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AIR CARGO WEEK



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The weekly newspaper for air cargo professionals

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## Strong October for Asia Pacific

**A**sia Pacific airlines have seen freight tonne kilometres (FTK) rise to 5.6 billion in October, after two months stuck at 5.2 billion, according to Association of Asia Pacific Airlines' (AAPA) data.

The October figures are the second highest of the year after March, making up for August and September. FTK has been volatile throughout the year, in January it was 4.7 billion before dropping to four billion in February and rising to the yearly high of 5.7 billion in March. FTK dropped again in April to 5.1 billion before rising to 5.2 billion for May and June. It increased to 5.4 billion in July before dropping back down to 5.2 billion for August and September. Year-to-date (YTD) FTK has increased by 5.1 per cent to 51.7 billion, compared to 49.1 billion during the same period of 2013.

AAPA director general, Andrew Herdman, says: "Airfreight markets grew by 5.1 per cent. Generally positive regional economic con-



ditions and trade gains provided support for growth in the cargo market segments."

Despite the positive October figures, Herdman warns that challenges of costs and overcapacity remain. "Asian airlines continue to grapple with numerous challenges, including persistent yield pressures arising from intense market competition and signs of overcapacity, which led to tight profit margins." He says fuel costs

remain the single largest cost, but oil prices have declined. "Asian carriers remain positive on the outlook for further growth, but are still carefully controlling costs in a bid to restore profitability to more sustainable levels."

The load factor in October was 66.4 per cent, the second highest month of the year after March. The load factor in January was 61.3 per cent, dipping to 61.2 per cent in February and rising in March to


68.4 per cent. It declined to 64.3 per cent in April, before rising to 64.9 per cent and 66.1 per cent in May and June, respectively. July saw a drop to 65.3 per cent before sliding to 63.5 per cent in August and rising slightly to 64.1 per cent in September. The YTD load factor was 64.4 per cent, 0.5 percentage points higher than 2013.

The YTD available FTK (AFTK) increased by 4.3 per cent to 80.2 billion. AFTK saw a year-on-year rise of 3.8 per cent in October, less than the 6.4 per cent rise in FTK in the same month in 2013. AFTK has increased by varying amounts throughout 2014, it rose by 5.3 per cent in January and 1.6 per cent in February. In March it was up by 5.9 per cent, followed by a 5.3 per cent increase in April. May, June, July, August and September saw smaller rises of four per cent, 3.4 per cent, 3.2 per cent, 3.2 per cent and four per cent, respectively.

One airline that had a strong October was **Cathay Pacific** (see picture), seeing cargo increase by 14 per cent to 156,590 tonnes.



**EBOLA DRUG ULDS GO TO AFRICA** 4



**SPECIALIST CARGO IS WHERE THE MONEY IS** 8



**LIFE EXTENDING CONVERSIONS REMAIN POPULAR** 10



**FRAPORT TO RUN 14 GREEK AIRPORTS** 12

## ACS promote Thompson

**Air Charter Service (ACS)** has promoted Richard Thompson to the position of president of North American operations, taking over from Andy Christie, who is moving to ACS private jet division.

Thompson will be responsible for business in New York, California and Texas (all US), and Canada. He has been based in New York since 2011, first as cargo director and later as executive vice president for ACS North America. Thompson joined ACS in 2004 and has helped out in relief operations around the world, including the Indian Ocean tsunami of 2004, the 2010 Haiti earthquake and Typhoon Haiyan in the Philippines in 2013.

Thompson says: "Over the past decade we've grown to become one of the biggest names in cargo aircraft, commercial airliner and private jets, but we still have ambitious plans to grow our company further. I believe there is tremendous room for growth."

ACS flew 31,172 tonnes of cargo in 2013. In the first half of 2014 cargo revenue rose by 13 per cent over 2013 to £55 million (\$90 million).

## UK government questioned over drones

On 1 December, the UK government's parliamentary under secretary of state at the Department for Transport is answering questions that will form part of a UK parliamentary report into the civil use of drones that will be published in three months time, in March next year. The UK **Civil Aviation Agency** is overseen by the Department.

The report is being produced by the UK's second chamber, the House of Lords, and its European Union (EU) sub-committee on the EU's internal market, infrastructure and employment. The under secretary is the member of parliament for the constituency of Scarborough and Whitby, Robert Goodwill. He is a Conservative party member of parliament. Goodwill will be asked by the committee,

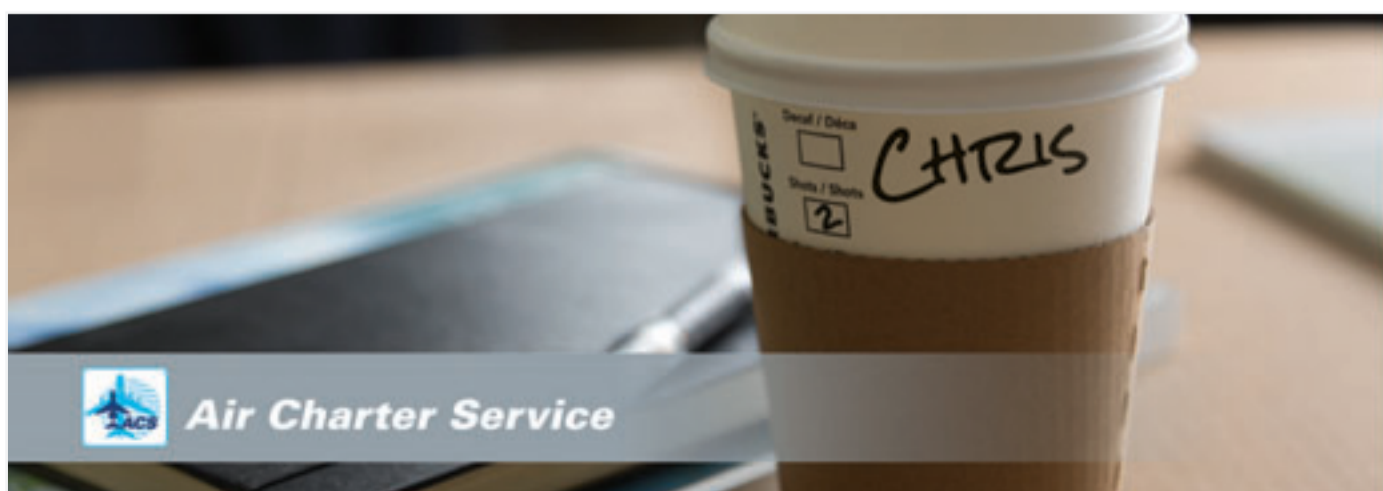
does the Government plan to consult with the public on drone use and guidelines and if so, when; will the Government distinguish between commercial users and hobbyists; should drones be regulated according to their size or their potential risk to the public; is the law around the misuse of drones working properly; how does the government monitor its own contractors' use of drones; should regulation around privacy and data protection stay within the jurisdiction of each EU member state?

The committee hearing will have messages on the social media website Twitter sent out with the hashtag #HLRPAS. The committee accepted written evidence until September and it has been studying the **European Com-**

**mission's** work on the civil use of drones. Announcing the investigation in August into the issue of commercial drones, the committee chairman Baroness O'Cathain said: "In the UK alone the number of permissions granted for civilian use of drones in congested areas went up 40 fold between 2006 and 2013."

Beyond parliament, there are various companies developing cargo drones. In the UK there is **4X4 Aviation** which has a scale-model prototype it has test flown. A European project called Cargomap concluded this year that a drone for short haul freight was feasible.

A survey of freight forwarders in July and August by the UK's **National Aeronautic Centre** found that a third of respondents expected cargo drones by 2030.



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Azura International, Robert Denholm House, Betchingley Road, Netfield, Surrey RH11 4WR, United Kingdom.  
 Tel: +44 (0)1737 645777 • Fax: +44 (0)1737 645888  
 email: sales@azurainternational.com  
 email: subs@azurainternational.com  
 www.azfreight.com

Editor: Rob Coppinger  
 Reporter: James Muir  
 Contributors: Helen Massy-Beresford • Tara Craig • David Craik  
 Phillip Hastings • Isabel Lesto • Kerry Reals  
 Clive Simpson • Alex Thomas  
 Commercial Director: Anthony Smith  
 Development Director: Michael Sales  
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 Production Co-ordinator: John Jessup  
 Circulation and Subscriptions: Kim Smith  
 Data and Accounts: Sarah Archer  
 Finance Director: Dawn Jolley  
 Directors: Norman Bamford • David Bush • William Carr • Brian May

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# October is year's second best at Changi

**C**hangai Airport handled 159,700 tonnes of cargo in October, making it the strongest month of the year apart from March, and recovering from the decline seen in September.

The October figure is up from the September slump of 147,800 tonnes. Cargo volumes have been volatile throughout the year, rising and falling from month to month.

In January, Changi handled 150,300 tonnes, falling to 126,800 tonnes in February before rising to the yearly high of March, when it handled 169,800 tonnes. April dropped to 151,100 tonnes rising again to 157,500 tonnes in May. June, July and August were the only months to see consecutive rises, handling 154,700 tonnes, 155,000 tonnes and 156,000 tonnes, respectively. October saw a year-on-year rise of 2.1 per cent, compared



to a 2.7 per cent decline in September. Year-on-year growth, like cargo volumes, has been volatile throughout 2014.

January was up 3.8 per cent, while February and March were down by 2.7 per cent and 1.3 per cent, respectively.

April was up by 0.5 per cent followed by a rise of 3.5 per cent in May. June and July were down by 0.2 per cent and 2.4 per cent, respectively. August saw the biggest year-on-year increase of 4.1 per cent, followed by the decline in September and rise in October. Year-to-date Changi has handled 1.5 million tonnes, an increase of 0.5 per cent on 2013.

The airport also announced that **Vietnam Airlines** started a twice-weekly service to Phu Quoc (Vietnam) on 2 November. From 27 October, **SriLankan Airlines** had increased its frequency of flights to 19 per week from five for the destination of Colombo.

In September, Changi announced that **MIAT Mongolian Airlines**, the Mongolian national carrier, would operate a twice-weekly service between Ulaanbaatar and Singapore, via Beijing, using a Boeing 737-800.



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## Hong Kong March to September profit jumps 20%



**HONG KONG INTERNATIONAL AIRPORT (HKIA)** has made a six month profit of 3.8 billion Hong Kong dollars (\$489.9 million) and it says the increasing traffic volumes justifies the need for a third runway.

The March to September profit is up 19.3 per cent on the same period of 2013, when it made a profit of 3.2 billion Hong Kong dollars. Cargo volumes have risen by 7.4 per cent from two million tonnes to 2.2 million tonnes in 2014. Revenue for the period was up by 9.3 per cent to eight billion Hong Kong dollars.

**Airport Authority Hong Kong (AA)** chief executive officer, Fred Lam Tin-fuk says: "We expect that the airport could reach saturation as early as 2016 or 2017. It is crucial that we expand the airport into a three-runway system in order to meet its increasing air traffic demand in the long term."

Lam also says: "Because air traffic volumes at HKIA is growing at a faster-than-expected rate, we have been working on a number of projects, including the West Apron and the Midfield, to ensure that the airport is well equipped to meet its anticipated medium-term demand."

AA executive director of finance, William Lo Chi-chung, says he is pleased with the airport's financial performance, but is cautious about the future. "We are mindful of the slowing down of retail sales in Hong Kong and the potential increase in interest rates, which might bring adverse impact to the financial performance for the next six months and beyond."

The West Apron development will offer 28 new parking stands when it is finished by the end of 2014, including four stands for aircraft with longer fuselages such as the Airbus A380 and the Boeing 747-8. The Midfield Concourse will have 20 new aircraft parking stands when the development is completed by the end of 2015.

The Midfield development has undergone its topping-out ceremony and AA says it is on target to be completed on time and budget.

AA chairman, Vincent Lo, says: "The Midfield development shows that we are making immense efforts to cater to HKIA's intermediate air traffic demand. But our two-runway system is close to reaching its maximum capacity, so the airport's long term solution rests with expanding into a three runway system."

## Africa is the goal for new DWC handler

**T**otal Freight International has set up a facility at Dubai World Central (DWC) with 4,500 pallet positions and 2,000 square metres of ground storage, as a first step before expanding to Africa and becoming a sales agent.

The warehouse has nine loading docks, two of which are for light vehicles. The warehouse has an area of 6,500 square metres with a temperature controlled room with an initial capacity of 600 pallet positions.

The goal is to expand the pallet storage area to 8,500 pallet positions. Its initial capacity is 4,500 pallet positions and 2,000 square metres of ground storage. The number of employees there



at the start will be about 20. Total Freight's business development director, Saajin Salim, tells *Air Cargo Week*: "The warehouse is state of the art. We have a total of 47 CCTV [closed circuit television] cameras in and around the warehouse offering aisle-to-aisle monitoring. The whole warehouse

in WIFI integrated allowing us to provide real-time feed to our customers of the inventory levels. This allows for quick decision making and control for the clients."

Salim declined to name the airlines his firm is working with. The warehouse can handle general cargo, but Total Freight will

be focusing on the maintenance, repair and overhaul segment and high tech industries. "We are targeting clients who have high value items," Salim adds. In his view, the warehouse's proximity mean it can handle urgent and demanding requirements.

The company's long terms plans, according to Salim, are increasing the warehousing area in DWC, setting up in Africa, and getting into the general sales agent market. Salim says: "With our set up in Dubai World Central, we are in an position to venture out into all three arenas." As part of DWC's master plan (see picture) it is seeking small and medium sized businesses to set up at the gateway.

### WORLDNEWS

**DELTA AIR LINES** has placed a firm order for 50 Airbus widebody aircraft, 25 Airbus A350-900 and 25 Airbus A330-900 new engine optimisation (neo). Rolls-Royce Trent 7000 engines will power the Airbus A330neo and Trent XWB engines will power Airbus A350 xXtra WideBody. Delta also has an order backlog of 10 Airbus A330-300 and 45 A321 current engine option.

**ANTONOV AIRLINES'** Antonov An-225 Mryia loaded 150 tonnes of engineering equipment at Robin Hood Airport Doncaster Sheffield for Anglo World Cargo, which is based at the airport. Anglo World Cargo operates from Hangar 1 at the airport and manages the processing of all freight in and out of the airport. Robin Hood Airport wants to increase its profile as a freight gateway.

### Abu Dhabi rises 16%

**ABU DHABI INTERNATIONAL AIRPORT** handled 72,170 tonnes of cargo in October, the highest month of the year, and a year-on-year rise of 16 per cent.

The October figure is up on September when it handled 67,881 tonnes. In January, Abu Dhabi handled 58,114 tonnes, dropping to 56,902 tonnes in February before increasing to 68,328 tonnes in March. Cargo volumes dropped in April to 60,059 tonnes before rising again in May and June to 66,944 tonnes and 67,537 tonnes, respectively. In July and August it dropped to 67,456 tonnes and 66,215 tonnes. Year-to-date (YTD) Abu Dhabi has handled 651,606 tonnes, compared to 573,902 tonnes for the same period of 2013.

Airport operator, **Abu Dhabi Airports** chief executive officer, Ahmad Al Haddabi says: "Abu Dhabi International Airport continued to see double digit growth in October. The airport will continue to invest in enhancing its services and connectivity to attract more traffic to the capital."

The October 16 per cent year-on-year rise is the biggest increase since May when it was up 24.5 per cent. January was up 18.9 per cent, followed by smaller rises of 13.8 per cent, 14.8 per cent and 16.6 per cent in February, March and April, respectively. The May rise of 24.5 per cent was the biggest of the year, followed by an increase of 13.4 per cent in June. July, August and September were the only months of the year that saw single digit increases of 5.7 per cent, 9.9 per cent and 9.6 per cent, respectively. YTD cargo volumes have risen by 13.5 per cent.

The top destinations from Abu Dhabi in October were Bangkok, Doha, London, Manila and Bahrain, accounting for 17 per cent of traffic from the airport.

### CEVA e-freight advance

**CEVA LOGISTICS** achieved a 20.4 per cent electronic air waybill (e-AWB) penetration rate in September 2014, which it claims is the fastest e-AWB growth of any logistics company.

It says the September result puts it on course to meet the **International Air Transport Association's** target for 22 per cent e-AWB penetration by the end of 2014. CEVA says it is implementing e-AWB globally after pilot schemes in New York and Atlanta (both US), London and Frankfurt (Germany) were deemed successful.

CEVA vice president for global air operations and compliance, Peter Baumgartner says: "E-AWB is a first step to e-freight, a paperless airfreight which will enhance efficiency, accuracy and speed of processing and at the same time reducing our environmental impact through considerably less use of paper."

In the third quarter of 2014, CEVA saw airfreight volumes rise by five per cent. Revenue rose by 0.7 per cent to \$1.9 billion compared to the second quarter. In the same period it reported earnings before interest, tax depreciation and amortisation of \$64 million, up 6.7 per cent on the second quarter when it was \$60 million.

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## ULD repair outsourced in Paris

**A**ir France Cargo has awarded a container maintenance contract to **CHEP Aerospace Solutions**.

CHEP will repair Air France Cargo's fleet of cargo unit load devices (ULD), containers, pallets and horse boxes at **Paris Charles de Gaulle Airport** over the next three years. It will also carry out other work at **Paris Orly Airport**.

The new partnership complements CHEP's existing relationship with Air France Cargo's sister companies **KLM** and **Martinair** in Amsterdam. "The main reasons to select CHEP were its IT system, quality of repair, solid financial background and global standing, and the benefits that our partner KLM enjoys thanks to a long-term relationship with CHEP", says Air France Cargo's senior vice president for operations and logistics, Jean-Yves Chaumet. "We look forward to using CHEP's repair management software to gain improved visibility on the repair status of

our ULDs and ground support equipment." CHEP president, Dr Ludwig Bertsch, says: "This builds upon the momentum of our recent contract wins with **Cathay Pacific**, **Singapore Airlines** and **TAP Portugal**, demonstrating that the strength of our network, service and systems is being recognised by the industry."

The Singapore contract is to maintain and repair its entire fleet of ULDs worldwide under an exclusive five-year agreement.

TAP signed a four-year agreement for the supply and management of its ULDs. CHEP is replacing TAP's 3,500 ULDs with lighter weight units. The reduced weight is expected to help TAP save over 2.5 million euro (\$3.1 million) in fuel costs.

Cathay signed a five-year renewable agreement for the supply and management of its ULDs and pallet accessories. CHEP will convert the majority of Cathay's 25,000 containers to the lighter weight composite ULDs.

## Ebola drug ULDs go to Africa

**AIR PARTNER** and container supplier **Envirotainer** have worked together to deliver temperature sensitive medical supplies to Freetown, Sierra Leone for the Ebola crisis.

The shipments are ongoing and use the Envirotainer's RAP e2 container to transport the temperature sensitive medicines. Using leased RAP e2 containers, the medical supplies are going to UK treatment centres in Sierra Leone to help contain the Ebola outbreak.

Charter service Air Partner's freight director, **Richard Smith** (see picture), says: "We have successfully delivered several consignments already and with the temperature controlled unit from Envirotainer we can now implement delivery of much needed temperature sensitive medical supplies."

According to a 25 November statement from the **United Nations World Health Or-**

**ganization**, the targets to control outbreak would not all be met by 1 December and the efforts to respond had to be increased. Envirotainer chief executive officer, **Simon Angeldorff**, says: "At Envirotainer, we understand what we do is important. It's not always about shipping a container from A to B, but about being part of the higher purpose which is helping the patient."



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## Jettainer to manage Congo ULDs

**JETTAINER** is taking over the supervision and maintenance of unit load devices (ULD), containers and pallets for **Equatorial Congo Airlines (ECAir)**.

The agreement is for the Congolese airline to have its widebody aircraft ULDs managed by Jettainer. ECAir was founded with the support of the Congolese State to improve the country's air transport capabilities. **Lufthansa Consulting** provided its managerial and technical expertise for the airline. Jettainer is a subsidiary of Lufthansa.

The airline has yet to start operating widebody aircraft. Its fleet consists of a Beechcraft 90, two Boeing 737-300, two Boeing 757-200 and its Boeing 757 named *Rivière Sangha* was delivered in November 2013. ECAir was unable to confirm when the

airline would start operating a widebody aircraft or what type it would be, or when an airfreight service would begin.

Jettainer managing director, **Carsten Hernig**, says: "We operate on a global scale and still see high potential for further growth. The recent developments show that airlines around the world are convinced by our innovative complete service for ULDs."



### NEWS BRIEFS

**AIR FRANCE** is creating a low cost airline called **HOP!** which may in future provide express cargo services on viable routes. An alliance between three **Air France** group regional airlines, **Airlinair**, **Brit Air** and **Regional**, HOP! has 98 aircraft to 136 destinations and 530 daily flights. Its fleet consists of twin turboprop aircraft and regional jets. Air France tells *Air Cargo Week* that HOP! might have a future cargo service, but not systematically on all of its routes across Europe.

**QATAR AIRWAYS CARGO** took delivery of its fourth Airbus A330-200 Freighter on 24 November 2014. The A330-200F can carry 70 tonnes with up to 23 side-by-side pallets on its main deck, with flexibility for additional arrangements such as single-row loading of 16 pallets and a mix of nine AMA containers with four pallets. The lower deck cargo hold accepts up to 26 LD3 containers and 19.7 cubic metres of bulk cargo. The A330-200F has a range of up to 7,400 kilometres.



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## The WACO System enters Mexico

THE WACO SYSTEM has a new partner, Universal Cargo, a logistics services company based in Mexico City and with branches in the Mexican cities of Guadalajara, Merida, and Monterrey.

The WACO System is a network of independent freight management companies. It holds two meetings a year. Sixty eight WACO members took part in the last general meeting in Xiamen (China). Universal's membership extends the WACO network into Mexico. Universal offers a range of logistics services, including air and sea freight, inland trucking, rail, customs brokerage, warehousing and storage.

The WACO System's executive director, Richard Charles, says: "We continue to look for opportunities for the network, and will be announcing more new members soon."

Universal Cargo, part of the Universal

Group, joins fellow WACO Latin American members in Argentina, Brazil, Chile, Colombia and Cuba. Universal Cargo chief executive officer, David Flores says: "We are delighted to be joining WACO."

In related news, the US government has signed a civil aviation agreement with Mexico. The new agreement will allow a significant increase in market access for cargo airlines to fly between any city in Mexico and any city in the US. According to the US government's Department of State, cargo airlines, for the first time, will have increased opportunities to provide services to new destinations not available under the existing agreement.

The new conditions will take effect on 1 January 2016, after both governments have completed any necessary internal processes.

## Air China, Air New Zealand pact



**A**ir China and Air New Zealand have signed a statement of intent, paving the way for a strategic alliance. The strategic alliance remains subject to regulatory approval, but if it goes ahead, it will involve Air China operating a new direct Beijing to Auckland service, in addition to Air New Zealand's existing Shanghai to Auckland service. An alliance between the two national carriers would also lead to better

network connections in both China and New Zealand and increased frequency of flights, the two carriers claim.

Air China is committed to being a global hub carrier, and alliances and partnerships are an important way to expand its international network, says the Chinese airline's chief executive officer (CEO), Song Zhiyong.

Air New Zealand CEO Christopher Luxon adds that a deeper bilateral agreement between the two airlines would help to facilitate business links between the two countries.

"China remains a challenging market for us to operate to. Working with a strong, well respected home market carrier like Air China would give us a huge opportunity to convert potential growth, while jointly offering the additional capacity to support it", he says.

The airlines hope to reach an agreement early next year, which can then be filed for regulatory approval.

## Incheon subsidises vinyl packaging

INCHEON INTERNATIONAL AIRPORT has provided eco-friendly biodegradable cargo packaging for ground handling companies.

The handling companies are Korea Airport Service, Asiana Airport, Swissport and Atlas Air Cargo Terminal.

The four operators bought a total of 8,400 biodegradable air cargo covers, which are more expensive than those made from standard vinyl. Half of the purchase cost was covered by the airport.

Incheon has been issuing eco-friendly packaging since 2010 in a bid to reduce the amount of vinyl used each day, which could be about 14 tonnes, to protect air cargo. The airport has to date jointly purchased,

with operators, 25,900 of the allegedly eco-friendly vinyl covers.

Biodegradable vinyl is a bio-film made from compounds such as corn starch. It begins to decompose gradually within eight months of use. Ordinary vinyl takes 16 years to begin decomposing.

Other green cargo hub project initiatives at Incheon include, supplying more than 400 lighter weight unit load devices to airlines and operators.

Incheon launched its green hub project in 2009. According to the airport, in 2010 it was able to reduce its carbon dioxide emissions by about 32,000 tonnes in the, "air cargo area".

## IATA says SATS has centre of excellence

GATEWAY services firm SATS has been certified as a centre of excellence by the International Air Transport Association (IATA).

The IATA certification for SATS' perishables handling centre at Changi Airport, known as Coolport, is for independent validators in pharmaceutical handling, also referred to as CEIV Pharma. In 2013, the facility handled more than 15,200 tonnes of pharmaceuticals.

"Through our close collaboration with IATA, SATS Coolport has achieved yet another milestone in the handling of temperature sensitive, high value pharmaceutical products," says SATS president and chief executive officer Alex Hungate.

Coolport was certified as a centre of excellence in pharmaceutical handling by IATA in February 2014. "We remain focused on extending our capabilities to provide a value added, secure cold chain solution for our customers and partners across Asia," adds Hungate.

This time 76 SATS staff received their IATA pharmaceutical handling diploma, which the firm says makes them the first to be recognised with such a qualification. Twenty-two of them have been selected to take further classes to be able to train new staff. The regional vice president for Asia Pacific for IATA is Conrad Clifford. He says: "The certification is a testament that SATS Coolport is operating to the highest standards."

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## \$41.1m for Ethiopian funds Boeing 777F buy

**E**thiopian Airlines has secured a \$41.4 million seven-year junior loan facility from ING Capital to part-fund the acquisition of two Boeing 777 Freighters.

The senior debt is supported by the **Export-Import Bank of the United States** (Ex-Im Bank), and was provided by another financial institution with ING as their co-arranger. The junior lender benefits from a second priority interest in the security package which secures both the Ex-Im Bank and junior loan financing.

ING Capital was the sole arranger and lender of the junior loan financing and will also act as the agent throughout the term of the transaction. The financing closed concurrently with the delivery of the first aircraft on 31 October. The second aircraft arrived in Addis Ababa on 21 November.

"The financial support for our acquisition of the two 777 Freighter aircraft is critical to Ethiopian Airlines as we aim to sustain our position



as the largest cargo operator in Africa", says chief financial officer, Nega Mekonnen. "These aircraft will help us increase our capacity and service quality for the ever growing perishable cargo market."

Terina Golfinos, managing director and head of ING Capital's structured export finance team in New York, adds that the bank is delighted to close this financing for Ethiopian Airlines,

and to, "contribute in some small measure to their ongoing success as the regional carrier of choice."

This year, Ethiopian has phased-in 14 additional aircraft, including five Boeing 787 Dreamliners, one Boeing 737-800, one Boeing 777-300, two 777F and four Bombardier Q-400. Ethiopian Airlines has launched a mobile Short Message Service (SMS) information system. The new service will allow customers in Ethiopia to check flight status and cargo shipment information by sending a mobile short code SMS text to the ethiotelecom 8611 messaging number instead of having to call Ethiopian central call centre.

The service will allow Ethiopian customer to check flight availability, departure/arrival time, flight status and cargo shipment tracking information instantly, at the standard ethiotelecom SMS charge. Additional features will be added to the mobile SMS service in the near future.

### WORLDNEWS

**ROYAL JORDANIAN** took delivery of its fourth and fifth Boeing 787 on 20 and 22 November. The next deliveries of the Boeing widebody for Royal Jordanian will be in 2016. The 787s are to replace the airline's Airbus A340 and an Airbus A330. The carrier's first 787 flight took place in September.

**BOEING** has started the final assembly process of its first Boeing 787-9 Dreamliner. At its South Carolina facility in North Charleston (US), it is joining together large sections of the aircraft's fuselage. **United Airlines** will take delivery of the first South Carolina-built 787-9. The 787-9 fuselage is six metres longer and has a range of 830 kilometres greater than its 787-8 counterpart.

### Non-radioactive detector

**MORPHO DETECTION** has launched its desktop explosives trace detector, Itemiser 4DX.

The 4DX uses an ion trap mobility spectrometer source to detect explosive chemicals. Morpho claims that Itemiser 4DX eliminates the administrative, regulatory, storage and shipping requirements associated with a radiation emitting trace detection source, which have been used for explosive detection.

Morpho Detection chief executive officer and president, Karen Bomba, says: "The result of almost 15 years of Itemiser systems in operation, Itemiser 4DX delivers on Morpho's commitment to provide our customers advanced explosives detection capabilities." Morpho claims that its Itemiser 4DX can minimise operational costs for airports and air cargo facilities, law enforcement agencies and government and critical infrastructure installations.

### BARIG's new member

**A**zerbaijani cargo airline **Silk Way West Airlines** will join **Board of Airline Representatives in Germany** (BARIG) on 1 December.

Silk Way West Airlines was founded in 2012 and operates from Europe to Baku. It offers connections to the Middle East and Asia. Its fleet consists of two Boeing 747-800, three Boeing 747-400 Freighter and two Boeing 767-300 Freighter. Furthermore, the airline maintains relationships with the **Azerbaijan Airlines**, **Lufthansa Cargo** and **Cargolux**.

Silk Way is the newest member of the association which consists of about 100 national and international cargo and passenger airlines in Germany. Silk Way is based in Baku and will be represented at BARIG by its global sales Europe and Asia vice president, Nidjat Babayev. He says: "Through BARIG the interests of Silk Way West Airlines will be represented competently and sustainably in Germany. At the same time we will contribute to the association with our international and specific cargo know-how."

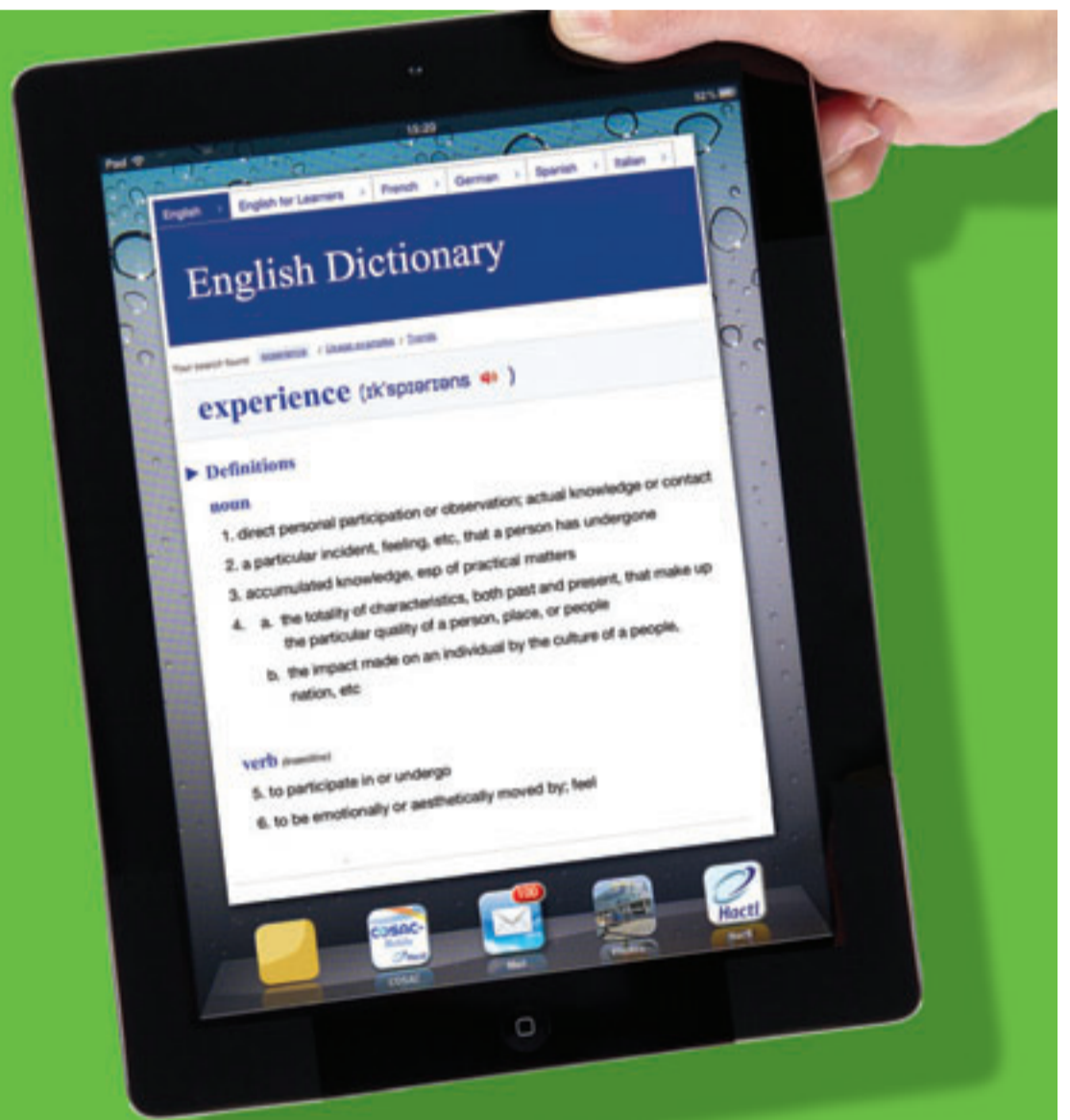
### Pets mean purchase orders

**KERRY LOGISTICS** is to use its virtual buying office (VBO) on behalf of pets importer **Rosewood Pets** to bring pet products in from China.

Rosewood is an independently-owned specialist pet accessories designing, importing and distribution business, based in Shropshire (UK), and supplying products to more than 20 countries world-wide.

The VBO functions include purchase order management, vendor performance management, production status tracking and quality control.

Rosewood Pets' finance director, Mark Bolland, says: "We were searching for a logistics partner with the right presence in our key sourcing geographical markets that would deliver world class supply chain solutions."



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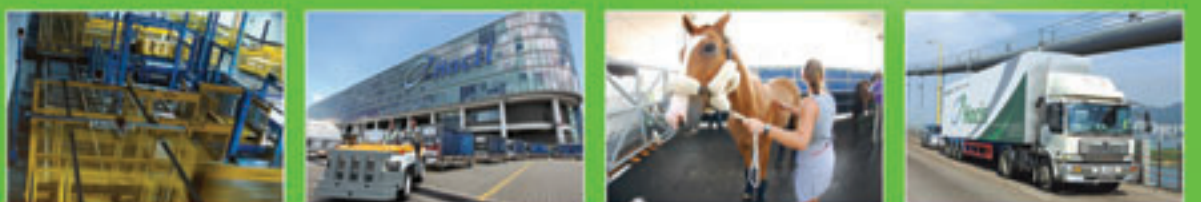
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# Specialist cargo is where the money is found



**M**uli Ravina is vice chairman of **CAL Cargo** and chairman of the executive committee of its Belgium-based **Liege Air Cargo Handling Services (LACHS)** and he is in a buoyant mood. LACHS specialisation in transporting atypical types of cargo is helping it grow. "Non-standard cargo is our standard. We are experts in complex cargo needs including pharmaceuticals and temperature controlled, live animals with a specialisation in horse transport, dangerous goods, valuables and perishables."

Ravina believes his firm is now seen by horse owners as Europe's leading horse cargo handlers. "It's international horse transport often for equestrian events and it is a specialism which is expanding. We accept the horses at our gate and use special covered locations with specialised flooring often outside."

Ravina is also happy about the company's 30 per cent increase in tonnage handled so far this year; compared to 80,000 tonnes in 2013. He is anticipating a further 30 per cent hike in 2015 to around 130,000 tonnes.

## Relocation, relocation, relocation

Behind that confidence is the recent decision by carrier **All Nippon Airlines (ANA)** management to relocate between Belgian cities, from Ostend to Liege and choose LACHS as its cargo handler. "They want to increase the number of flights they operate to Africa from four to six flights weekly to 10 to 12 weekly," Ravina explains.

Another view of his is that Liege being an all-cargo airport means it has a flexibility its peers just do not have. "Planes are parked at the gate and there is a short airport taxi time. We are constantly improving our efficiency and our handling times. Better client communication has helped. We found that was one of the main challenges we were facing last year. We now ensure that we request information from our clients on their immediate future needs. Accurate information is an absolute must."

As an example it requests information on truck arrivals one to two days in advance. That is entered into its IT system and the required resources, including manpower, can be allocated. "Client satisfaction has increased and the average time to get trucks through LACHS has decreased," Ravina explains. "We hired an external consultant to check the entire process and recommend improvements which we put into place. Customers are looking to decrease handling time and it's a major task on our behalf to minimise the handling and transition from land side to air side and vice versa."

Accurate information like the precise temperature a cargo should be stored at is also critical. This year CAL has deployed a wireless

monitoring network, called **Antaris**, for real time location and condition reporting and is used for both perishable and pharma shipments. "It enables pro-active intervention in case of temperature variations," Ravina states. A fast growing market for the company, Ravina adds that his team was pleased when container supplier **Envirotainer** chose to open a station at LACHS in April. Prices are a concern, with airlines increasingly seeking lower numbers, but "they also appreciate and are willing to pay for good quality service," says Ravina.

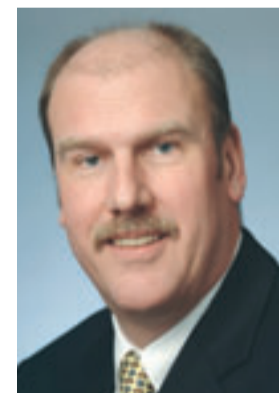
In terms of the future it wants to attract more European carriers looking to shift cargo locations like ANA, airlines in the Far East and South America. LACHS also plans to extend its covered warehousing space next year. "We are already reaching the point that our current infrastructure is nearing maximum capacity. We are considering either renting or building additional space to service more airlines and support the increased activity of our current clients," Ravina says.

**Shanghai Pudong International Airport Cargo Terminal (PACTL)** vice president, Lutz Grzegorz, is equally as upbeat as Ravina. Grzegorz says: "By paying close attention to maintaining a high level of efficiency in all working processes we were able to continue the strong end of the year performance throughout this year and gained additional market share. I expect a new record at the end of this year by reaching a figure of 1.4 million tonnes of air cargo for the very first time."

## October uptick

In October, PACTL handled 139,103 tonnes, achieving a year-on-year tonnage growth of 17.1 per cent. In the first ten months of the year international cargo volumes rose by 17.58 per cent to 1.1 million tonnes with imports up 17 per cent to 485,302 tonnes and exports up 16.3 per cent to 732,612 tonnes.

In Grzegorz' view the improvement is from: "implementing an upgrade of our warehouse handling system [and] we were able to improve our operational efficiency." The upgrades means that freight scanners that have a direct interface with the company's IT system are being used to improve data quality and prevent handling errors.



GRZEGORZ

I expect a new record at the end of this year by reaching a figure of 1.4 million tonnes



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PACTL has also developed warehouse simulation software which assists it in analysing its entire warehouse processes and procedures. "This allows us to continuously enhance our productivity as well as pre-plan the necessary prerequisites to handle new customers. For example resources like manpower, area and equipment can be defined offhand," says Grzegorz. Costs are PACTL's greatest challenge. Grzegorz says he strives to find the right balance between meeting his customers requirements, keeping prices down, and dealing with China's ongoing rise in labour costs and equipment prices. "But we continuously work on improving our service portfolio and pay close attention to complying with any relevant regulations and standards," he adds.

As with LACHS, PACTL has identified perishables and pharmaceuticals as key for the future. "We plan on enlarging our cooling facilities in order to further develop our perishable business in general and, above all, to meet the increasing demand for the transport of special cargo like pharmaceuticals," says Grzegorz. "The expansion plans have been confirmed by our board and we're confident about completing the new perishable centre next year. It will cover an area of 3,200 square metres."

## New technology

Like PACTL, dnata has been employing new technology to improve its service. It has spent £8 million (\$12.5 million) on new facilities, including three warehouses at **Heathrow Airport**. Dnata has also employed handheld devices for workflow management, barcoding and an access control system. It has also set up a regional logistics centre linking road feeder services to airports. Growth in the UK has reached 25 per cent due to new contracts with carriers, justifying the investments.

**Menzies Aviation** is also having a strong cargo handling year. In the first six months it gained 49 contracts worth £38.4 million (\$60.4 million). In cargo handling, it secured deals with **Ethihad Airways** to provide services across Australia and Amsterdam and a four airport deal to provide services to Air France-KLM across Canada.

Swissport at first glance might seem to be going in a very different direction to other handlers. In August, it sold off its cargo business, including its cargo warehouse at Copenhagen, to **Worldwide Flight Services (WFS)** and earlier this year it signed a five year deal with Russian carrier **Transaero Airlines** and **Saudi Arabian Airlines Cargo**, handling its freighter operations in Brussels and Amsterdam.

Buying that warehouse in Copenhagen is only one part of WFS' expansion. After being awarded a handling contract for a new 5,000 square metre cargo terminal at **Milan Malpensa Airport**, WFS is expected to move into the facility in a couple of years time and has pledged to make an investment in modern handling technology when it gets there.

WFS is also increasingly active in Africa where it has sealed a deal with the **Transglobal Cargo Centre** in Kenya to operate its fresh produce and cargo terminal in Nairobi. Last year, the centre handled 52,500 tonnes, but it has a potential annual capacity of around 200,000 tonnes. WFS group chief operating officer, Barry Nassberg, explains: "Transglobal will also benefit from joining the WFS network in terms of being part of global customer agreements and having access to our operating and quality standards, and training."

**Orbital**, a Brazilian provider of ramp, passenger and airport security services, has been acquired by WFS. Orbital works out of 19 airports and has 30 airline customers, but it does not as yet offer cargo handling services. WFS has previously highlighted a Brazilian monopoly in the cargo handling sector with little opportunities for third parties. It is hopeful of making strides in the cargo handling sector both in Brasil and throughout South America. WFS president and chief executive officer, Olivier Bijaoui, says: "We've been looking for an entry point to the



Latin America market for a number of years. Rather than jump at the first opportunity, we have waited for the right one to come along. Brazil was a clear choice because of its economic strength, growth and the scale of commercial aviation to support the objectives we have in entering the market." Bijaoui also makes a plea to the regulators. "Cargo handlers arguably play the most important strategic role in the current air cargo environment. We are

responsible for putting cargo onto planes and first on the scene when it has to be offloaded," he states. "Sometimes however people in the regulatory environment do not even know we are there. We cannot allow this to continue. Cargo handlers need their own representation not with ground handlers and not with airports but in their own right. We certainly need to talk to IATA [**International Air Transport Association**] about the ground handling contract because in its current format it fails to address a number of critical factors. It is not right or sustainable for cargo handlers to be paid on the actual weight of cargo when airlines and GSAs [general sales agents] are paid on the chargeable weight. Why should we be treated differently? We are doing a vital job that is pivotal to our customers' business".

The trend of established carriers developing new relationships and spotting new opportunities with emerging market carriers continues to be strong. **Korean Air Cargo** extending its deal with **LUG Aircargo Handling at Frankfurt Airport** for a further five years to 2019 is one example. On the other hand, East meets West as Turkish handler **Celebi** snaps up German firm **Aviapartner Cargo** for 4.6 million euros. Aviapartner handles some 125,000 tonnes of cargo in Germany.

As the world economy slowly but surely crawls out of the depression caused by the financial crisis, there is volume to be had, and it may not be the usual suspects that win it.

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## Life extending conversions remain popular



**W**ith many airlines cutting back on freighter fleets, or switching entirely to bellyhold operations, some people may wonder what is the point of a passenger to freighter conversion (P2F).

Conversion companies, however, are reporting very strong demand from all over the world.

**Aeronautical Engineers (AEI)**, which specialises in narrowbody conversions, for example, has delivered eight freighters in the third quarter of 2014, seven **Boeing** 737-400 Special Freighters (SF) and one 737-300 SF. Since June, **PEMCO World Air Services** has delivered one 737-400 Freighter for **Air Ghana**, three 737-300 Freighters for **Yangtze River Express** and

its third of five 737-300 for **China Postal Airlines**. AEI vice president sales and marketing, Robert Convey, says: "The narrowbody market is at a record high, we have never had this many at any one time. We have five or six ready to go and 11 737-400s in for conversion." Despite this demand, Convey has no intention to expand its range of products. "We carry about a six month backlog, narrowbody people are having to wait."

Convey says AEI has delivered 28 conversions in 2014, compared to 17 in 2013 and he is expecting at least 30 in 2015. Since April, AEI has had **Swiftair** order eight 737-400SF 11 pallet conversions, and **Airwork** order seven of the same aircraft and configuration. Airwork has already had one of the seven 737-400SF converted at AEI's authorised conversion centre, Commercial Jet Services in Dothan (US). And Convey is not alone in thinking the market has improved.

**Precision Aircraft Solutions** president, Gary Warner, says: "The third quarter saw noticeable improvements over 2013 and we expect 2015 to be strong." PEMCO president, Kevin Casey, says his company has a steady backlog of 737. "We expect to deliver about 20 aircraft [this year], a level of activity that is similar to 2013 and also looks very likely for next year."

He is predicting another strong year for the 737-300 and -400, but demand may tail off after then. "We and others in the business expect that 737-400 activity may dip in a couple of years as heavy weight -400 feedstock becomes constrained." He says there are plenty of 737-300s left, but desirable -400s may soon be in short supply.

### Demand recovering

With more countries slowly recovering from the financial crisis of 2008, consumer confidence is rising; higher demand for consumer goods means more business for airfreight. Convey is noticing demand is strongest in Europe, where 737-300 are being retired for 757-500. "It is spread all over Europe, Europe is very active, integrator driven." He says **TNT** is biggest, particularly in Belgium, though demand is also strong from the likes of **DHL** and **FedEx**.

Casey says he sees demand coming from, "the usual places, major international integrators, regional express carriers in China, European ACMI [aircraft, crew, maintenance and insurance] subcarriers, South American general freight and mail and developing African carriers to name a few."

Warner is noticing Europe and Asia are the main regions for 757-200. "Our customers in China, **Air China Cargo** and **SF Airlines**, are proving out the capability of the 757-200 on key routes. We expect to see more orders based on the double digit inter-China cargo traffic growth driven by e-commerce."

In **Airbus's Global Market Forecast 2014-2033** is predicting that all 612 small freighter deliveries, 731 of the 1,145 mid size freighters and 212 of the 601 large freighters will be conversions. Boeing predicts 65 per cent of freighters added to the world fleet will be conversions. It says the availability of the latest generation of medium widebodies means it expects relatively new aircraft to be available for conversion before the typical 15-20 year lifespan for aircraft serving passengers comes to an end. However, while these more recent products may become available, Boeing did cut its 20-year freighter fleet prediction to 2,730 aircraft in its 2014 **World Air Cargo Forecast**, from 3,198 in 2012.

Economic growth in the BRIC nations [Brazil, Russia, India and China] is encouraging aircraft services company **PacAvi**. It carries out conversions and is to start converting Airbus A320 and Airbus A321 to cater for expected demand. PacAvi is taking advantage of the fact that Airbus had a conversion programme for these aircraft which it terminated. Instead, Airbus has its Airbus A330 P2F programme. When the PacAvi A320 family programme was announced in October, the firm's chief executive officer, Steven Hollman, said: "There are currently about 600 freighters of the size category of the A320 and A321 operating globally, and this market is set to grow rapidly in BRIC countries and around the world."

In October, Boeing licensed its engineering data to AEI, allowing the converter to develop the 737-800 P2F and combi conversion products, which includes the 737-900 variant. This will mean customers can get Boeing technical support. One advantage of a P2F is increasing the economic lifespan of an aircraft. Convey says: "It can last another 20 years, most conversions are between 30 and 40,000 cycles, and can last another 20,000 cycles, it depends how the structure holds up." Casey says there is no age limit for conversions; instead it is more about deciding whether it is economically viable to convert. "The questions is less about whether it is too old and more about whether there may be a more economical and effective converted freighter to consider."

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## Engine trouble caused Midway crash

THE couple whose Chicago (US) property was hit by a freighter on 18 November have launched legal action against its airline, as the US government's National Transportation Safety Board (NTSB) publishes its preliminary report into the fatal Central Airlines' aircraft accident.

The pilot reported trouble with the left engine after take-off and was attempting to return to the airport when he crashed. The NTSB says the aircraft, an Aero Commander 500B, took off from Chicago Midway International Airport and was due to fly to Ohio State University Airport, experienced engine problems two minutes into the flight. It says the aircraft took off at 02.38h from runway 31C and did a right turn of 110 degrees. Two minutes later the pilot informed the Midway tower controller he was facing engine trouble and was cleared to land at

02.41h. The aircraft crashed into a residential property half a mile South East of runway 31C at 02.42h, killing the pilot, who was the only crew member on board.

The couple whose property was hit, Raymond and Roberta Rolinskas have filed a negligence lawsuit against Central Airlines. The case was submitted to Cook County Circuit Court by lawyers Corboy and Demetrio. Corboy and Demetrio attorney, Matthew Jenkins says: "While thankfully Roberta and Raymond did not suffer any physical harm, the emotional trauma has been devastating to them. Hearing, seeing and feeling an airplane crashing just inches away from them has caused severe emotional distress."

The lawyers have obtained a protective order to preserve the aircraft, radar reports, voice recordings and other evidence relating to communications.

## Fraport to run 14 Greek airports



Fraport executive board chairman, Stefan Schulte (pictured left) says: "The Greek regional airports add another airport investment with dynamic development potential. Our extensive know-how gained over many decades will contribute to expanding and strengthening the competitive position of the Greek regional airports."

Copelouzos chairman, Dimitris Copelouzos says: "Our goal is to create airport gateways that meet the growing needs and expectations of the Greek people." Copelouzos hopes the investment will help the Greek economy, both on a local and national level, and provide new jobs.

Fraport is leading a consortium that has won the tender to operate 14 regional airports in Greece for 40 years, in a deal worth 1.2 billion euros (\$1.5 billion), which is expected to be finalised in late 2015.

The deal covers mainland airports in Aktio, Kavala and Thessaloniki. It also covers the islands of Corfu, Crete, Kefalonia, Kos, Mitilini, Mykonos, Rhodes, Samos, Santorini, Skiathos and Zakynthos. The consortium, which consists of Fraport and Copelouzos Group, will maintain, operate, manage, upgrade and develop the airports until 2055. Fraport will be the majority shareholder.

This is the second privatisation contract has been awarded this year, in September Fraport took a 75 per cent stake in Joze Pucnik Airport in Ljubljana, with Slovenian Sovereign Holding controlling the rest. Fraport also controls five other airports in Europe, Frankfurt Airport and Hannover-Langenhagen Airport, Burgas Airport and Varna Airport, and Pulkovo Airport. In Asia it controls Antalya Airport, Indira Gandhi International Airport and Xi'an Xianyang International Airport. In Africa it controls Blaise Diagne International Airport, and in South America it runs Jorge Chavez International Airport.

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## Cargo facilities planned for Carlisle

Redevelopment work at Carlisle Lake District Airport commenced 1 December, and finish mid-2015, may include airfreight facilities, though no dedicated cargo routes have been announced yet.

The redevelopment work granted planning permission in August included a new distribution centre for airfreight and road haulage, and a re-profiled runway. The airport says there are no freighter routes planned at the moment.

Its planning permission suggested it could operate transatlantic flights via Dublin and flights to London Southend Airport, which is also owned by the same group. Both airports are owned by the Stobart Group. The

group says the investment would contribute substantial growth for Carlisle and Cumbria. The freight distribution facilities will include a chiller chamber, offices and workshops.

Objections raised when it was granted planning permission included claims that a cargo distribution would lead to increase traffic during the construction and as a result of freight activity once constructed. There were also concerns about noise and odour but these were not considered strong enough reasons to reject the plans.

Carlisle Airport manager, Andy Judge, tells Air cargo Week: "[The redevelopment work] will be ready by the middle of next year."

## Cargolux's 10,000 tonnes to China

Cargolux is celebrating transporting 10,000 tonnes of cargo between Luxembourg and Zhengzhou Xinzheng International Airport by adding a fifth weekly flight to the service.

The route was launched in June and operated four times a week, before the additional flight was added on 25 November. Cargolux used a Boeing 747-8 Freighter, named City of Zhengzhou for the flight from

Findel Airport to Zhengzhou. Luxembourg's minister of sustainable development, Francois Bausch, Cargolux chairman of the board of directors, Paul Helminger, and Cargolux president and chief executive officer, Dirk Reich, were on the flight. Reich says: "We are proud to have reached this goal so fast." Cargolux increased its frequency to Zhengzhou after Chinese investments in it.

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