, at no extra cost, is the digital interface translating and linking the two digital data channels.”

Mail & More brings postal operators and e-commerce consolidators around the

globe together with the many airlines in the ECS Group portfolio, swiftly matching demand with capacity. ECS Group’s wide-reaching international network and concentrated focus on parcels form a sound basis on which to commercially develop the airline’s market reach. The in-house digital support solution, Mail EDI, increases operational efficiency, allows end-to-end transparency and tracking, and ensures quality compliance in line

with airlines’ and postal operators’ processes, and UPU regulations. It also allows reporting, performance steering, tracking and tracing, accounting, and billing.



silkway
west airlines



Silk Way West Airlines Partners with Turkish Technic for Enhanced Boeing 777F Fleet Support

Baku, Azerbaijan, 26 February 2024 – Silk Way West Airlines, the leading cargo airline in the Caspian and Central Asian region, announces a 5-year strategic partnership with Turkish Technic. This collaboration marks a significant milestone in the airline’s commitment to ensuring unparalleled operational efficiency and fleet reliability.

Under this new component pool agreement, Silk Way West Airlines will leverage Turkish Technic’s extensive maintenance, repair, and overhaul (MRO) expertise. This partnership guarantees access to a wide range of spare parts and MRO solutions, essential for maintaining the high performance and safety standards of the airline’s Boeing 777F fleet.

Wolfgang Meier, President of Silk Way West Airlines, emphasized the significance of the agreement, stating, “We are delighted to join forces with Turkish Technic to enhance our operational capabilities and uphold our commitment to excellence in air cargo transportation. This collaboration reflects our dedication to providing reliable and efficient services to our customers worldwide.”

Commenting on the new agreement, Mikail Akbulut, CEO of Turkish Technic, said: “We are delighted to have taken the first step towards a long-term cooperation with Silk Way West Airlines. With decades of experience in component maintenance and large inventory of components, we are proud to be a leading solution center for Boeing 777 component pooling. We are excited to work closely with the operator to ensure the highest level of safety and reliability for their Boeing 777F fleet.”

JetBlue Cargo and Aeronex Cargo enhance air cargo operations with CHAMP Cargospot

Through Aeronex Cargo, JetBlue Cargo will benefit from CHAMP's Cargospot ecosystem and community.

Aeronex Cargo, JetBlue's exclusive Cargo representative, have selected CHAMP Cargosystems as their software provider in a new multi-year partnership. This will see JetBlue Cargo migrate to new Cargospot products in April 2024 to support digitalization and business growth.

As one of the leading low cost airlines in the US, JetBlue has a strong presence across the America's and has been steadily expanding into Europe. JetBlue contracted Aeronex Cargo for the launch of JetBlue Cargo in 2019, upon which Aeronex Cargo inherited legacy systems from JetBlue.

Aeronex Cargo's goal was to modernize and enhance the systems JetBlue Cargo was using. CHAMP Cargosystems had provided Aeronex Cargo with a demonstration of their Cargospot systems and industry leading API library, which left a strong impression and made CHAMP the software provider of choice to support JetBlue Cargo's growth.

JetBlue Cargo will migrate to Cargospot Airline, a powerful tool that matches those used by carriers.

Cargospot Airline is the most widely used sophisticated and comprehensive cargo management system.

It supports multiple carriers' booking, accounting, rating and reporting requirements within a single platform, thereby eliminating the need for carrier specific terminals.

This will enable JetBlue Cargo's expansion strategy and seamlessly facilitate Aeronex Cargo's multi-carrier operations.

Aeronex Cargo and JetBlue Cargo will also adopt Cargospot Handling, a sophisticated and comprehensive cargo operations and terminal management system that drives the complete cargo handling process.

The software is simple and efficient for ground handlers and terminal operators to use with full messaging capabilities, complete inbound and outbound handling, advanced management reporting tools, and state of the art technology.

By investing in new and efficient cargo management systems, JetBlue Cargo Program can enjoy streamlined workflows, increased productivity, and the competitive benefits of innovation and collaboration.

Patricio Sepulveda, Founder and CEO of Aeronex Cargo said "We



were impressed at the sophistication and simplicity of CHAMP's Cargospot products and have been eager to embrace their continuous development. CHAMP was the logical choice for the JetBlue Cargo Program and we look forward to seeing it in action."

Tomas Moreira Head of Sales & Account Management Americas

from CHAMP Cargosystems reported "This is an exciting partnership, and one that we value deeply. It is our pleasure to provide the JetBlue Cargo Program with improved cargo management systems and look forward to their continued success."

Pictured, left to right: Tomas Moreira, Patricio Sepulveda, David Linford, Christian Rendel.

BUD Cargo City expansion sees Menzies increase European freight capacity

A 10,000sqm extension to Budapest Airport's (BUD) Cargo City was officially opened on 3 February, thanks in part to a multi-million-dollar investment by Menzies Aviation, the leading service partner to the world's airports and airlines.

The expansion of the state-of-the-art air freight facility will see Menzies' cargo capacity increase from 49,000 tons to 85,000 tons per year. New temperature-controlled, animal and valuable cargo rooms will also enable Menzies to diversify and provide an even more secure cargo handling service to its customers.

Menzies was one of the first occupants to lease space at BUD Cargo City when it was opened in 2019. Since then, the growth in cargo volumes has necessitated an upgrade to Menzies' facilities, which includes a 3,000sqm warehouse expansion, a 1,500sqm maneuvering area for truck and ground support equipment (GSE) and a 300sqm office and social space. Following the expansion, the warehouse space available to Menzies

has increased from 4,000sqm to 7,000sqm.

The aviation services provider has invested significantly in the upgrade, which has been operational since December 2023. In total, the company has committed more than \$1 million to the construction of the building itself and \$6 million to the ongoing lease.

Beau Paine, Global Head of Cargo, Menzies Aviation, said: "BUD Cargo City has established itself as a key gateway to Central and Eastern Europe, and this exciting expansion cements the facility's position at the heart of the regional cargo network. The increased capacity provided by this extension forms an important part of Menzies' ambitious cargo expansion strategy, which has seen us build strong

partnerships across the world. We're excited to expand our cargo footprint across Europe and beyond over the coming months and years."

René Droese, Chief Development Officer and Deputy CEO of Budapest Airport added: "Thanks to nearly a decade of dedicated work, BUD is now one of the most dynamic airports in cargo traffic development in the CEE region. One of the keys to our success is the cohesive cargo community we have consciously built up, which gives us the opportunity to think together with our partners and develop fully in line with their needs. An excellent example of this forward-looking collaboration is the newly expanded Cargo Handling Building, which we implemented in close cooperation with Menzies."



TIACA Will Hold the First Event in Central Asia



MINISTRY OF TRANSPORT
OF THE REPUBLIC OF KAZAKHSTAN
CIVIL AVIATION COMMITTEE



The International Air Cargo Association (TIACA) announced that the Ministry of Transport of the Republic of Kazakhstan together with the Civil Aviation Committee and the Aviation Administration of Kazakhstan (AAK), will host and co-organize the first association event in Central Asia, which will take place June 19-21 in Astana. The event will be themed Silk Road in the Sky – Kazakhstan Air Cargo Hub. The conference will continue TIACA's focus on topics that matter to the industry and connect attendees with new ideas to develop and build upon.

Kazakhstan is a thriving and growing economic influencer in Central Asia, possessing oil reserves as well as minerals and metals. It also has considerable agricultural potential, for both livestock and grain production as well as apples, walnuts, and other crops.

Attracting significant foreign investment in recent years as it seeks to develop its non-oil sector of its economy, focusing on the automotive industry, pharmaceuticals, processed metal products, mechanical engineering, as well as light industry, construction, and information and communications.

"We are excited to support economic growth and promote a flourishing and expanded logistics industry by working with the AAK to organize a first-class conference, which will bring together

over 300 decision-makers from the local community and across the globe to network, showcase their expertise and solutions, as well as to learn and debate pressing issues affecting the Central Asian region." **Steven Polmans, TIACA Chair.**

"We are thrilled to have been chosen by TIACA to host their first event in central Asia. As a strong supporter of international collaboration and exchange, we are honored to welcome the global air cargo community to join us in Astana", says **Catalin Radu, Director General of Aviation Administration of Kazakhstan.**

"Kazakhstan is perfectly located as a gateway between east and west and TIACA looks forward to introducing the global air cargo community to the opportunities that exist in this part of the world. Innovation, network connectivity, and customer-focused solutions are critical for ongoing and sustainable success. The Central Asian event will shine a spotlight and accelerate these crucial enablers of success." adds **Glyn Hughes, TIACA Director General.**

Alaska Air Group acquisition of Hawaiian gets go-ahead



Alaska Airlines has been given the green light to acquire Hawaiian Airlines after the latter's stockholders approved the deal that is set to boost cargo within the combined business. Seattle-based Alaska Air Group and Honolulu-headquartered Hawaiian Holdings entered into a **definitive agreement for the acquisition** in December last year. Both brands will remain separate. A majority of stockholders voted in favour of the deal, said Hawaiian.

"Stockholder approval of our transaction with Alaska is an important milestone toward combining our airlines," said **Hawaiian Airlines president and**

chief executive Peter Ingram.

"Together, we will bring stronger competition to the US airline industry, deliver more value to our guests and the communities that we serve, and provide greater job opportunities for our employees."

The combined company aims to expand the choice of passenger and cargo service options and access throughout the Pacific region, continental US, and globally. For Alaska Airlines, cargo and "other" businesses make up 3% of revenue. For Hawaiian, 7% of revenue is from cargo and "other" business.

In October last year, Hawaiian Airlines **commenced service** of its

A330-300P2F (passenger to freighter) contract business for e-commerce giant Amazon.

The airline **received the first of 10 converted freighters** earmarked for Amazon Air operations in July last year.

Hawaiian plans to introduce the 10 aircraft over the next 1.5 years.

Alaska Air Cargo currently has three 737-700Fs and **one 737-800BCF** (Boeing Converted Freighter) in its fleet. The airline is also due to add a second 737-800BCF this year.

Alaska's acquisition of Hawaiian remains subject to regulatory approvals. Completion of the deal is expected within 12 to 18 months of the initial December announcement.

TIACA Releases the **Air Cargo Industry's Fourth Sustainability Report**



The International Air Cargo Association (TIACA) releases the fourth comprehensive study undertaken on the air cargo industry's sustainability position.

The organization has conducted its fourth industry survey involving supply chain partners from across the globe and from each industry sector and business size. The results have been analyzed, compared to previous reports, and published as the 2024 Insights Report to demonstrate the progress the industry has made towards a more sustainable future.

The Insights Report supports TIACA's comprehensive Sustainability Program focused on People, Planet, and Prosperity supported by innovation and partnership. The report continues to showcase the work of the Sustainability Program and the development of new projects that support a sustainable air cargo industry.

"The results of the Insights Report are encouraging and while we have made progress on the sustainability front, we still have quite a bit of work to do. The Insights Report allows us to see how far we have come from the initial launch four years ago to where we are today as well as areas that we need to put more focus on," stated **Steven Polmans, TIACA Chair**.

Report highlights include;

- C-suite prioritize sustainability: 91% of the respondents confirm it is supported by their CEO, 81% by their CFO and 97% highlight sustainability is equally or more important than last year.
- Survey reveals that companies see a clear link between their ESG performance and their reputation (85%) and attractiveness (73%) but less so for their bottom-line (39%)
- The pressure from regulators

keeps increasing year on year: only 37% of the respondents in 2021 were indicating regulatory pressure while it is now 61%, i.e. 6 points more than last year and 24 points compared to 2021!

- While 71% have a sustainability strategy, this number hides notable differences between large (92%) and small companies (46%).
- 74% of companies with a sustainability strategy feel that sustainability is embedded in their company's DNA.
- Sustainability reporting becomes the norm: 79% (9 points increased compared to last year) measure their progress on sustainability targets, and 81% of them produce a sustainability report.
- Not surprisingly, the air cargo industry first tackles efficiencies and operational excellence with innovation and digitalization fueling the modernization efforts.

- The industry continues investing in its people through training programs (79%) and employee well-being (76%). 70% declare they take action to advance their diversity and inclusion credentials.

- 71% of airports confirm they are transitioning to green buildings, and 79% are actively tackling their water management issues and 80% focusing on reducing their noise footprint.

- Offsetting gains some traction, probably due to mandatory schemes with 43% of companies using offsetting mechanisms.

The report classifies the various aspects of sustainability into three key areas; encompassing critical items to

operate successfully, essential items to grow and a wide range of exemplary areas to differentiate.

"This year's Insights Report continues to underline how important sustainability has become within the industry and supports TIACA's Sustainability Program. As we continue our work on this front, we continue to look for ways we as an association can help guide the industry towards a more sustainable future. We are committed to continuing to support the industry through the Sustainability Program's robust portfolio and will maintain our investment in projects such as BlueSky, the Sustainability Awards,

the Sustainability Roadmap, and the annual survey and publication of the Insights Report. As we move ahead, we look forward to the launch of new projects that will continue to support the industry's sustainability path including the Invest In Climate Action and the Air Cargo Training Library platforms, both of which are scheduled to launch this week." stated **Glyn Hughes, TIACA Director General.**

TIACA fully supports the United Nations 2030 Sustainable Development Goals which is a collection of 17 interlinked global goals designed to be a "blueprint to achieve a better and more sustainable future for all".

TIACA Launches Air Cargo Training Library

The International Air Cargo Association (TIACA) announced that it has launched a platform aimed at finding available training solutions throughout the industry – the Air Cargo Training Library.

The Air Cargo Training Library provides a convenient global repository for training courses from many different training providers. The listings will be submitted by members and partner educational institutions that offer training on technology, sustainability, safety and security, management, logistics, live animals, industry knowledge, global trade, dangerous goods, and air cargo.

"We are very excited to launch this platform as we see that it links directly with our Sustainability Roadmap and continues to drive forward a sustainable future. The platform promotes quality education and decent work that in turn is tied to economic growth. We look forward to watching this library expand."

Steven Polmans, Chair

The platform is open access and available to all industry stakeholders who want to view the training courses available. Members have the opportunity to list several training courses free of charge; while non-members will pay a small fee to list their courses.

"Today's air cargo industry is



complex with ever-changing customer expectations, regulatory requirements, and evolving industry standards. High-quality training is a key enabler to keep staff engaged, empowered, and motivated to build a great career within the industry. The problem is where

to find the training and that is where the Air Cargo Training Library comes in. It is a convenient search tool that lists training for the industry. We invite members and training partners to submit their courses to the portal." **Glyn Hughes, Director General.**

Turkish Technic completes the first A330 passenger-to-freight plane conversion successfully



Turkish Technic has achieved the major milestone of helping convert an Airbus A330 from passenger to freight plane, a first for the leading maintenance, repair, and operations company.

Working with Elbe Flugzeugwerke

(EFW) GmbH, the centre of excellence for Airbus Passenger to freighter (P2F) conversions, Turkish Technic has converted and relocated the upper frame shell cut out, a key step for installing the main deck cargo door.

This project, the first in a series of P2F conversions, is scheduled for completion in mid-2024.

Commenting on the milestone of the first P2F conversion, **Mikail Akbulut, CEO of Turkish Technic, said:** “We are happy to reach a major milestone on the first conversion as we partner with EFW to meet high-level demand in the market. Passenger-to-freighter conversions require a combination of industry-leading expertise, structural skills, and operational excellence. “Leveraging our extensive know-how and strong collaboration with our partners and suppliers, we are fully equipped to deliver technical services and innovative solutions. We’re looking forward to completing the conversion and providing the best possible performance for our customers with our extensive structural and avionic modification capabilities.”



Airbus advances development of newly-designated A350-1000F



Airbus is ramping up development activity on its A350 freighter as the airframer works towards final assembly and first flight milestones in 2025.

“We are really in that industrialization process now,” says Crawford Hamilton, Airbus head of freighter marketing. “We have got parts heading towards sections and we are ready to start final assembly next year [with] the first flight in 2025.”

Parts currently produced include the lower fuselage skin and wing-box feet, he told reporters at the Singapore air show on 20 February.

In addition, around 30 “large test rigs” have been commissioned to assess individual systems and components, including the environmental control system and cargo loading system (CLS) controls.

A further ground-test rig for the CLS itself will be built at Airbus’s California-based supplier, alongside another example inside a “full contoured” shell,

dubbed “Cargo One”, at the airframer’s Hamburg plant, says Hamilton.

Based around a new design, although incorporating existing components, the powered CLS will then be tested aboard the programme’s two development aircraft, he adds.

Launched in July 2021, the A350F is expected to enter service in 2026. It will be capable of flying 4,700nm (8,700km) with a payload of 109t, or 4,550nm with a maximum 111t load on board.

A five-frame, 3.2m (125in) shrink of the A350-1000 passenger aircraft, and using the same Rolls-Royce Trent XWB-97 engines, the new freighter features what Airbus claims is the largest main deck cargo door in the industry – 15% wider than the competition – and a segregated fresh aircrew area.

To date, the twinjet – officially designated the A350-1000 F – has gained 50 orders from nine identified airlines and lessors, plus one

undisclosed customer.

Included in that total is **Turkish Airlines** (five), **Cathay Pacific** (six) and Singapore Airlines (seven).

Boeing is also developing a new freighter based on its developmental 777-8 widebody, which has so far accumulated 55 orders from carriers such as Qatar Airways, Cargolux and All Nippon Airways.

Meanwhile, despite its poor sales record over the years, registering just 38 orders, Airbus continues to offer the older-generation A330-200 freighter to customers.

But how much longer remains for the twinjet is up for debate, says Hamilton: “I think that the fact that it’s a [current engine option] its time is probably drawing to a close in terms of building new ones.”

Instead, he thinks, A330 passenger to freighter conversions will prove increasingly popular for that segment of the market “with a much lower capital cost”.

Air India plans to build MRO facilities at Bangalore Airport

Air India plans to enhance its connectivity over Bangalore, this initiative is a step towards deeper presence of Air India Group at Bangalore and will entail scaling its direct connectivity to various global destinations on one end and aggregating traffic from Southern India.

Air India and Tata Advanced Systems (TASL), an aerospace and defence solutions provider, signed a Memorandum of Understanding (MoU) with the Government of Karnataka for a cumulative investment of 2300 crore

in the state's aerospace and defence sector.

"This move will enhance the state's aerospace ecosystem and help create around 1600 direct employment and over 25000 indirect job opportunities in the state,".

As per the MoU, Air India will establish Maintenance, Repair, and Overhaul (MRO) facilities at Kempegowda International Airport Bengaluru (operated by Bangalore International Airport Ltd) starting with Airframe Maintenance through the development of Wide-Body and Narrow-Body hangars for all checks, including heavy structural checks. This initiative will help develop the

broader MRO ecosystem in India and is expected to generate over 1200 highly skilled employment opportunities in the state. Air India plans to enhance its connectivity over Bangalore, this initiative is a step towards a deeper presence of Air India Group at Bangalore and will entail scaling its direct connectivity to various global destinations on one end and aggregating traffic from Southern India.

The investment by TASL will be directed towards various endeavours, including implementing an Aircraft Modification, Conversion, Completion and Maintenance, Repair, and Overhaul (MRO) facility for defence purposes, setting up an indigenous



gun manufacturing including a barrel manufacturing facility, and implementing R&D in the aerospace and defence sector. These ventures are expected to generate over 450 highly skilled employment opportunities in the state.

Chief Minister Siddaramaiah expressed his enthusiasm, stating, “We are delighted to witness this landmark collaboration between the Tata group companies, Air India and Tata Advanced Systems, and the Government of Karnataka. This investment not only propels Karnataka’s aerospace industry to new heights but also augments employment opportunities, thereby contributing to the state’s economic growth.”

Minister for Large and Medium Industries and Infrastructure Development, MB Patil said, “Karnataka continues to lead the way in fostering economic growth and development. This strategic alliance, marked by a cumulative investment of INR 2300 crore, signifies a significant leap forward for Karnataka’s aerospace and defence sector. This collaboration reflects our state’s unwavering commitment to fostering innovation, economic growth, and job creation. We look forward to a prosperous partnership that will not only elevate Karnataka’s global standing but also contribute to the advancement of the aerospace and defence industry in India.”

Campbell Wilson, Chief Executive Officer & Managing Director, Air India, said, “We are glad to be partnering with the Government of Karnataka. India’s aviation sector is on a growth trajectory and Air India is playing a leading role in this. The agreement with the government and Bangalore International Airport comes at an opportune time and will not only bolster the state’s aviation ecosystem but also be a step ahead in our mission to become a world-class airline and provide our customers the elevated travel experience that they truly deserve.”

“This initiative by Air India will not only help us become more self-reliant



for the maintenance of our fleet but it also reiterates our commitment to strengthen India’s aviation infrastructure by boosting the growth of the country’s MRO industry,” said **Mr. Nipun Aggarwal, Chief Commercial & Transformation Officer, Air India**.

Mr. Sukaran Singh, Chief Executive Officer and Managing Director, TASL, added, “We are pleased to announce the beginning of a long-term partnership with the Government of Karnataka. This milestone marks a significant stride towards bolstering India’s aerospace and defence manufacturing sector. We believe this will lead to creating opportunities and advancing India’s capabilities in industrial growth including skill development.”

Hari Marar, Managing Director and CEO, Bangalore International Airport Limited, said, “As we embark on this transformative journey, we are thrilled to announce the collaboration between Bangalore International Airport Limited (BIAL), Air India, and Tata Advanced Systems Limited to establish an MRO facility at BLR Airport, further solidifying Bengaluru’s status as an aviation hub. This partnership not only underscores BIAL’s

unwavering commitment to providing world-class infrastructure but also aligns seamlessly with the Government of India and Ministry of Civil Aviation’s vision to foster multiple aviation hubs across the nation. We extend our heartfelt gratitude to the Government of Karnataka for their steadfast support and commend Air India and Tata Advanced Systems Limited for choosing BIAL as their partner in this endeavor.”

The partnership signifies a major step forward in propelling the aerospace industry’s progress, fostering innovation, and sparking economic growth throughout the region. With BLR Airport emerging as the primary hub for South and Central India, bolstered by investments in runway expansion and Terminal 2, Tata Group’s vision is to establish Air India as a key player in global connectivity. Aligned with the goals of the Civil Aviation Ministry, this collaboration has the potential to elevate India into a dynamic aviation hub. Additionally, this initiative is expected to generate up to 25,000 indirect job opportunities, stimulate economic activity, and fortify the supply chain for over 200 SMEs in the state.

CHAMP Cargosystems launches Traxon Global eCommerce to streamline compliance for e-commerce shipments under ICS2

First customers went live ahead of the e-commerce ICS2 reporting deadline.

CHAMP Cargosystems has launched a new service, Traxon Global eCommerce (TGE), in an expansion of CHAMP's Customs and security services. Traxon Global eCommerce is purpose-built to address the requirements of cargo pre-load security filings and pre-arrival filings for e-commerce shipments under ICS2.

E-commerce holds tremendous opportunity for the air cargo industry, as a high-growth venture estimated to be worth 6.9 trillion USD in 2024 by Forbes with growth expected to continue.

This latest phase of increased ICS2 requirements demands reporting at the House Air Waybill (HAWB) level, with the added complexity that each commodity must be reported separately. This poses potential risks for the e-commerce industry if air carriers, freight forwarders, express courier service providers, or postal operators do not ensure they have the processes or technology in place to respond to these new requirements.

Companies like PTS Worldwide Express, an international freight forwarding business operating out of Turkey, and the German branch of Shenzhen-based logistics company Harvest International, are already seeing this shift and have recognized the need for a tool that simplifies regulatory compliance.

By leveraging CHAMP's purpose-built solution, Traxon Global eCommerce, these companies will be able to grow e-commerce operations and expand into new global markets.



By efficiently consolidating information from the sender and generating outputs in formats specified by relevant governmental agencies, Traxon Global eCommerce simplifies the cargo filing process.

PTS Worldwide Express and Harvest International enjoy seamless compliance with regulatory standards such as ICS2, complete visibility throughout the cargo handling and clearance process, and access to a detailed history and archives.

This will enable both businesses to grow their e-commerce operations, supported by our platform-agnostic, easily integrated software features, color-coded dashboards and ensure compliance with ICS2 pre-load and pre-arrival declaration requirements.

Onur Ülseven, CEO of PTS AŞ said, *"We are excited to be among Traxon Global eCommerce's first customers! E-commerce growth is an important strategic element of our operations, and this is a much-needed tool that will place us ahead of the curve in the face of ICS2 regulations."*

Nora Luo-Wahle, General Manager of Harvest International also stated, *"Compliance with cargo pre-load security filings and pre-arrival filings for e-commerce is paramount, and we are glad to have found a solution in Traxon Global eCommerce. E-commerce is a booming industry and one that can*

be leveraged strategically for Harvest International's growth, which can now be made possible with CHAMP's easy-to-use solution."

CHAMP CEO Chris McDermott said, "We are extremely proud of the hard work, innovation, and brilliant execution that went into the creation of Traxon Global eCommerce. CHAMP's portfolio is built on its open Neo platform, enabling quick development, launch and integration with other CHAMP or third-party services. TGE is a fantastic tool that will help air cargo businesses to expand into new markets, capitalize on the opportunity of e-commerce, and avoid costly delays by ensuring regulatory compliance quickly and cost-effectively."

As more preload and advance filing initiatives are adopted, customers will be able to use Traxon Global eCommerce to remain compliant with new and emerging regulations. The service will also seamlessly connect with fellow Traxon products such as Traxon Global Customs, Traxon CargoHUB, and Traxon Premium Tracking, as well as CHAMP's cargo management suite, Cargospot, which is used by airlines and handlers.

If you are looking for a comprehensive solution in navigating the complexities of ICS2 reporting, Traxon Global eCommerce is now available for interested air cargo businesses to adopt.



Saudia Cargo secures prestigious air cargo marketing award

Saudia Cargo, one of the leading air cargo carriers in the Middle East, has been awarded the Air Cargo Marketing Award at the International Awards for Excellence in Air Cargo, held by STAT Times during Air Cargo India 2024.

Saudia Cargo's reception of this accolade underscores its unwavering commitment to delivering unparalleled services and groundbreaking campaigns within the international air

cargo industry.

Ayman Osilan, Executive Director Marketing of Saudia Cargo: "We are deeply honored to receive the Air Cargo Marketing Award, which reflects our unwavering commitment to innovation and operational excellence in serving our global partners and customers. "This recognition fills us with immense pride and gratitude, and we extend sincere thanks to all stakeholders for their

steadfast support and trust."

"Renowned for our impeccable reputation and customer-focused approach, Saudia Cargo remains at the forefront of innovation. "Through heartfelt and human-centric campaigns around e-commerce, pharmaceuticals, flying horses and transporting flowers, and humanitarian aid we have forged stronger connections with our customers than ever before. "Our focus on reading trends and anticipating the future needs of customers drives us to build marketing infrastructure and engage with their experience proactively. "We are committed to continuously evolving to meet the evolving needs of our valued customers through continuous communication, listening, and understanding."

Cathay Cargo opens API connection for DB Schenker's agents to access, book and confirm Cathay Cargo's inventory



designed to improve the freight booking experience and increase productivity by offering customers access to our inventory 24/7 via their platforms. We are delighted to enhance our partnership with DB Schenker through this new API link, who now join our other connected forwarder partners.”

DB Schenker Executive Vice President Global Air Freight Asok Kumar said: “Having quick access to spot pricing from our air carrier partners is a critical enabler that allows us to respond to our customer’s need for competitive rates within short turnaround times. The direct API connectivity built into the Transport Management System with our preferred carrier partner Cathay Cargo is supporting our Operations and Procurement teams worldwide to achieve this goal. This great collaboration between DB Schenker and Cathay Cargo serves to further strengthen our already well-established relationship and cooperation.”

As part of its commitment to customer-centricity, Cathay Cargo is making it even easier for freight forwarders to connect with the Click & Ship booking platform with the launch of the new portal. This new portal enables forwarders’ developer teams to learn more about Cathay Cargo’s API connections, carry out testing and get a better understanding of the technical requirements before committing to actual development work, thereby simplifying the process of accessing Cathay Cargo’s inventory and booking.

Cathay Cargo’s API connection to DB Schenker and the new developer portal were powered by its innovation partner, Global Logistics System (HK) Company Limited digitalization (GLS), which also designed Cathay Cargo’s Click & Ship

Cathay Cargo also launches a portal making it easier for freight forwarder developer teams to connect with the Click & Ship booking platform

Cathay Cargo has opened a new application programming interface (API) that provides global forwarder DB Schenker with access to Cathay Cargo’s Click & Ship booking platform on its own in-house system, enabling the forwarder to check space, make bookings and secure instant confirmation from Cathay Cargo’s inventory.

Now Kuehne+Nagel, DHL Global Forwarding, DSV and DB Schenker have the ability to access Click & Ship through their systems. This latest development is part of Cathay Cargo’s wider digitalization programme with its aim to enhance the customer experience at every touchpoint and put more service options at customers’ fingertips.

Director Cargo Tom Owen said: “**At Cathay Cargo**, we continue to use digital technologies in order to improve the efficiency in doing business with our customers. These API links are



booking platform and other industry-leading projects in the carrier's commercial and operational settings.

Owen added: "We're delighted to be able to offer this developer portal, which will make the digital transition quicker and more straightforward in future. API integration is currently ongoing with a range of customers, demonstrating our commitment to embracing new technologies that materially improve the overall booking experience for them. We are committed to staying at the forefront of the industry with new digital enhancements and services in the development pipeline this year to meet the evolving needs of our customers."

WFS wins Air China Cargo contract in LA

Worldwide Flight Services' (WFS) commitment to operational excellence and investment in its cargo handling infrastructure at Adolfo Suárez Madrid-Barajas Airport has been rewarded with a new three-year contract extension to serve Air China Cargo's freighter services at the Spanish airport.

Air China Cargo has been a longstanding customer of WFS, a member of the SATS Group, in Madrid since commencing regular freighter cargo operations connecting China and Spain in 2020. The new contract will see WFS handle over 36,000 tonnes of cargo a year for the airline, which currently operates eight Boeing 777 freighter flights a week to Madrid, originating from Hangzhou and Guanzhou via Beijing.

As well as cargo handling services, WFS will also continue to provide aircraft ground handling services for Air China Cargo's freighter operations in Madrid.

Additionally, outside of this contract, WFS continues to provide cargo handling for Air China's road feeder services.

"Air China Cargo is a very significant



customer of WFS and we enjoy a close working partnership with the airline. With the high volumes of e-commerce traffic, especially, from China to Europe, we fully understand the need for fast and efficient handling services to meet the airline's requirements. This new three-year contract reflects the airline's trust in WFS and the operational excellence our team in Madrid are consistently delivering," said Humberto Castro, Managing Director of WFS in Spain.

In Q1 2024, WFS will open a fifth cargo handling facility in Madrid to further support the growth of its 40 airline customers. Construction of the new 6,500m² terminal is advancing and

the additional 6,500 m² warehouse will increase WFS' total cargo footprint in Madrid to 17,000m².

WFS has signed a 30-year lease on the new building, located on a 12,500m² plot connected to the airport tarmac, increasing its handling capacity by 60%. In support of the airport's development and sustainability, and as part of its long-term commitment to the local airline community, the new WFS cargo terminal will be powered by 100% renewable energy and incorporate dedicated temperature-controlled cool rooms for pharma and perishables shipments as well as dedicated areas for other premium and special cargos.



Kale CEO says Air Cargo Community Single Window will drive profitability and sustainability

Air Cargo Community Systems are driving profitability and sustainability and accelerating digital take up in the industry, by supporting stakeholders from across the supply chain to work together, according to **Amar More, Chief Executive Officer (CEO), Kale Logistics Solutions (Kale).**

Airport congestion and operational inefficiencies resulting in high cargo dwell time, tonnes of paper waste and increasing labour costs, can be alleviated through the implementation of a common digital platform, More told delegates at the Air Cargo India convention in Mumbai, India today.

“Air Cargo Community systems act as an ‘Air Cargo Single Window’, that facilitates ease of business and global trade by eliminating duplication of data entry, reducing unnecessary paperwork, tackling airport congestion issues, and bringing shipment visibility to all stakeholders,” More said as part of a panel discussion about how digitalisation is increasingly becoming

Connecting air cargo stakeholders through one central platform is a digital game-changer, Kale CEO Amar More told delegates at Air Cargo India today

inevitable for air cargo operations.

“Delivering end-to-end collaboration through a single platform is imperative to ensuring our industry fully embraces digitalisation, as it is essential for facilitating better coordination, resource optimisation, and rapid information exchange between all parties involved.”

Kale works with more than 100 air cargo stations to help airports transform into digitally connected logistics hubs and in May will unveil the CLEAR VIEW Air Cargo event, where the agenda will focus on best practices for digitalizing the supply chain

“The true benefits of digitalisation emerge only when an entire ecosystem embraces it – partial adoption falls

short,” said More.

“Operational efficiency driven by faster processing and the ability to provide real-time visibility and accurate tracking are all perks now expected by customers, making adopting digital solutions a necessity to compete in our industry.”

Kale’s invitation-only CLEAR VIEW event, taking place from the 17th to 18th May 2024 in Istanbul, Turkey, will bring thought leaders together to discuss best practice setting out a roadmap for sustainable air cargo practices, cargo handling infrastructure, and assess how ready the industry is to embrace digitalisation.

More was joined on today’s panel by Ashok Rajan from IBS Software, Moritz Claussen from cargo.one, Prithviraj Chug from Group Concorde, Ashwin Bhat from Lufthansa Cargo, Leonard Rodrigues from Etihad Cargo, and Michel Pozas Lucic from AP Moller Maersk.

Over 600 delegates attended the three-day Air Cargo India Conference and Exhibition in Mumbai.

Silk Way West Airlines maintains the highest air cargo safety standards with renewed IOSA certification

Silk Way West Airlines, the leading cargo airline in the Caspian and Central Asian region, has announced the renewal of its International Air Transport Association (IATA) Operational Safety Audit (IOSA) certification. This significant achievement highlights the airline's ongoing commitment to safety and operational excellence.

Silk Way West Airlines has now successfully passed the rigorous IOSA audit for the 6th time, demonstrating its consistent adherence to international safety requirements in air cargo transport.

This latest audit illustrates the company's ability to adapt to and

embrace the newest IOSA standards and practices. The comprehensive evaluation covered multiple operational areas, including cargo and flight operations, ground handling, maintenance services, and air traffic safety, showcasing Silk Way West Airlines' dedication to maintaining its excellent safety record.

Darko Vucic, Vice President, Corporate Quality and Compliance of Silk Way West Airlines, emphasized the airline's commitment to safety and customer satisfaction: *"Achieving and maintaining high-level international safety standards, while meeting our customers' expectations, remains our*

top priority. The renewal of the IOSA certificate, following the risk-based audit process organized and directly managed by IATA, is a testament to our unwavering dedication to operational excellence and safety and contributes to the achievement of our global safety goals."

Since joining IATA in 2015, Silk Way West Airlines has consistently met and exceeded the demanding requirements of the IOSA audit program. This ongoing commitment not only affirms the airline's dedication to safety but also reinforces its reputation as a provider of reliable air cargo solutions across its global network.





LATAM Cargo Chile achieves CEIV Pharma re-certification

LATAM Cargo Chile has announced its successful re-certification by the Centre of Excellence for Independent Validators in Pharmaceutical Logistics (CEIV Pharma).

During 2023, they renovated and improved their cold chain facilities and carried out a comprehensive technological upgrade on all existing equipment in the cold storage warehouses, accompanied by significant improvements in doors and electric forklifts to ensure the optimal delivery of products requiring precise temperature control.

Diego Garcia, COO LATAM Cargo Chile commented: "I am delighted to announce that the assessment was concluded with 100% compliance and

zero findings, further validating our meticulous approach to compliance and the effectiveness of our quality management systems.

"This recertification is not just about our achievements, but it underscores the spirit of collaboration that defines LATAM Cargo, solidifying our position as trusted leaders in pharmaceutical transportation in the Latin American region.

"This reaffirmed commitment aims to satisfy our clients better, ensuring that their needs are met with the highest standards of safety and reliability."

Peter Cerda, IATA's Regional Vice President The Americas, said: "Air cargo plays a critical role for both exports and imports for many industries in Latin America, especially

since other modes of transport often are not viable alternatives.

"Pharmaceuticals are a case in point, as these rely on air transport for speed, consistency and efficiency in ensuring that these high-value, time-sensitive, temperature-controlled products reach their destination safe and sound.

"IATA's CEIV Pharma Certification addresses the industry's need for more safety, security, compliance and efficiency, through a globally consistent and recognized pharmaceutical-product handling certification.

"It is wonderful to see LATAM Cargo's CEIV Pharma's recertification as it demonstrates the industry's commitment to offering safe and secure air cargo transportation".

Avianca Cargo continues digital expansion

Avianca Cargo has continued with the expansion of its digital services by adding a direct connection to freight forwarder platform CargoWise.

The integration means that forwarders using the WiseTech Global-owned platform to manage supply chain operations will now be able to plan, book, confirm and manage shipments on Avianca flights in real time.

CargoWise said that forwarders would also have visibility of Avianca Cargo's schedules, capacity and booking to manage a shipment through to final execution and digital transmission of the Master Air Waybill.

It is not the first time the carrier has expanded its online booking offering through a third party. In 2022, the

Colombian carrier **placed its capacity on the online booking portals of Cargo AI, Web Cargo, and cargo. one.**

In 2023, the carrier **listed its capacity on the digital air cargo capacity exchange Airblox.**

Diogo Elias, senior vice president of Avianca Cargo, said: "We constantly strive to make it easier and more efficient for freight forwarders to do business with Avianca Cargo – whether they are transporting flowers or medicines or manufactured goods.

"The seamless data transmission with CargoWise delivers an efficient and simplified booking experience for CargoWise customers to do business on our network."

Jorre Cobelens, vice president – of logistics data and connectivity,

WiseTech Global, added: "Avianca Cargo plays an important role as a hub for all cargo going to and from South America. "With Avianca Cargo's emphasis on special cargo, real-time access to capacity and route data as well as the ability to efficiently book and manage shipments without leaving CargoWise, is critical to freight forwarders with perishable cargo. "Direct data connections with airfreight airlines replace manual intervention with straight through digital processing to drive greater efficiency and accuracy across the supply chain."

CargoWise customers include 24 of the 25 largest freight forwarders.

Avianca Cargo offers around 200 weekly freighter flights, and more than 1,300 passenger flights per week and serves more than 70 destinations.



Swissport wins Ethiopian and Aegean Airlines as new customers in Switzerland



Ethiopian Airlines and Aegean Airlines have awarded Swissport to provide airport ground services for their flights in Switzerland. Swissport will start servicing Ethiopian Airlines at Zurich and Geneva airports from March 2024. The cooperation with Aegean Airlines will begin from 30 June 2024.

Swissport has been selected by Ethiopian Airlines and Aegean Airlines to provide airport ground services at Zurich and Geneva airports from 1 March 2024, respectively at Zurich Airport from 30 June 2024. The two new contracts with the carriers cover passenger and ramp services.

Ethiopian Airlines: Airport Ground Services And Air Cargo Handling

Swissport has been successful in

winning Ethiopian Airlines as a new customer at Zurich and Geneva airports and will provide full airport ground services for the East African airline such as passenger and ramp services at both locations. At Geneva Airport, Swissport also is responsible for the handling of the airline's air cargo. In total, Swissport will provide airport ground services for 14 weekly flights of the airline at both airports. Ethiopian Airlines operates flights from Zurich to Addis Ababa via Milan Malpensa with Boeing 787-8 and Airbus A350 aircraft. Geneva is served by Ethiopian Airlines with a Boeing 787-8 as a stopover on the Addis Ababa - Manchester route.

"With Ethiopian Airlines we have won Africa's largest and most important airline as a customer. Since Swissport is already

*providing airport ground services for the airline at Rome-Fiumicino and many other airports around the globe, we are delighted that Ethiopian Airlines has now also decided to work with us in Zurich and Geneva thanks to our strong customer focus," says **Bruno Stefani, CEO of the DACH, Italy and France region.***

In 2023, Swissport handled a total of 2,796 passenger flights and 5,224 cargo flights for Ethiopian Airline globally. The airline's passenger traffic comprised 141,000 arriving and 206,000 departing passengers, while 69,148 tons of cargo were processed at 33 airports worldwide.

Aegean Airlines: Passenger And Ramp Services In Zurich

From the end of June 2024,

Swissport will take over airport ground services for more than 750 annual flights operated by Aegean Airlines from Zurich. The flight activity varies with the seasons; notably, the airline operates a substantially higher number of flights at Zurich Airport during the summer months compared to the winter season. Aegean Airlines serves Zurich Airport primarily with A320 aircraft and flies to several destinations in Greece, such as Athens, Thessaloniki, and Heraklion. Swissport already provides check-in, boarding, baggage handling, and de-icing services for the Greek carrier at Geneva and Basel airports.

"We are delighted that Aegean Airlines has chosen Swissport as its service provider in Zurich due to our proven quality standards and the excellent relationship. This is an important vote of confidence for us from Greece's largest airline. With the new contract we continue to expand our customer portfolio in the highly competitive market at Zurich Airport,"



says **Andreas Keller, Managing Director Switzerland & France of Swissport International AG.**

In 2023, Swissport handled a total of 2,769 passenger and 2,430 cargo flights for Aegean Airlines worldwide. The company managed 1,150 tons of freight worldwide and provided services for around 450,000 departing and

arriving passengers at 22 airports.

In general, Swissport recorded strong growth worldwide in 2023. The company provided airport ground services for 3.9 million flights and served 232 million passengers worldwide, including over 280,000 flights and more than 33 million passengers in Switzerland.

Network Airline Management Renews Long-Term Boeing 747-400 Freighter Contract With TAAG Angola Airlines

Network Airline Management and TAAG Angola Airlines are pleased to announce the renewal of their long-term freighter aircraft contract, sealing their ongoing partnership for the foreseeable future.

Resuming its regular weekly scheduled service from Liege, Belgium, to the capital of Angola, Luanda, NAM provides a Boeing 747-400F aircraft with nose door capability offering up to **120,000 kilos** of cargo capacity. The weekly freighter will operate **every Friday** directly to the newly opened Dr. António Agostinho Neto International Airport, NBJ, located near Luanda.

Andy Walters, Commercial Director of Network Airline Management noted: *"We are delighted to have renewed this contract with TAAG once again, resuming our partnership with TAAG Angola Airlines. Network Airline Management has a long-established track record of offering our customers the most cost-effective solutions and this service is no exception. We provide the capacity to carry heavy and oversized cargo on our main deck freighter aircraft, as well as pieces up to 20 metres in length via the aircraft's nose door."*



Al-Ula in Saudi Arabia joins Swissport's network



Swissport International AG has added Al-Ula to its growing network of airports in the Kingdom of Saudi Arabia, underlining the company's ambitious and successful growth strategy in the Kingdom. Al-Ula, a rising international tourism hotspot, is already the sixth airport at which Swissport operates in Saudi Arabia.

Swissport has added Prince Abdul Majeed bin Abdulaziz International Airport at Al-Ula (ULH) to its growing network in Saudi Arabia. The first flight serviced by Swissport was a Royal Jordanian flight arriving from Queen Alia International Airport in Amman, Jordan. Swissport, the global leader in airport ground

services and air cargo handling, will provide Royal Jordanian with passenger services and ramp handling at Al-Ula. Initially, Swissport will handle two weekly flights to and from Amman. The company expects flight volumes in Saudi Arabia to grow significantly as more airlines add destinations or increase frequencies in the thriving

Kingdom.

"We are delighted to be able to offer our high-quality aviation services at Al-Ula and are honored by the trust our launching customer Royal Jordanian places in us," says Chris Browne, CEO of Swissport Saudi Arabia.

Al-Ula is Swissport's sixth airport in Saudi Arabia and further strengthens

its position as the go-to service provider for airlines seeking a reliable long-term partner across the Arabian Peninsula and beyond. The start of operations at Al-Ula underlines Swissport's strategic commitment to Saudi Arabia.

"Jointly with ASYAD Holding, our Saudi joint-venture partner, we have ambitious plans and are committed to contributing towards the Saudi Vision 2030, which will place the Kingdom's aviation sector in the ivy-league of global aviation," says Dirk Goovaerts, Swissport's CEO for Continental Europe, Middle East, and Africa.

Al-Ula is an ancient Arabian oasis and market town on the historic Incense Route that connected India and the Persian Gulf with the Levant and Europe. Today, it is one of the growing tourism destinations in Saudi Arabia, known for its landscape of cliffs, gorges and wadis and the contrast between this arid environment and the palm-

covered oases. In 2023, Al-Ula airport welcomed more than two million passengers.

Strategic Partnership With Asyad Holding

Swissport has been present in Saudi Arabia since 2016 when it started its operations in Riyadh, Jeddah, and Dammam. The company has since continuously expanded its business and turned its presence from a greenfield start-up into an established business with a broad customer base of regional and international carriers.

Swissport and ASYAD Holding, a diversified, family-owned Saudi holding group with significant business activities in and outside Saudi Arabia across multiple sectors including aviation and infrastructure, recently joined forces to unlock the full growth potential in the Kingdom of Saudi Arabia. The new strategic partnership underlines Swissport's commitment to

Saudi Arabia and is aimed at further accelerating the company's growth in the largest economy in the Middle East. Swissport plans to further expand its Saudi presence in air cargo handling, airport ground services and in the lounge hospitality business, in particular also with Saudi carriers.

In 2023, Swissport in Saudi Arabia served 7.7m passengers (+49 per cent vs. 2022) and handled some 28,000 flights (+39 per cent vs. 2022). Currently, Swissport provides passenger services and ramp handling at six airports in Saudi Arabia: King Khalid International Airport in Riyadh (RUH), King Abdulaziz International Airport in Jeddah (JED), King Fahd International Airport in Dammam (DMM), Prince Mohammad Bin Abdulaziz International Airport in Medina (MED), Prince Naif bin Abdulaziz International Airport in Al-Qassim (ELQ), and Prince Abdul Majeed bin Abdulaziz International Airport in Al-Ula (ULH).

IAG Cargo delivers 2023 revenues of €1,156 million

- 2023 revenue was €1,156 million, up 3.5 percent vs 2019
- Throughout 2023, IAG Cargo continued to invest in state-of-the-art facilities, strategic partnerships and training initiatives to enhance customer experience

IAG Cargo, the cargo division of International Airlines Group (IAG) has reported its full year financial results for 2023, with commercial revenues of €1,156 million – up 3.5 per cent from pre-pandemic levels in 2019, 28.4 per cent down vs 2022. Overall yields for the year were down 38.9 per cent in comparison to 2022, while volumes, measured in cargo tonne kilometres (CTKs), were up 17.2 per cent.

In 2023, IAG Cargo continued its journey of transformation to enhance services whilst ensuring long-term growth. One of the main focuses was improving its facilities, where

the business opened a 10,000m² warehouse at its London-Heathrow hub, doubling its capability to handle premium shipments. Additionally, the business made upgrades at its Madrid facility, increasing capacity for importing fresh produce into Europe.

IAG Cargo also completed the opening of additional pharmaceutical stations in Cincinnati and Cape Town, bringing the total number of certified Constant Climate stations to just over 100 globally. Leveraging key partnerships remained a priority for the business, providing customers with the ability to link shipments across a range of carriers

connecting to the IAG Cargo network.

David Shepherd, Chief Executive Officer at IAG Cargo said: "Against a challenging macro-economic backdrop and unforeseen disruptions within the cargo industry, we remained laser-focused on future-proofing our business through investing in premium products, upgrading facilities and upskilling our talented workforce. As a result, the business continues to perform well against pre-pandemic levels.

My priority for the year ahead is to build on this momentum, improving how we deliver for customers whilst ensuring our people grow with us".





Emirates SkyCargo hosts discussion on the future of air freight in global trade at MC13



- The event brought together leading world experts to tackle the hot topics of logistics, global trade, and supply-chain efficiency
- Dr Thani Al Zeyoudi: “Today’s important discussion underlined the potential impact of advanced technologies on global trade – and the urgency with which we need to now integrate them”

Emirates SkyCargo, one of the largest international cargo airlines, has hosted discussions on the hot topics in logistics and world trade and the challenges faced by the global supply chains, on the sidelines of the 13th World Trade



Organisation Ministerial Conference (WTO MC13), hosted by the UAE Ministry of Economy and Abu Dhabi Department of Economic Development (ADDED) in the UAE capital. The event has brought together senior leaders across industries to provide a macro-view of the challenges, opportunities, and untapped potential of global logistics.

Under the title, *Security, Sustainability, and Digitalisation: A New Era for Trade and Cargo*, the event was programmed by Economist Impact. It delved into the patterns of modern trade that see trillions of dollars worth of goods move across the world every day. With global supply chains poised for change, the event has also explored the impact of geopolitical disruption, the growing demand for sustainable solutions, the intersection for technology and security, and the critical requirements for robust, resilient supply chains,

underpinned by air freight.

Commenting on the central themes of the event, **His Excellency Dr Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade and MC13 Chair**, said it has become paramount to embrace new technologies to improve supply-chain efficiency and sustainability. "By leveraging the new generation of trade tech tools, we have the opportunity to not only strengthen global supply chains but make them more efficient and, as a result, more able to contribute to our efforts to combat climate change. As we outline in our new Trade-Sustain-AI initiative, technologies such as artificial intelligence can enhance freight movements, predict adverse or extreme weather events, and support inventory management, all of which support our efforts to develop a smarter, more transparent trading system. Today's important discussion underlined the

potential impact of advanced technologies on global trade – and the urgency with which we need to now integrate them."

Setting the foundation on the nexus points between trade, investment, and geopolitics, Simon Evenett, a world renowned expert on trade and Professor at Switzerland's University of St Gallen was the keynote speaker, followed by a fireside conversation moderated by Elizabeth Mackey, Senior Manager, New Globalisation, Economist Impact.

Following this, a panel of industry leaders from some of the world's biggest and most reputable organisations discussed the outlook of global trade. Panellists included Marion Jansen, Director of the Trade and Agriculture Directorate, Organisation for Economic Co-operation and Development (OECD); Pierre Sauve, Senior Trade Specialist from the World

Bank; Lisa Schroeter, Global Director of Trade and Investment Policy, Dow Chemical; and Nabil Sultan, Emirates SkyCargo's Divisional Senior Vice President for the past decade.

Emirates SkyCargo, the cargo arm of Emirates, the world's largest international airline, has been a leading facilitator of global trade for almost four decades, giving the airline a comprehensive perspective on the cyclical peaks and troughs of trade patterns. Guided by Dubai's Economic Agenda, D33 which defines the city's vision of becoming a prominent economic hub, the airline works to improve trade flows and generate new, reciprocal business opportunities that help strengthen global economies, by adding new and unique destinations to its vast network of over 140 destinations.

The World Trade Organisation (WTO) is the only international organisation dealing with the global rules of trade and aims to ensure that trade flows as smoothly, predictably, and freely as possible. The Ministerial Conference (MC), which convenes every two years, is the uppermost decision-making body of the WTO. It brings together high-level decision-makers from around the world to review and rule on the multilateral trade system. MC13, hosted by the UAE Ministry of Economy and Abu Dhabi Department of Economic Development (ADDED), is being held at ADNEC Abu Dhabi from 26 – 29 February.

Cathay Cargo

Terminal first air cargo terminal in Hong Kong to enable ePayments

Providing seamless payment for cargo collection



Cathay Cargo Terminal has become the first air cargo terminal in Hong Kong to introduce a business-to-business (B2B) ePayment solution, partnering with leading global cargo payment platform PayCargo to offer a secure, user-friendly, and efficient digital payment method for import cargo collection.

Cathay Cargo Terminal Chief Operating Officer Mark Watts said: "We are delighted to have selected PayCargo as our ePayment solution, providing more choice and convenience for freight forwarders and their trucking agents. This marks yet another milestone in our digital journey after enabling eAWBs (electronic airwaybills) and introducing eSRF (electronic Shipment Release Forms) at our terminal, reaffirming our commitment to digital leadership."

Benefits to freight forwarders include the convenience of settling

transactions anytime anywhere, eliminating queuing for cash payments, enhanced security, and expediting the entire cargo release process. This initiative has also been welcomed by the terminal's customer airlines, who value the ease with which their customers will be able to settle payments in future.

Cathay Cargo Terminal already enables cashless cargo import payments at its Dongguan intermodal facility in the Chinese Mainland, with payments accepted via Alipay, WeChatPay and UnionPay. "It is now our ambition to be the first air cargo terminal to go fully cashless in Hong Kong" said Watts.

Freight forwarders may also set up direct credit facilities with Cathay Cargo Terminal. Cashless payments complement the eSRF process for import shipment release and make the full benefits of eSRF available to more

of the terminal's esteemed freight forwarder partners.

PayCargo is a freight payment solution for the global logistics industry operating since 2009. It has over 5,000 logistics vendors and over 50,000 registered payers (mostly freight forwarders) in its network. Cathay Cargo Terminal will become PayCargo's launch cargo terminal partner in the Hong Kong market.

PayCargo Commercial Director Asia, Morgan Law, shared his excitement about the collaboration, saying: "We are thrilled to embark on this journey with Cathay Cargo Terminal, bringing forth a new era of efficiency and security in cargo payments. We are confident that PayCargo will not only streamline the financial workflow but also enhance the overall customer experience. Together, we are creating a new benchmark in the Hong Kong logistics sector, with a focus on speed, reliability, and convenience."



Envirotainer commits to ambitious science-based targets

The company's industry-leading goals are now being reviewed by the Science Based Targets initiative

Envirotainer, the specialist in temperature-sensitive pharmaceutical shipments, has unveiled a bold commitment to reduce its total carbon footprint. The company is the first in the industry to set such extensive science-based targets aimed at reducing emissions not just from its direct operations but also, crucially, from its entire supply chain.

Envirotainer has outlined a clear path to lower its greenhouse gas (GHG) emissions adhering to the goals of the Paris Agreement – aiming to limit global warming to 1.5°C above pre-industrial levels. By submitting its targets to the *Science Based Targets initiative* (SBTi) for validation, the company is taking a science-driven approach to ensure its efforts are both meaningful and measure up to global standards.

David Simonsson, CEO of Envirotainer, said, “Sustainability is woven into everything we do. We understand that real change comes

from taking full responsibility for our environmental impact, which is why we're the first amongst our competitors to commit to such a substantial reduction in Scope 3 emissions, the most significant and challenging area. Aligning with our pharmaceutical customers' priorities, we're sparking change across our industry and we eagerly await the target validation from SBTi.”

By 2030 Envirotainer aims for a 42% reduction in its direct (Scope 1) and indirect (Scope 2) GHG emissions, from a 2023 base year. The company is reducing these emissions through energy-efficient measures at its production site and own network stations, such as undertaking energy retrofits and upgrading equipment. Additionally, the company's production is powered entirely by 100% renewable energy sourced directly from suppliers.

This target also takes into account the complex nature of air cargo transport, particularly in managing the repositioning of empty containers. Envirotainer's strategy for one-way container leases significantly reduces the need to transport empty containers

back, making operations more efficient and less carbon-intensive.

For the wider emissions from its supply chain (Scope 3), Envirotainer targets a 52% reduction per value added from purchased goods and upstream transport and a 19.3% reduction per tonne-kilometre air freight from downstream transport (use phase) by 2030. To achieve this, the company will focus on its network of 60 third-party managed service stations, integral to the safe and efficient distribution of life-saving medications.

By 2050, Envirotainer aims to achieve a net-zero status across all its activities and those of its suppliers and partners. Simonsson concluded, “Our sustainability journey is an ongoing and deeply collaborative process. Setting ambitious targets is just the start. We're constantly refining how we measure our impact to ensure our approach is as effective as possible. More than just leading by example, we're actively working with our partners across the industry to share knowledge, drive change, and collectively move towards a sustainable future.”

STARLUX orders A350F and more A330neo widebodies

STARLUX Airlines of Taiwan has placed a firm order for five all-new A350F freighters and three more A330neo widebody aircraft. The agreement was signed at the Singapore Airshow by KW Chang, Chairman of STARLUX Airlines, and Christian Scherer, CEO of the Commercial Aircraft business of Airbus.

“STARLUX Airlines has continuously nurtured the cargo market since its inception, capitalising on the strategic advantages offered by Taiwan’s geographical location,” said **STARLUX CEO Glenn Chai**.

“With this order, STARLUX will become the first Taiwanese airline to operate the next-generation A350F widebody freighter. In an era of climate change, the A350F has unbeatable efficiency in terms of fuel burn, CO₂ emissions, and economics, offering significant energy-saving and carbon reduction benefits. It not only meets customer requirements for carbon reduction but also aligns with STARLUX’s ESG plan to achieve zero emissions by 2050. Additionally, the three new A330neos will strengthen our fleet advantage and provide greater flexibility for passenger operations.”

“We love working with STARLUX Airlines in

building and strengthening its fleet,” said Benoît de Saint-Exupéry, Airbus EVP Sales, Commercial Aircraft. “Operating both the latest generation Airbus single-aisle and widebody aircraft brings the airline enormous benefits. It significantly reduces fuel consumption and carbon emission and offers unrivalled levels of technical commonality, and benefits in maintenance and training. The A350F, the only new generation large freighter, will fit seamlessly into this all-Airbus fleet and enable STARLUX Airlines to compete effectively with the leading players in key cargo markets.”

STARLUX Airlines operates an all-Airbus passenger fleet that already includes the A350-900, A330neo and A321neo. The A350F will be operated by STARLUX Cargo on some of the world’s busiest cargo routes.

Currently under development, the A350F can carry a payload of up to 111 tonnes and can fly up to 4,700 nautical miles / 8,700 kilometres at significantly lower cost than any other freighter available today. The A350F will enable STARLUX Cargo to serve all heavy cargo markets around the world.

Powered by the latest Rolls-Royce Trent-XWB97 engines, the aircraft will

bring a reduction in fuel consumption and carbon emissions of up to 40% when compared with the older 747F and is at least 20% more efficient than its competitor.

The A350F features the largest main deck cargo door in the industry, with fuselage length and capacity optimised around the industry’s standard pallets and containers. Over 70% of the airframe is made of advanced materials, resulting in a 46 tonne lighter take-off weight than the competing derivative. The A350F is also the only freighter aircraft that will fully meet ICAO’s enhanced CO₂ emissions standards, coming into effect in 2027.

Meanwhile, the additional order for the A330neo will see STARLUX Airlines continue to build one of the

most modern and efficient passenger fleets, offering the highest levels of in-flight comfort. The incremental order will boost its A330neo fleet from four to seven, with the aircraft featuring a premium two-class cabin comprising 28 business class seats and 269 economy class seats.

Airbus widebody aircraft are especially popular with airlines in the Asia-Pacific, with nearly 900 in-service and 190 to be delivered.

At the end of January, the latest generation A350 Family had won over 1,200 orders from 57 customers worldwide, including 50 for the A350F from nine leading cargo airlines. In the mid-size category, the A330neo Family continues to gain momentum, with nearly 300 firm orders from 28 customers.



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