

Middle East's leading cargo monthly

May 2023

# CARGO talk

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## Advancements in air cargo, logistics



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# Advancements in AIR CARGO, LOGISTICS

Rapid economic growth in air cargo industry of the Middle Eastern countries continues to lead annual growth. **CARGO talk** speaks to various industry experts as to what are some of the new innovations in the air cargo and freight forwarding sector.

 Abigail Mathias

“ Etihad Cargo reviews its fleet, which is one of the fuel-efficient in the industry, to ensure we can meet our customers’ capacity requirements. This year, in response to increased demand for project cargo demand, Etihad Cargo is considering leasing additional aircraft to our customers, should extra capacity be required. In the medium term, Etihad Cargo in partnership with Etihad Engineering and IAI, is positioned to convert B777 passenger aircraft to freighters. However, in the backdrop of current demand for passenger travel, the introduction of this new type of freighter is not expected to enter the fleet until late 2025. In the longer term, we are expecting the delivery of the first of seven A350F freighters in 2026.



**Leonard Rodrigues**  
Head, Revenue Management & Network Planning, Etihad Cargo

About 70 per cent of the materials used to manufacture the

A350F are composite, and the aircraft will offer more capacity, while being lighter than existing aircraft. The new freighter promises to demonstrate ‘un-

**In the backdrop of demand for passenger travel, the introduction of this freighter is not expected until late 2025**

beatable fuel efficiency’, with 20 per cent lower fuel burn and CO2 emissions than the cur-

rent best in class. The A350F fully meets ICAO’s enhanced CO<sub>2</sub> emissions standards coming into effect in 2027. We are also working with the Airbus to further enhance the aircraft and its features so that it is tailor-made for Etihad Cargo and its customers.

In addition to expanding our fleet, Etihad Cargo is also utilizing technology to enhance freight handling. In partnership with SPEEDCARGO, Etihad Cargo is trialing automated dimension and volume scanning to roll out digital solutions that will optimize efficiency and offload recovery. By replacing traditional manual load plans with fully automated 3D load plans, we will ensure consistent and accurate values are utilized during loading and offloading. This

automated AI-driven process will allow us to make maximum use of available cargo capacity. To further enhance efficiency and handling capabilities, Etihad Cargo is providing ground handlers with the technology and giving them practical tools and training to show them how to build up cargo for loading step-by-step, which will ultimately make the process more efficient and reduce human er-

rors. We expect to roll out these AI solutions to all our stations in the next three to five years. We are also innovating how we operate across our global network. Utilizing a hybrid model, Etihad Cargo supports its customers in-country, with most Etihad Cargo sales teams and many customer service tasks conducted by trusted global sales agents. We are leveraging the power of the vast amount

of data we have collected, data processing tools and Machine Learning (ML) to provide relevant insights and information that has enabled us to professionalize our sales teams and improve the customer experience. Wherever customer-facing Etihad Cargo team members and global sales agents are located, they can access market-based data via personalized dashboards, providing more

transparency and improving commercial relationships, which benefit our customers by ensuring we have the information required to make data-driven decisions.

In the coming months, we will be sharing exciting news about how we are unlocking the potential of data to benefit not only our customers and partners, but also the wider air cargo industry. ”



**Lionel van der Walt**  
Chief Growth Officer  
Raft

ity. Another challenge to freight forwarders is scalability, as the teams work across multiple offices, branches, and geographies. Automation can help improve collaboration, communication, and workflow by allowing teams to work to-

## Freight forwarders face a challenge of processing data coming from sources like PDFs, EDI invoices, Excel files, and emails

gether, tag colleagues, maintain an audit trail, and receive notifications to avoid cluttering email threads. By streamlining and scaling daily operational processes, forwarders save time and money to avoid fines due to delays or lack of compliance with regulatory needs. ”

“ The most revolutionary development in freight forwarding currently is Artificial Intelligence (AI), which optimizes day-to-day operations in an industry that has always been manual. It is not just a buzzword, but an everyday tool prompting the industry to rethink the way we work.

A major challenge faced by freight forwarders is the processing of unstructured data that comes from different sources, such as PDFs, EDI invoices, Excel files, and emails. AI-powered platforms such as Raft are managing the process, from extracting and understanding the data to integrations with TMS’ and other operating systems which facilitate intelligent workflow automations, detailed management reporting, and improved visibility and decision-making. This results in an enhanced customer experience and improved prof-

“ With the manufacturing industry dominating the air cargo space, the FMCG/Retail and the Pharma/Chemical industries are making the cake bigger now. The air cargo segment is expected to grow at a compound annual growth rate (CAGR) of over 5 per cent in the next five years with an increase of nearly 20 million tons. The key factors that continue to drive the air cargo market growth are e-commerce sales and the rise in demand for temperature-sensitive products. As the return of space available in passenger aircraft is not instantaneous, converted aircraft have continued to bridge the gap and are going strong. Secondly, more freighters are being deployed to support trends in the diversification of manufacturing industry. With the projected growth rate of more than 5 per cent, the freighter fleet is expected to grow more than 50 per cent larger than we have today.

More companies in these key sectors see value in making



**Thomas Gregory**  
CEO & Co-Founder  
Fusion Specialized Shipping & Logistics

their products/cargo available with the end users quicker, and hence have opted to take the air route over the conventional sea route. This has now planted the

## With the projected growth rate of 5 per cent, the freighter fleet is expected to grow 50 per cent larger than what we have

seeds in the likes of the ocean freight carrier giants namely MAERSK, CMA and MSC to ambitiously venture into investing in air freight space. Apart from a large fleet of vessels and containers, they now also own a couple of freighter aircraft. ”



“ In recent years, there have been several new developments and changes in air cargo aircraft aimed at increasing efficiency, reducing costs, and improving safety. Some of these include:

**More efficient engines:** The new generation air cargo



aircraft are being equipped with efficient and eco-friendly engines that consume less fuel, emit lesser pollutants, and reduced noise pollution. They also contribute a part to a green environment.

**Increased cargo capacity:** Many airlines are modifying their existing fleet or ordering new ones with larger cargo holds to increase the capacity to transport goods in an optimum manner.

**Cargo handling process:** The freighters are being de-

signed with efficient cargo handling systems such as automated cargo loading and unloading equipment to reduce TAT and improve efficiency.

**Advanced avionics and tracking systems:** Advanced



**Prashanth Balakrishnan**  
General Manager  
Orient Cargo

avionics and automation systems are being installed in cargo planes to help pilots navigate more safely and accurately to reach destinations. Tracking systems are being improved to monitor the temperature and humidity of cargo, ensuring it is transported safely.

The advent of Vertical take-

off and landing (VTOL) autonomous aircraft: Soon there could be a few VTOLs making trips to deliver critical cargo from point A to B, which will help save time. Eventually, there could be a higher cargo capacity coming into service replac-

**Tracking systems are being improved to monitor the temperature and cargo humidity to deliver them safely**

ing small delivery vehicles that deliver cargo from the cargo terminal.

Overall, these new developments and changes in the air cargo aircraft are likely to help cargo airlines operate efficiently, reduce costs, and provide better service to freight customers. ”



**Rami Younes**  
Chief Operating Officer  
ALS Logistic Solutions

“ The future of air cargo material handling is increasingly focused on automation. With the rapid advancements in technology, automation has become more accessible and affordable, leading to the development of automated cargo handling systems specifically designed for air cargo, such as

automated cargo terminals, conveyor systems, automated storage and retrieval systems, elevated transfer vehicles, and autonomous vehicles.

These technologies are transforming the way air cargo is handled, making the process more efficient, safe, and cost-

**With 30 years of experience, the firm has proven its expertise in ergonomic space-saving solutions**

effective. Automation is beneficial for air cargo handling as it can reduce handling times, increase capacity, and improve cargo traceability.

In the future, we can expect to see further innovations in air cargo handling automation, including the integration of arti-

ficial intelligence, autonomous driving vehicles and machine learning to optimize processes and increase productivity.

ALS Logistic Solutions is a leading automation solution provider of material handling,

onomic space-saving solutions for warehouses and parking areas. ALS products and services range covers airport consulting and Information Technology Solutions, air cargo handling systems, automated storage,



cargo, and car park systems. With more than 30 years of experience, the company has proven its expertise in ergo-

and retrieval systems (high-bay warehousing), warehouse management systems, and automated car parks. ”



“ The logistics field has had significant developments over the past few years, especially after the impact of the pandemic. Space constraints and equipment shortage issues are being

well as the importers/exporters. Pre-pandemic era on the lowest sea freight level will not be back but same time the unrealistic freight levels of 2020-2022 will not be applicable in the coming



resolved these days, the exaggerated and unaffordable freight level has also gone back to normal.

Currently, the cost for international logistics is at its best for both the service providers as

years as well. The developments in IT have played a crucial role during COVID based on work from home culture and it will be continued in an effective manner in coming years. Due to the growth of e-commerce in



**Shibu George**  
CEO  
KRS Logistics

recent years, logistics providers are evolving to meet customer demands digitally. New trade agreements have been created as a result, and international cooperation has increased.

Global air logistics is expected to grow at a CAGR of

above 3 per cent till 2027. The airlines hike their capacity after the COVID in relation to global transportation needs. This has decreased the freight rates and thus air cargo is anticipated to increase as well. Due to technological advancements and

**The future might see more of these developments, which may change how goods are transported**

changing consumer behaviour, the logistics industry is going through changes. The future might see more of these developments, which might transform how goods are delivered and transported.”



**Simona Bakaya**  
United Legacy Travels, Operations  
Manager, Kuwait

pandemic, which has proven crucial in providing liquidity for airport operators and in some cases, ensured the longer-term solvency of the airport business.

**The market is expected to grow due to factors such as demand for manufacturing exports and advanced tech**

Air cargo continues to face significant challenges such as fallen global trade volumes, global economic activity, weakening consumer confidence, and indicating further declines. However, the market is expected to grow due to factors such as a strong demand for manufacturing exports and increased penetration of advanced technologies in the value chain.”

“ There have been many strategic developments in air cargo, especially over the past five years. Air cargo remains an engine of economic growth and its crucial role during the pandemic has created positive momentum as the industry enters its recovery phase.

Many airports have managed to sustain or grow their cargo operations during the



**Nabeel Alkharabsheh**  
General Manager  
AJEX Logistics Services

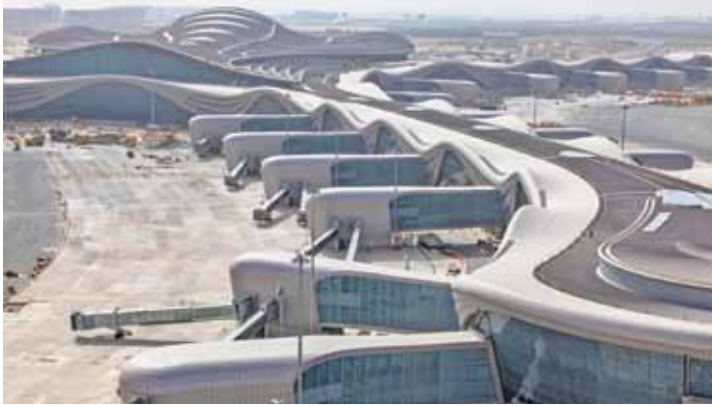
markets, another allows growth of e-commerce and logistics industries, which drives demand for air cargo services. However, the industry also faces challenges, such as rising fuel costs, competition from other transport modes and the impact of the pandemic. These challenges require the industry to adapt and innovate to remain competitive. Air freight in the Middle East has potential to keep

**Air freight in the ME has potential to keep expanding, but it will require strategic planning investment in tech and infrastructure**

expanding, but it will require a combination of strategic planning investment in technology and infrastructure and management of challenges that arise.”

“ Our home carrier, Etihad Airlines, is important for us as they guarantee base requirement and they are open to exploring new opportunities, helping us build a bigger eco-

important decision point for these carriers. From our side, we are working on attracting new full cargo airlines and we are pleased that in Q2 of this year, we will be able to add



system on top of their network. Our colleagues from the aviation marketing team are working hard to attract new wide body passenger airlines, and it is good to see cargo uplift is an

three scheduled operators to our customer base. Sustainability is here to stay. Many stakeholders are taking big steps in reducing their carbon footprint. At the same



**Steven Polmans**  
VP Business Development & Free Zone  
Abu Dhabi Airports

time, I think it is vital that when we talk about sustainability, we not just talk about the component environmental, which is a part of sustainability. Today, for too many participants focus on the environmental part

as it gets the most attention. For that reason, it is good that certain sustainability programs such as the TIACA BlueSky program are created and gaining momentum. As we are still a fragmented supply chain, collaboration is

**Sustainability is here to stay. Many stakeholders are taking steps to reduce their carbon footprint**

significant between the stakeholders. It is as important to dare to take small steps and make progress bit by bit, working towards that long-term goal. ”



**Joanna Rizou**  
Founder  
Aviation Professional

“ The air cargo industry in the Middle East, Asia has seen a significant growth in the recent years, such as focusing on establishing major cargo hubs in the GCC (AUH/DOH and of course DXB Airport). The major players in the region (EY/QR/EK) have invested in infrastructure, advanced technology, and equipment, expanding and upgrading C-terminals. They cre-

ated effective partnerships with other significant international air cargo operators and caused an expansion of their reach worldwide. The Middle East, Asia experienced the demand

**I believe it is important to hint that digital solutions and AI can streamline the efficiency of air cargo operations**

and rise of e-commerce, which eased the process for companies to get goods efficiently across borders. I believe it is important to hint that digital solutions and Artificial Intelligence (AI) support, wherever it has already been implemented, can streamline the efficiency of air cargo operations and this trend is expected to continue in the coming years. ”



**Gerton Hulsman**  
Board of Directors  
Cool Chain Association

“ When many meets and exhibitions are organized again, it is time to reflect on connectivity. Where the world meets again and stakeholders exchange ideas in all modalities. Improvements that will benefit the industry. Improvements in working methods and a reduction in administrative workloads. Based on the idea of improving all our efforts,

preventing waste, and ensuring the merchandise whatever it contains, arrives in an optimal condition. This means, that the pearls that made by every stakeholder do not remain an independent ‘pearl’, but that we all turn them into a pearl necklace. It is necessary to form a Digital Assembly Line. The effort to ensure quality is improved and guaranteed and that all parties in the chain ben-

**Based on the idea of improving our efforts to prevent wastage, and ensure the merchandise arrives safely**

efit from it. This connection will lead to like-minded ideas and solutions and true knowledge sharing. Embarking for a better world. ”



# Drones in logistics increase efficiency of supply chains

When it comes to the competitiveness between drone logistics and conventional logistics, drones would be comparatively cheaper and faster. Drone logistics would be at least 25% cheaper as compared to ground logistics. Use of drones can reduce the carbon footprint associated with traditional delivery methods.

 Abigail Mathias

The use of drones in logistics has the potential to reduce delivery times, lower costs, and increase efficiency, especially in remote and hard-to-reach areas. The use of drones can reduce the carbon footprint associated with traditional

delivery methods. Apart from the healthcare sector, the focus has also been on the perishables as well, especially for farmers that produce them, albeit in small quantities.

When it comes to the competitiveness between the drone logistics and conventional logistics, drones would be comparatively cheaper and faster.



Drone logistics would be at least 25 per cent cheaper as compared to ground logistics.

In November 2021, Sheikh Hamdan bin Mohammed, Crown Prince of Dubai, launched a program in order to enable the use of drones for healthcare, security, shipping, food services and a host of sectors.



**Rabih Bou Rached**  
CEO and Founder  
FEDS-Drone Powered Solutions

“Drones are shaking up the air cargo industry in a big way, and it is truly amazing to see what this technology can do. At FEDS, we recognize the potential that drones offer for businesses looking to stay ahead of the competition. With drones, we can deliver faster, more efficient, and more cost-effective solutions for our customers, while reducing our carbon footprint and improving overall sustainability.

As an industry, we are beginning to scratch the surface of what is possible with drones. We believe that this technology can be used in a variety of different applications, from transporting medical supplies

and disaster relief aid to even delivering packages straight to customer doorsteps. The possibilities really are endless. Of course, with any new technology come challenges.

important part of the future of air cargo, and we are thrilled to be at the forefront of this exciting new technology. Unmanned aerial vehicles (UAVs) is expected to not only facilitate the

## With drones, we can not only deliver faster and more cost-effective solutions for our customers and, at the same time, reduce our carbon footprint

The regulatory environment surrounding drones is still evolving. Safety is also one of the priorities. Overall, we believe that drones are an im-

movement of goods and materials, but also reduce carbon emissions generated by traditional shipping and transportation methods.”



“There is a common thread that runs through every industry magazine and every industry awards program, growing number of drones or Advanced Air Mobility (AAM) solutions are being developed and launched. Is this a temporary trend or a new scope for air cargo and transport operations. TIACA believes it is the latter, AAM solutions provide new opportunities as well as providing lower cost alternatives to some critical current supply chain solutions.

The list of potential applications is growing daily from transporting urgent medical tests to delivering urgent medical supplies from transporting a wedding ring to delivering gold from e-commerce deliveries to urgent mining or drilling equipment from 1 kg to more than 130 t based on some future



**Glyn Hughes**  
Director General  
TIACA

design plans. Exciting times lie ahead.

Adopting new aerodynamic designs, with a variety of

propulsion systems designed around application needs and reduced CO<sub>2</sub> emissions emanating from reduced aircraft weight, and with ranges from a few kilometres to a few thousand, the application list shows no signs of waning. The options

key. Cross border global regulations need to be established to align with the growing number of national regulatory regimes. Auto pilot, beyond line of sight, pilot training, control centre management and drone port connectivity are some of the

## Cross border global regulations need to be established to align with the growing number of national regulatory regimes

for mission launch are variable and can apply to specific supply chain needs from VTOL, shortened runway, catapult, or from moving vehicles.

But there are still challenges ahead. Integration with existing commercial aviation is the

next areas that need multiple parties, from industry, manufacturers, international agencies, and national civil aviation authorities to come together and create a new framework, which has safety and security at its heart.”



“ The potential of drones for cargo industry is vital, transforming the way goods are ferried. The most common application of drones is to facilitate the last-mile delivery (LMD) of goods, essentially replacing the courier. At Dronamics, we have adopted a different approach by targeting the middle-mile instead—we believe it is where technology like ours can make a difference. We design, build, and operate large-scale drones for middle-mile logistics, with the aim to reduce delivery times, costs, and carbon footprint. Our approach creates new opportunities for delivering goods to remote or hard-to-reach locations. Our proprietary aircraft, the Black Swan, is a cargo drone that can transport 350 kg (770lbs) 2,500 km (1,500 miles), which can cover majority of Europe in one flight, or Beirut to Cairo, from Riyadh to Tehran. It can also land on any airstrip with 400-metre in length. This ensures we can serve under-utilized routes and provide connections to communities and businesses that did not have access to affordable same-day delivery until now, making it an ideal solution for cargo transportation in challenging environments.



**Peter Hewett**  
*Director, Global Cargo, Security and Network Operations Centre, Dronamics*

Cargo is a cost-sensitive industry, so our drones are designed with efficiency in mind, reducing cost by 50 per cent, time by 80 per cent and CO<sub>2</sub> emissions by 60 per cent. We are the first company to obtain operational license in Europe. This means we have a first-mover advantage to demonstrate our tech, setting up partnerships with leading logistics companies globally, including the GCC. Working together with regulators to develop a regulatory framework and traf-

fic routes into some remote areas, this will benefit the consumer allowing sensitive cargo to reach destinations throughout the GCC.

Our industry is susceptible to market challenges. Cargo is very price sensitive, so innovation also needs to be practical and have the potential for wide adoption. We have spearheaded many innovations that have resulted in a streamlined supply chain process. One of these

customer. We are seeking to improve the time of booking process, by gathering more data at the point of booking. This includes capturing key information such as the dimensions of the cargo, advance notification for dangerous goods, and other factors that have been identified by the customer. By doing so, we can anticipate potential issues before they arise.

We focus on efficiency, 80 per cent less time, 50 per cent

## **At Dronamics, we adopted a different approach by targeting the middle-mile—we believe it is where technology like ours can make a difference**

is the reduction of dwell time in cargo facilities, which we have achieved by shortening the cut-off times for cargo acceptance and delivery by the customer. This has resulted in a decrease in the amount of time required for the supply chain to operate.

Our advanced cargo booking system allows for tracking messages to be sent directly to mobile devices based on pre-defined key performance indicators) agreed upon with the

less cost, 60 per cent less CO<sub>2</sub> emissions compared to traditional freight. This is what our customers want and what the final consumer wants too. Some of the areas we are going to be servicing can take days to reach, because they are outside the main hubs. While drones are limited to lightweight payloads, a network can create its own version of density by ensuring its fleet is in constant motion.”

“ As a drone technology company, TSAW Drones has discerned the potential that the Middle Eastern market hold and we are impassioned about extending our operational footprint to address the ever-increasing demand for our distinguished services in the region. To achieve this, we have undertaken research and analysis to identify the most viable routes and areas to start our operations in the Middle East. Our expansion plan is rooted in a deep understanding of the unique challenges and opportunities that the region presents. We recognize that the Middle East is a diverse and complex landscape, with distinct cultural, economic, and geopolitical factors that shape business opportunities and dynamics. We have devoted re-



**Kishan Tiwari**  
Co-Founder and CEO,  
TSAW Drones

sources to studying the market, analyzing trends, and identifying areas of growth and poten-

tial. Through this process, we have identified key areas where our drone-based solutions can create value for businesses and organizations in the region. From agriculture and construction to oil and gas, we see opportunities to leverage our cutting-edge technology to streamline operations, reduce costs, and enhance safety and efficiency.

Our expansion plan is a testament to our commitment to innovation and growth. We are determined to establish a presence in the Middle East, and we believe our expertise, experience, and technology position us well to succeed in this endeavour. We are excited to work with local partners and stakeholders to bring our drone-based solutions to customers in the region. Our

goal is to deliver value to our clients and customers in the ME and beyond. We are confident our expansion plan will allow us to do so, and

**From agriculture and construction to oil and gas, we see opportunities to leverage our cutting-edge tech**

we look forward to a bright and prosperous future as a leading drone technology company as TSAW Drones and its logistics service arm DRONECO in the region.”



“ Boeing Horizon X is using aircraft technology to develop autonomous air travel. It completed aerodynamic flight tests of self-flying planes (or unmanned cargo aerial vehicles). The objective is to create cargo aircraft that will be able to meet on-demand air deliveries of up to 500 pounds. Air freight will face many logistics challenges soon. The need to digitize the air supply chain and adopt measures such as the use of drones is at the heart of this switchover to the use of new processes.

Amazon is creating aircraft technology to develop safe and efficient drone delivery. Its delivery system is called Prime Air, and when fully developed will be able to get packages to



**Lionel D'Silva**  
QAQC Manager  
Kuwait

customers in 30 minutes or less using drones (or UAVs). the

Federal Aviation Administration issued its final version of rules regarding safety compliance for drones that fly over people and at night, including

tization, demand to speed up the movement of goods across the world, and of course, the pandemic that has had the whole world on lockdown

**Its delivery system is called Prime Air, and when fully developed will be able to get packages to customers in as many as 30 minutes or even less**

those that Amazon will use to deliver packages.

But with change come challenges—not least increased price pressure, international trade tensions and increasing industry regulation, disruption through digi-

with borders closed. The future success of the air freight industry is going to depend on stakeholders' ability to adapt to these changes with speed and agility throughout the supply chain, and to form strategic partnerships.”



**Scott Henderson**  
General Manager  
The Drone Centre

areas. Safety protocols and regulatory requirements must also be observed to ensure the safe operation of drones and the protection of people and property on the ground.

One application of drones for cargo delivery is in disaster relief efforts. In case of natural disasters or damaged roads and infra, drones can deliver items such as food, water, and medicines to affected areas quickly. Drones can deliver goods to remote areas. For example, equipment, supplies, or spare parts to offshore rigs. You would have to decide between the helicopter's speed (and paying for it) or the cost-effectiveness of a boat

“Drones are becoming an increasingly popular method for delivering cargo to hard-to-reach locations. Their ability to navigate challenging terrain and bypass traditional transportation obstacles, such as traffic congestion and infrastructure limitations, makes them a convenient option for delivering supplies to remote areas, and transportation in the wake of a disaster or for emergencies.

Using drones for cargo delivery requires careful consideration of several factors, including the weight and size of the cargo, the distance to the delivery location, and the availability of suitable landing and take-off

## Using drones for cargo delivery requires careful consideration such as the weight and size of the cargo and the like

but lose out on speed—with drones, you get the speed without paying for chopper level prices. As tech advances and norms are refined, we expect to see adoption of drones for cargo delivery.”



**Glen Rebello**  
Founder and Director  
QuadX IAS

“As of today, the use of drones for transportation remains limited. While Amazon has recently launched their Prime Air deliveries in California, it constitutes a fraction of their total deliveries. In fact, drone deliveries and logistics are only efficient and practical for a limited area of operations, typically within a radius of 10-15 km. Beyond the USA, there have been few notable achievements in drone-based air cargo.

This is partly due to the limitations of multirotor drones. However, remotely piloted UAV deliveries using fixed-wing aircraft or VTOL technology have proven to be revolutionary and highly practical.

Zipline focuses on efficient and fast supplies of medical goods around cities, delivering goods to distances of up to 50-100km. Their remotely piloted aircraft have an endurance of over 60 to 90 minutes, making them a practical for urgent medical deliveries in hard-to-reach areas.

While drones are limited to a specific area of service, the industry has a lot of potential for growth. In less than five

## Remotely piloted UAV deliveries using fixed-wing aircraft or VTOL technology have proven to be revolutionary

years, it is possible that we will see drones doing practical and efficient long-range deliveries of goods by air. As technology continues to evolve, the possibilities for drone-based air cargo will only continue to expand. As a drone company, we have been in the business since 2019. We plan to streamline our business propositions and enter the Middle East market soon.”

# A decade of triumphs for Fresa Technologies

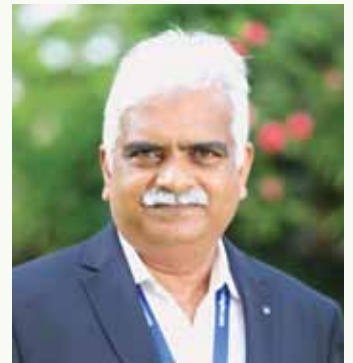
Using APEX as a developing tool, which provides features such as role-based access control and secure coding practices, Fresa Technologies paved its way to provide IT solutions to freight forwarding and shipping industries, worldwide. The company soon implemented Fresa Xpress 1.0 throughout the Middle East.

A single man dreamt that even a small-sized freight forwarding and logistics firm should be able to deliver services like a corporation through its software, and that no such company should

has offices in the UAE, USA, and Singapore.

Since they clearly understood the rapid changes in IT, Fresa Technologies decided to use browser-based software technologies rather than

ment, technological know-how, and product future soon took off. As a result, it quickly gained attention from the freight forwarding firms, and as a result, the company implemented Fresa Xpress 1.0



**P. Amudhan**  
Vice President  
Fresa Technologies

**Fresa as a startup didn't even have a space of its own. Promoters started the firm with an investment of US\$1,200**

work its operations manually, which leads them to a loss, he thought must be swapped. Which is how Senthilmurugan founded Fresa Technologies.

Fresa as a startup did not even have a space of its own. The promoters started the company with an investment of US\$1,200, and with just four employees on 7 September 2012. The company fulfilled its internet requirements by paying 10 cents per hour to a browsing center. However, the growth of Fresa has been remarkable after that.

In a decade, Fresa Technologies grew and established itself as a leading player in the logistics software industry. It has grown from one small startup to a company with more than 1,500 customers in 45 countries. Fresa Technologies also

browser-enabled. Most of the browser enabled software's depends preparatory applications, browser, and operating systems. This browser-based technology is operating systems and independent of browsers, which liberated the users from vendor dependence.

Later, Fresa Technologies chose APEX as a developing tool, because APEX provides many security features, such as role-based access control and secure coding practices. APEX will continue to emphasize security, providing robust security features and best practices. So, Fresa Xpress 1.0 was implemented in October 2012 for a Qatar-based freight forwarding and logistics company.

Fresa Technologies had to deal with initial obstacles and client reluctance. Its commit-

throughout the Middle East.

It offered IT solutions for the logistics and freight forwarding industries and provides software. It provides other IT assistance for domain registration, website development, hosting, email Service, e-flyer, social media marketing and BPO services for freight forwarders.

Since technical improvement was the main aspect of Fresa Technologies, Fresa Gold was introduced in 2018 with many features and promising possibilities, which offered wider scalability and user-friendly interface, marking the recognition of the firm in several global markets.

Networking in any business brings people together, provides trust, shares the latest information about the industry,

and bridges it for cordial ties. The company also provides other IT assistance for domain registration, website development, hosting, email Service, e-flyer, social media marketing and BPO services for Freight forwarders.

Fresa Technologies was awarded by accreditation bodies with ISO 27001:2013 ISMS Certification and ISO 9001:2015-Quality Management System (QMS) Certification with IQNet in 2019. Fresa Technologies demonstrates excellence by receiving praise from well-known industry bench markers.





Great  
Place  
To  
Work®

Certified  
JUL 2021-JUL 2022  
INDIA

#1 Freight Forwarding  
IT Solution Provider



- ✓ 25+ Years domain expertise & Delivery
- ✓ 1600+ Customers
- ✓ 55+ Countries
- ✓ 100+ Employees
- ✓ Offices @ USA, Singapore, UAE & India

- Fresa Technologies is a Freight Forwarding Software development company that offers several software solutions.
- Our freight forwarding software is designed to meet the requirements of most activities within the Freight forwarding, Logistics and supply chain industry.
- Consolidators, Freight Forwarders, Forwarding Agents, NVOCC, Couriers, Third-Party Logistics Providers, Airlines, Ocean Carriers and Trucking Companies, can take advantage of our platform.
- Our system is the solutions to optimize your business flow to increase productivity and generate bigger profits.

[www.fresatechnologies.com](http://www.fresatechnologies.com) / [sales@fresatechnologies.com](mailto:sales@fresatechnologies.com)

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# Buoyancy **in air freight** in Q3 of this fiscal year

The -38% reduction in the general air freight spot rate year-on-year produced an average rate cost of US\$ 2.62 per kg. International cargo capacity continued to recover in March, recording its largest increase of 16% from a year earlier, states Clive Data Services, part of Xeneta.

 Abigail Mathias

Longer-term contracts between shippers and freight forwarders may signal 'more common ground' in a stabilizing global air cargo market, which saw demand dip at a slower -3 per cent year-over-year in March, as per the latest weekly market insight from industry analysts, Clive Data Services, part of Xeneta.

The distribution of shippers' contract duration in the Q1 of 2023 saw the number of six-month agreements rise to 36 per cent vs 23 per cent in Q4 of last year, a shift which Niall van de Wouw, Chief Airfreight

Officer, Xeneta, says could indicate a "hunt for volume by freight forwarders, which want to lock-in customers for a longer period".

This comes at a time when some retailers are starting to voice concerns over the hoped for rise in consumer spending in Q3 this fiscal year and a resulting need to restock inventory levels. As the cost-of-living crisis gathers pace in prime consumer markets, and the Russia-Ukraine conflict shows no sign of abating, retailers fear a slower and subdued market, meaning restocking and the peak season airfreight windfall this usually creates may not materialize.

"I think we are seeing signs that some forwarders are willing to take risk on what air freight rates might do because they do not expect the market to drop much further. Everybody wants to achieve growth, but if the market is not growing, you must grab a share from someone else. The fact that we see longer-term contracts between shippers and freight forwarders is a signal that the market is stabilizing. Shippers have regained some ground because of the lower rate conditions, which have affected the airlines and forwarders, but it is not like the bloodbath we are currently seeing in the ocean market," he said.



**Niall van de Wouw**  
Chief Airfreight Officer  
Xeneta



registered their smallest drop of -3 per cent year-over-year, the lowest monthly decline in over a year.

International cargo capacity continued to recover in March, recording its largest increase of 16 per cent from a year earlier. The shifting volume and capacity balance is reflected in the global dynamic load factor, which measures both volume and weight perspectives of cargo flow and capacity available. In March, the load factor of 60 per cent was 6 per cent

## Germany, France, Spain, the UK were latest nations to face disruption caused by airport stirs, threatening supply chain troubles

The global air freight market continued to normalize in March. The -38 per cent reduction in the general air freight spot rate year-on-year produced an average rate cost of US\$2.62 per kg. This figure represented -4 per cent decline over February. The rate fall is attributed to both shrinking cargo volumes and recovering cargo capacity. Global cargo volumes have been falling for the past 13 consecutive months, but showed some sign of relief in March, as the cargo volumes

pts adrift of the same month a year earlier but recovered 6 per cent pts from the seasonal low in January this year.

March 2023 data must also be considered against the market impact created by Russia's invasion of Ukraine, which began just over 12 months ago.

Among the world's top three

### Global summary of the general air freight market in March 2023

| Region                     | Dynamic load factor         |                                      |                                      |
|----------------------------|-----------------------------|--------------------------------------|--------------------------------------|
|                            | Mar '23<br><i>Abs. in %</i> | vs Mar '22<br><i>Change in p.pts</i> | vs Feb '23<br><i>Change in p.pts</i> |
| Global                     | 59%                         | -5.9%                                | +1.5%                                |
| <b>Outbound:</b>           |                             |                                      |                                      |
| Asia Pacific               | 68%                         | -6.0%                                | +3.9%                                |
| North America              | 53%                         | -5.9%                                | +0.6%                                |
| Europe                     | 64%                         | -10%                                 | -2.4%                                |
| Middle East & Central Asia | 55%                         | -6.7%                                | +1.0%                                |
| Latin America              | 66%                         | +1.8%                                | +10%                                 |
| Africa                     | 50%                         | +0.9%                                | +0.1%                                |

Source: CLIVE Data Services, now part of Xeneta

corridors, the previously resilient transatlantic westbound air cargo trade registered its first year-on-year volume fall of -11 per cent in March. This was in line with the latest German and UK manufacturing PMI announced this week, which both indicated shrinking manufacturing activities.

The average general air-freight spot rate from Europe to the US in March fell -46 per cent versus March 2022 to USD 2.71 per kg. It was the only corridor among the world's top three to record a year-end freight rate increase last year.

The market is yet to see any meaningful impact on air freight rates resulting from recent strikes in some European airports. Germany, France, Spain, and the United Kingdom were the latest countries to face disruption caused by airport strikes, threatening supply chain disturbances. Further industrial action is due in France and the UK over the Easter break.

In contrast to the transatlantic corridor, the outbound China cargo market bounced back compared to global market downturns. Supported by





upbeat Chinese manufacturing activities, with its PMI readings showing expansion for two months in-a-row, March volumes out of mainland China grew 30 per cent from last month and were down only -2 per cent from a year earlier. But the growth of air cargo capacity outpaced the growth of volumes. For instance, the capacity from mainland China to Europe restored 63 per cent month-over-month and 155 per cent from a year ago in March.

Air freight spot rates from

mainland China to the US and Europe stood at USD 5.07 per kg and USD 3.65 per kg respectively in March, both down -7 per cent month-over-month and -43 per cent from a year earlier. But it is worth noting that for both corridors the downward pressure on rates started to ease from the second week of March, with rates stabilizing until the month end.

Looking ahead, Hong Kong is expected to receive an air cargo boost as the government eases a ban on transshipments

of e-cigarettes and vapes products via Hong Kong. The restriction, which was imposed in April last year, prevented cargo volumes equivalent to 10 per cent of Hong Kong's annual export volumes (source: HAFFA).

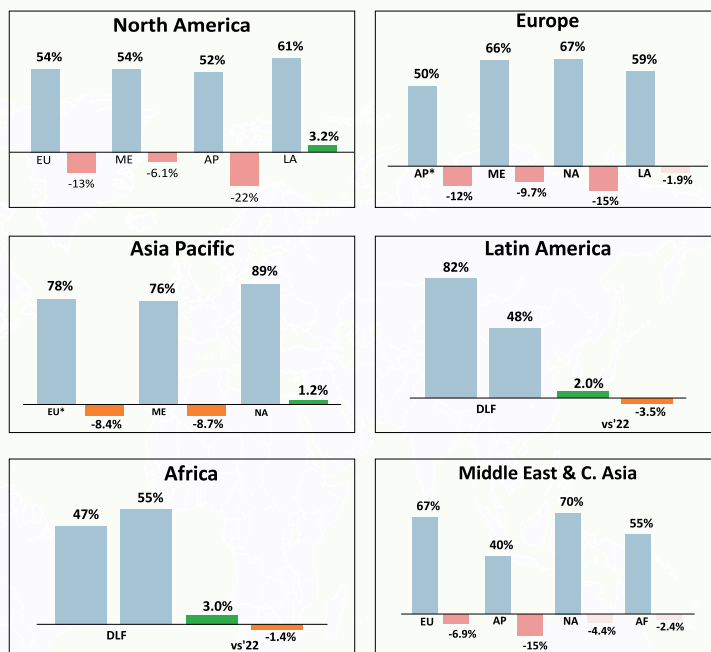
Impacted by global economic headwinds, the jet fuel price remains highly volatile. The aviation market expects higher jet fuel costs as crude oil prices soared after last week's announcement of production cuts from OPEC+, a group of the world's largest oil producers.

Niall van de Wouw commented, "We don't see an air freight market in crisis, we see it finding a new baseline, which we referenced last month when we acknowledged the need to move on from pre-COVID comparisons. If we are seeing a shift to longer-term contracts, this will certainly benefit shippers' logistics purchasing departments which, due to the level of volatility in the industry, have been forced away from traditional annual deals. Their core business is making pills or

## Global lane developments of the general air freight market in March 2023

\*The dynamic loadfactor and capacity analyses for these lanes also include the flights between Asia Pacific/Africa and Middle East.

Notes: Dynamic loadfactor (DLF) is in absolute percentage and Year over year growth (YoY) is based on the change in percentage points.



Year-over-year (y-o-y) percentage points difference:



Source: CLIVE Data Services, now part of Xeneta

## Next development is what airlines would do with their summer schedules and the capacity boost this brings

smartphones, for example, and not about having to renegotiate air freight rates every week or every month. We see a calming down and a greater appetite for shippers and forwarders to come together on a longer term. There's more common ground for longer-term deals in a positive way. The next interesting market development is what airlines do with their summer schedules and the further capacity boost this traditionally brings?"

# Cargo firm likely to expand to GCC nations

Pinas Cargo is the only cargo company in the United Arab Emirates that has daily Facebook Lives for each loading. The company has branches in Abu Dhabi, Satwa and Rigga. The firm give a unique ID card to loyal customers who can avail a discount per booking.

 Abigail Mathias

Pinas Cargo is an active member of the League of Freight Forwarders, a sub-committee of the Philippine Business Council Dubai and the Northern Emirates. It is an association of active freight and logistics companies endorsed by the Department of Trade and Industry, Middle East and Africa. CARGOTALK speaks to Pinas Express Cargo CEO Marlyn Castro for a deeper insight into operations.

## How have your air cargo services developed over the years and what are the new initiatives that you have introduced?

Our air cargo service was introduced to our customers due to an increasing need



**Marlyn Castro**  
CEO  
Pinas Express Cargo

for a faster and safer delivery of *balikbayan* boxes to their families. Although more expensive than sea cargo services, the shorter transit period ensures faster delivery and less chances of damage. We have the the most efficient

process from delivery of empty box, to pick up, loading to the aircraft, customer service for follow-up and delivery in the Philippines.

## What are some of the unique features of your warehouses?

Our warehouse is our main office in the UAE. We have branches in Abu Dhabi, Satwa and Rigga. The owners, management and key departments in the company maintain their respective offices in our Al Quoz warehouse. The design of our warehouse was well thought of to enable the smooth and seamless operations of the company. The plan of expansion is for our Philippines Warehouse in Bulacan. The construction of our own warehouse in Bulacan is already in the pipeline.

## What sets Pinas Express apart from other express courier firms?

Pinas Express Cargo is the most visible and active on social media. We have live coverage of loading on Facebook. Loading is the process of filling up the 40x40 containers with

## Though expensive than sea cargo services, the shorter transit period ensures faster delivery and less chances of damage

*balikbayan* boxes collected from across the UAE. If we have three containers to fill in a day, it means we will have three lives for that day. We keep our audience until the end of the broadcast, we have marketing promotions wherein we give away free shipping for a medium box.

We have a Pinascargonatics Card, a 3-in-1 card issued to our loyal customers whom we call Pinascargonatics serves as their ID as a member wherein they are entitled to a discount in their shipping fee per transaction for the entire year and a discount card which they can use when they visit our partners such as restaurants medical clinics among others. 🇵🇭





# UAE-Israel trade deal comes into force

This means tariffs will be removed or reduced on more than 96% of product lines, which covers 99% of current value of traded goods between UAE and Israel. UAE-Israel CEPA is second of UAE's new foreign-trade deals to be ratified following successful roll out of UAE-India CEPA in May 2022.



protects intellectual property, and creates transparent trade remedy mechanisms.

The trade agreement is designed to push UAE-Israel non-oil bilateral trade from the US\$1.3 billion recorded in 2021 to US\$10 billion by the end of the decade. In 2022, bi-

the agreement to produce significant mutual economic benefits,” His Excellency Al Khaja, the UAE ambassador to Israel said, as quoted by the UAE News Agency, WAM.

According to the UAE’s Ministry of Economy the agreement also enables businesses to take advantage of an array of new benefits, including:

Greater market access for UAE products entering the Israeli market, covering more than 96 per cent of tariff lines and 99 per cent value of trade with Israel.

An open and non-discriminatory environment for cross-border trade with Israel.

Establishes the rules for digital trade to ensure online consumer protection, enable the free flow of data, and the use of digital technologies in business while still protecting intellectual property rights.

## CEPA is designed to push UAE-Israel non-oil trade from US\$1.3 bn in 2021 to US\$10 billion by the decade-end

lateral non-oil trade reached US\$2.49 billion, a 90 per cent increase on 2021’s total, with re-exports from Israel growing 71.2 per cent and non-oil exports to Israel climbing 48.6 per cent.

The UAE-Israel trade agreement is a part of the UAE’s new trade agenda and efforts to double the size of economy from AED1.4 trillion to AED3 trillion by 2030. The UAE has now concluded trade deals with India, Israel, Indonesia, Türkiye and Georgia.

“The Comprehensive Economic Partnership Agreement (CEPA) between the UAE and Israel will serve as a major engine to strengthen economic and commercial ties between the UAE and Israel. We expect

now the second of the UAE’s new foreign-trade deals to be ratified following the successful roll out of the UAE-India CEPA in May 2022. In addition to the new tariff structures, the agreement with Israel removes unnecessary barriers to trade, improves market access for services suppliers, opens opportunities in government procurement, provides a platform for Small and Medium Enterprises (SMEs) to expand internationally, establishes parameters for digital trade,

 CT Bureau

The UAE-Israel Comprehensive Economic Partnership Agreement, which was signed on May 31, 2022, comes into effect on April 1, 2023.

This means that tariffs will be removed or reduced on more than 96 per cent of product lines, which covers 99 per cent of the current value of traded goods between the UAE and Israel.

The UAE-Israel CEPA is

### UAE’S ACCESS TO SERVICES IN ISRAEL

- Business Services
- Communications Services
- Distribution Services
- Environmental Services
- Financial Services
- Tourism and Travel Related Services
- Transport Services



# IATA: Is transporting lithium batteries by air safe?

Though widely used, most people are not aware that lithium batteries are dangerous goods that can pose a safety risk if not prepared in accordance with transport regulations. IATA brought out the regulatory context and how cargo operators must ensure that safety of their supply chain is not compromised.

 CT Bureau

Consumer demand for lithium batteries is growing by 35 per cent annually. Lithium batteries can be found in a wide variety of consumer goods, ranging from mobile phones to children's toys, cars, and e-bikes. Though widely used, most people are

not aware that lithium batteries are dangerous goods that can pose a safety risk if not prepared in accordance with transport regulations.

The aviation industry has voiced concerns over the need to address safety risks caused by the increasing number of incidents in cargo shipments. In a live webinar, IATA brought

together industry experts who outlined the regulatory context and how cargo operators must ensure the safety of their supply chain is not compromised.

Lithium batteries, especially lithium-ion batteries, have become a preferred energy source for many items due to their high-power density and light weight as well as their re-

chargeable capability. Lithium batteries can be found in most consumer electronic items such as smart phones, laptops, and tablets as well as larger items such as portable power tools, portable vacuum cleaners and e-bikes. However, many people have no idea that lithium batteries are classified as dangerous goods.





ed into two types of batteries: lithium metal and lithium-ion.

### What is the difference between lithium-ion and lithium metal batteries?

While both types of lithium batteries have similarities, their differences are noteworthy. Lithium metal batteries contain metallic lithium and are primarily non-rechargeable. They have lithium metal or lithium compounds as an anode. Included in this group are lithium alloy batteries. While lithium-ion batteries are rechargeable, lithium is only present in the electrolyte in the ionic form. Included in the lithium-ion category are lithium polymer batteries. Lithium batteries are sometimes abbreviated Li-ion batteries.

### What are lithium batteries used for?

As the lithium batteries are the preferred power source for most consumer and portable electronic devices, lithium batteries are found everywhere. They are items you may not have even considered. Lithium metal batteries are found in items such as watches, calculators, cameras, car key fobs, and defibrillators. Lithium-ion batteries are generally found in products such as mobile telephones, laptop computers, tablets, power tools, and e-bikes. They are in everyday items carried by airline passengers and are transported as cargo daily.

### What are the lithium batteries?

The term lithium battery refers to a family of batteries with a different chemistry. For the purposes of the dangerous goods norms, they are separat-



## As the lithium batteries are preferred power source for most consumer and portable electronic devices, they are found everywhere

### Can lithium batteries be shipped by air?

Despite lithium battery shipping curbs, lithium batteries can be shipped by air, but not without stipulations. Lithium metal and lithium-

ion cells and batteries shipped by themselves (meaning alone and not installed in a device or packed with the device) are forbidden to be shipped as cargo on a passenger aircraft. In addition, lithium-ion cells and batteries shipped by themselves must be shipped at a state of charge not exceeding 30 per cent of their rated capacity.

Lithium batteries are dangerous goods, and all the requirements must be complied with, as set out in the Lithium Battery Shipping Regulations. In the USA, failure to comply with these regulations can result in a civil penalty of up to US\$27,000 or AED 99,157 per offence.


IATA Director General Willie Walsh said, "We all know how dangerous these batteries can be, clearly ensuring that we can transport these devices safely on board is the primary focus for IATA."

### Why is dangerous goods training necessary?

Dangerous goods training for shippers and all other entities in the air cargo supply chain is required so that all persons perform functions aimed at ensuring that dangerous goods are transported in accordance with these Regulations are competent to perform the functions for which they are responsible. This dangerous goods training must be renewed every two years. 🇸🇦

# New guidelines to ship lithium-ion batteries

First in a series of in-depth advisory publications aimed at minimizing risks of transporting lithium-ion batteries and cells launched amid heightened concern over container fires. These norms were taken during a day conference held by IG P&I Clubs, CINS, TT Club to share knowledge and experience.

 CT Bureau

**G**uidelines for transporting lithium-ion batteries in containers by sea seeks to prevent the increasing risks and provides suggestions for identifying them and helping to ensure a safer supply chain in the future.

Together with its partners, Cargo Incident Notification System Network (CINS) has compiled a comprehensive publication covering the prop-

erties of these batteries and their potential to explode, initiate fires and emit toxic gases.

“These guidelines have been taken in a one-day conference held recently by the IG P&I Clubs, CINS, TT Club to discuss risks and share knowledge and experience of carriage across the logistics supply chain,” said Mark Smith, Loss Prevention Executive North Standard, International Group of P&I Clubs’ representative on the CINS LiB WG.

Measures to safely transport volumes of lithium-ion batteries in containers have been fully examined, including classification and regulation, container packing, land-side storage, stowage onboard ships, incident detection and fire suppression, and loss prevention and risk mitigation.

“We urge all the relevant stakeholders—employed in production, supply, transport, handling and sale of lithium-ion batteries, whether as in-

dividual components or integrated in an electronic device, vehicle or product—to recognise their responsibilities in maximizing safety when in transit,” commented Dirk Van de Velde, Deputy Chair, CINS and a board member, association of cargo handlers, International Cargo Handling Coordination Association (ICHCA).

Established in 1952, ICHCA International is an independent, not-for-profit organi-



sation dedicated to improving the safety, productivity and efficiency of cargo handling and movement worldwide. ICHCA's privileged NGO status enables it to represent its members, and the cargo handling industry at large, in front of national and international agencies and regulatory bodies, while its Technical Panel provides best practice advice and develops publications on a wide range of practical cargo handling issues.

"Our guidelines will create awareness of the possibilities of the damaging and life-threatening incidents, which have occurred, and instil motivation to act before more catastrophic disasters result," he added.

Intended as the first of an on-going series of publications to be updated as circumstances require this first, Lithium-ion Batteries in Containers Guidelines (101.A) provides a general overview and will be followed by three further documents—regulatory compliance checklists, risk



**Mark Smith**  
*Loss Prevention Executive North Standard, International Group of P&I Clubs' representative on the CINS LiB WG*

**The new guidelines will create awareness of the possibilities of instill motivation to act before more catastrophic disasters result**

assessment and emergency response, and training and educational awareness.

The stakeholders in the supply chain are encouraged to implement the advice, as per specific operations and requirements and to keep safety of life as their consideration.

"As our experience of ferrying lithium-ion batteries widens and the technology surrounding their chemical composition, production and application evolves, risk controls and loss prevention measures need to keep pace. The work encapsulated in these norms will continue and be undertaken in collaboration with all the stakeholders to increase our knowledge and understanding of the risks posed by carriage of lithium-ion batteries in containers by sea.

Peregrine Storrs-Fox, Risk Management Director, TT Club averred, "As the pressure on all forms of economic activity for decarbonization increases, the use of these batteries will inevitably escalate the prices that we have



**Dirk Van de Velde**  
*Deputy Chair, CINS and a board member, association of cargo handlers, ICHCA*

**We urge all the relevant stakeholders to recognize their responsibilities in maximizing safety and security when in transit**

not experienced. Air cargo of these batteries has been heavily restricted and surface modes will be called upon to transport these goods. The container will remain a focal point for safe transport, including for EVs along with other vehicles. The inter-modal nature of contain-



**Peregrine Storrs-Fox**  
*Risk Management Director TT Club*

**As pressure on all forms of economic activity for decarbonization increases, the use of these batteries will inevitably escalate**

ers means more actors other than shipping lines, be they manufacturers, packers, forwarders, logistics operators, warehouses, and cargo handlers, must be cognisant of the safety issues we are addressing and play their part in ensuring the risks are properly managed." 🚢



# UAE and Costa Rica launch free trade talks

UAE will continue efforts to build partnerships with strategic global markets under its economic partnerships program, says His Excellency Dr. Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade. Non-oil trade UAE and Costa Rica reached US\$58.7 million in 2022 with a 19% YOY growth.

CT Bureau

The United Arab Emirates (UAE) and Costa Rica have mutually agreed to start preliminary negotiations a bilateral trade agreement, targeting a broad expansion of economic relations.

The trade and investment exchanges between the two countries continue to grow as the non-oil trade reached US\$58.7 million in 2022, a 19 per cent growth from a year earlier.

His Excellency Dr. Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade, and His Excellency Manuel Tovar Rivera, Minister of Foreign Trade, Republic of Costa Rica, signed a joint statement mark-



## UAE is keen to expand its network of trade partners and strengthen existing ties with them, in line with the 'We the UAE vision 2031'

ing the launch of preliminary talks to establish a CEPA between the two countries.

The signing took place during the visit of a high-level Costa Rican delegation to the UAE Ministry of Economy's headquarters in Dubai.

His Excellency Dr Thani bin Ahmed Al Zeyoudi said the launch of preliminary comprehensive economic partnership agreement (CEPA) talks reflect the shared aspirations of the two countries to promote

bilateral economic relations, enhance investment and trade exchanges, and create new joint investments and projects in priority sectors.

The talks are likely to lay the foundation for establishing a significant platform to future-proof economic and trade relations between the two countries.

The UAE Minister said, "Costa Rica is a key strategic partner of the UAE in the Central American region. The

launch of preliminary CEPA negotiations reflects the two countries' shared aspirations to promote bilateral economic relations, boost investment and trade exchanges, expedite the flow of goods, facilitate market access, and create new joint investments and projects in priority sectors."

The UAE's investments in Costa Rica span sectors such as IT, tourism, retail, advertising, media, real estate, renewable energy, air transport and logistics, His Excellency Dr Thani bin Ahmed Al Zeyoudi added.

Meanwhile, the launch of free trade talks comes on the heels of the signing of the free trade pact with Israel into effect. The free trade agreement was signed in May 2022 and it removes or reduces tariffs on

96 per cent of goods traded between the nations.

The UAE's non-oil foreign trade achieved unprecedented growth and crossed the Dh\$2tn mark for the first time in 2022, up 17 per cent from 2021, driven by free trade agreements (FTAs). His Excellency Dr Thani bin Ahmed Al Zeyoudi underscored the UAE will continue its efforts to build partnerships with strategic global markets under the said agreements.

The country's trade ambitions are in tune with the 'We the UAE Vision 2031', which aims to double the national economy from Dh\$1.49tn to Dh\$3tn, increase national non-oil exports to Dh\$800bn and raise the value of the UAE's foreign trade by 2031. 🇦🇪

# UAE-Pak to strengthen economic and trade ties

His Excellency Al Zeyoudi, Minister of State for Foreign Trade met Syed Naveen Qamar, Federal Minister of Commerce, Islamic Republic of Pakistan and says UAE and Pak relations continue to grow in various fields of trade and investment thanks to cooperation of both governments.



His Excellency Al Zeyoudi, UAE Minister of State for Foreign Trade, meets with Pakistani Minister of Commerce to discuss strengthening of economic and trade partnership

His Excellency Dr. Thani bin Ahmed Al Zeyoudi, Minister of State for Foreign Trade, held a meeting with Syed Naveed Qamar, Federal Minister of Commerce of the Islamic Republic of Pakistan, to discuss the strengthening of trade and investment cooperation between the two countries in areas of shared interest.

The meeting was attended by His Excellency Juma Muhammad Al Kait, Assistant Undersecretary for Foreign Trade Affairs at the UAE Ministry of Economy, His Excellency Muhammad Sweileh Farooqi, Deputy Minister of Commerce of Pakistan, Maria Kazi, Joint Secretary of the Ministry of Commerce of Pakistan, and Adeem Khan, Commercial Counselor for Pakistan Consulate in Dubai. The meeting took place

at the Ministry of Economy headquarters in Dubai.

His Excellency Al Zeyoudi underlined the strength of the UAE-Pakistan relations, which continue to grow in various fields of trade and investment. His Excellency said, "The UAE is Pakistan's top investment partner in the region and fifth largest globally as our investments in Pakistani markets exceed AED 9 billion (US\$ 2.5 billion). They span an array of economic and trade sectors such as energy, ICT, financial services, insurance, building and construction, and oil and natural gas."

Meanwhile, Pakistani FDI in the UAE totaled AED 8.6 billion (US\$2.35 billion) by the end of 2020, concentrated mostly in insurance, retail, real estate, financial services, and construction fields."

His Excellency Al Zeyoudi said, "The meeting with the Pakistani delegation was an important opportunity to enhance joint efforts between the

**It may be noted the value of non-oil foreign trade between UAE and Pak amounts to AED 25.7 billion**

two countries to boost trade and investment exchanges by encouraging the private sector to explore opportunities and benefit from promising investment prospects offered by both markets. The UAE is

Pakistan's number one GCC, Arab and regional trading partner as of 2021, accounting for over 40 per cent of Pakistan's trade with Arab countries. The United Arab Emirates (UAE) ranks sixth among the top destinations for Pakistani exports and is the second largest in the world for the Pakistani imports, after China."

It may be noted that the value of non-oil foreign trade between the UAE and Pakistan amounted to AED 25.7 billion (US\$7 billion) in 2022, up by 30 per cent from AED 19.8 billion (US\$5.4 billion) in 2021. The UAE's non-oil exports to Pakistan totaled AED 4.8 billion (US\$1.3 billion) in 2022, while the re-exports from the UAE to Pakistani markets amounted to AED 10.6 billion (US\$2.9 billion), highlighting a growth of 7.7 per cent. 📈

# Qatar Cargo launches direct freighter to DFW

The route has been launched in partnership with Dallas Fort Worth International Airport. The weekly freighter will proceed directly from Bogotá to DFW thereby reducing transit time for perishable goods by two to three days, says Ackerman, EVP, Global Strategy and Development, DFW.



CT Bureau

Qatar Airways Cargo has introduced direct freighter service from Bogotá, capital of Colombia, to Dallas Fort Worth in Texas. The weekly Boeing 777 freighter departs from Bogotá on Mondays for Dallas Fort Worth International Airport (DFW).

The freighter offers close to 100 tons of cargo capacity and will be transporting perishables like flowers, fruits, vegetables, coffee, as well as live animals, machinery and other general cargo destined for DFW.

Guillaume Halleux, Chief Officer Cargo at Qatar Airways said: "The Americas is highly important for us, and we have a strong presence in the region. Through this enhancement to the route, we are pleased to grow our existing partnership with Dallas Fort Worth International Airport. Our customers in DFW now benefit from a direct freighter service to uplift

perishables and other cargo directly from Colombia."

John Ackerman, Executive

Airport says, "Qatar's service direct from Bogota to DFW reduces transit times for high-

quality perishable goods by two to three days, extending shelf life for retailers and providing fresher products for consumers. This route adds as an important link to South American markets, enhances our international air cargo network and strengthens our ability to flow goods between Latin America and Asia."

Since the first Boeing 777 freighter took off from Doha to Chicago in August 2010, Qatar Airways Cargo has expanded its network across several countries in the American continent. The carrier serves the Americas with freighters as well as belly-hold cargo flights. 🇸🇦

**The direct service will reduce transit time for high-quality perishable goods by two to three days, providing fresher products for consumers**

Vice President, Global Strategy and Development, Dallas Fort Worth International

quality perishable goods by two to three days, extending shelf life for retailers and providing



# Etihad Cargo, SF Airlines expand global network

The agreement will see Etihad Cargo increasing cargo capacity and expanding its network reach into 25 domestic destinations in the Chinese market. SF Airlines will benefit from Etihad Cargo's global network of destinations, further expanding the carrier's international presence.

CT Bureau

Etihad Cargo, the cargo and logistics arm of Etihad Airways, has reinforced its commitment to the Chinese market with the signing of a Memorandum of Understanding (MoU) with China's SF Airlines.

Following the agreement, both carriers will start operat-

ity to 25 domestic destinations in China through the SF Airlines' road feeder service trucking network, further enhancing the Etihad Cargo's capabilities in the region.

In February 2023, the carrier launched an additional direct freighter service to Shanghai, increasing the total number of freighter flights per week to eight.

mencing on 28 April 2023 in line with this partnership.

Martin Drew, Senior Vice President, Global Sales & Cargo, Etihad Airways, said, "Etihad Cargo is committed to establishing partnerships that add value to customers across the supply chain."

Strengthening the connection between Abu Dhabi and one of SF Airlines' major Chi-

**This pact by Etihad Cargo for expanding its ops in China will utilize SF Airlines' Chinese network to transport cargo throughout China**



ing flights via their respective fleets to the other carrier's hub in April, which will enable the United Arab Emirates (UAE) national carrier to expand its reach into China via SF Airline's extensive in-country network.

The new partnership between the two airlines, Etihad Cargo and the SF Airlines, will provide the Etihad Cargo's customers with greater connectiv-

This pact is the latest step by the Etihad Cargo for expanding its operations in China and will see the carrier utilizing the SF Airlines' Chinese network to transport cargo to various destinations in China via the Chinese carrier's Hubei Province mega hub.

The Etihad Cargo will operate the flights on a Boeing 777 freighter, with services com-

nese hubs will enable Etihad Cargo's customers to benefit from the SF Airlines' exhaustive distribution capabilities in China, and the SF Airlines will reap the benefits of the international network of Etihad Cargo for its express product.

The Etihad Cargo is committed to the country's ambitious growth vision, and this partnership supports the fur-

ther development of Abu Dhabi as a major logistics and express hub for the region."

Li Sheng, Chairman, SF Airlines, said, "The Etihad Cargo is an industry-leading company, with a competitive cargo network from Abu Dhabi to the world. SF Airlines is excited that the two companies can work together to connect hubs and strengthen the network of both airlines.

The SF Airlines is looking forward to this cooperation, which will offer good value to customers and enable them to develop their international business with more convenient and diversified international transportation options.

The SF Airlines, the cargo arm of the SF Holding, operates the largest cargo air fleets in China. Via the capacity-sharing agreement with the SF Airlines and the Etihad Cargo will provide greater market access to important destinations in mainland China, Hong Kong, Macao, and Taiwan. The new partnership will also make efforts to increase revenue. 🇦🇪

# NAFL hosts Iftar for air freight community

The National Association of Freight and Logistics (NAFL) organized an Iftar party to mark the occasion of the Holy Month of Ramadan. The event was attended by association members as well as the representatives of the air cargo and logistics industries.







# Lyte Aviation: delivering time-sensitive cargo

LYTE Aviation reveals its 40-seat Hybrid eVTOL—SkyBus and SkyTruck, which is expected to enable quicker cargo transfers. LYTE Aviation’s SkyBus design features two separate propulsion systems, one electric and powered by hydrogen fuel cells, the other turbine powered by jet fuel/SAF.

 Abigail Mathias

LYTE Aviation, the world’s advanced air mobility innovator and market disruptor addressing advanced urban mobility and connectivity, revealed its 40-seat (hybrid) eVTOL SkyBus and SkyTruck program recently. **CARGO talk** caught up with Freshta Farzam, Founder and CEO of LYTE Aviation at the recent

Arab Aviation Summit 2023.

Its LA-44 SkyBus and complementary SkyTruck cargo variant, designed around a 4.5-ton payload, is the accumulation of three years’ research and development.

The result is a game-changing, vertical take-off and landing vehicle, which is designed to be five times more fuel efficient than the current helicopters.

The SkyBus offers a range of 1,000 km with a maximum speed of 300 kmph, using the latest technology. The LA-44 is a hybrid electric tandem tilt-wing design, disrupting other futuristic looking next-gen designs. A full-scale prototype is being planned within 24 months.

LYTE Aviation’s SkyBus’ design features two separate propulsion systems, one elec-

tric and powered by hydrogen fuel cells, the other turbine powered by jet fuel/SAF.

“The LA-44’s unique design will enable us to tap mass transport capabilities, displacing air transport and land transport modalities such as buses, trains and trucks,” Freshta Farzam Chief Executive Officer (CEO) and Founder LYTE Aviation said. “LYTE Aviation’s vision is to





enhance speed and frequency of passenger mass transit and, especially cargo deliveries. The



LA-44 represents the work of LYTE's world-class team, who collectively hold 200 years' aviation experience," she added.

Explaining about the design, the CEO said, "The use of turbine engines will remain unavoidable for the foreseeable future. To achieve useful and business-sensible ranges and quicker time to market, we have opted for a hybrid, partly electric VTOL."

"My inspiration with this operating concept stems from the Rotodyne aircraft of the 1950s. Imagine 70 years later after accomplishing those 350 successful test flights, what can be achieved thanks to the advances in technology that we have seen, and continue to see," he added.

Conventional, highly reliable turboprops are the best option for the aircraft program for the time being, with the objective to operate and refuel practically anywhere with the current infrastructure.

"With the constant evolution and expected investment in global infrastructure, including vertiports, energy sources (SAF & green hydrogen) and electric powerplants, the ambition would be to become fully hydrogen-electric in the future," she added.

"We are focusing on fa-

cilitating the easy movement of passenger and cargo air transportation in a fast, safe, cost-effective and sustainable way," said Farzan. "SkyTruck will be designed to deliver time-sensitive cargo faster from point to point, without reliance on runways, designed for the time critical demands of the onshore and offshore industry," said Freshta.

Furthermore, the LA-44 would be honed for operation in other rugged operational conditions and (in the absence of ground infrastructure) in remote areas. It will feature underslung load capability: a 4.5 ton payload and 17 ton gross weight.

Speaking at Helicopter Investor 2023 in London recently, Farzan introduced two newly disclosed partners who are joining the LYTE Aviation in this collaboration.

### Inmarsat, Inflight Canada

Newly signed Inmarsat and Inflight Canada shared the same vision for an exponentially growing aviation market. Inmarsat is one of the largest recognized suppliers of satellite communication services worldwide, while Inflight Canada, a leading Transport Canada,



**Freshta Farzam**  
 Founder and CEO of LYTE Aviation at the recent Arab Aviation Summit 2023

## LYTE Aviation's vision is to enhance speed and frequency of passenger mass transit and, especially cargo deliveries

FAA, and EASA approved aerospace design organization and inflight specialist which supports aerospace projects from conception, engineering, and integration through to maintenance and manufacturing, will partner LYTE for the 'reversible' cargo modification.

George Smallhorn, General Manager, Inflight Canada said, "IFC is excited and interested in participating with the development of a SkyTruck version of the LA-44. With a range of 1,000-km and the flexibility of vertical ops, the aircraft's sheer usefulness is well beyond the current tech in use today.

### FACTFILE

- The aircraft has 4.5 tonne payload and is very fuel efficient.
- The first prototype is being planned in 24 months.

# Turkish Cargo hosts Iftar for well wishers

Marking the auspicious occasion of Ramadan, Turkish Cargo invited close associates, clients, and friends to an Iftar dinner in Dubai. Mentioning the solidarity that Turkey has received from the industry after the devastating earthquake in its country, it was an opportunity for Turkish Cargo to thank all.







# Cargo iQ brings **handlers** **visibility** of shipment delivery

New access for ground handlers to view shipment-level service timeline data in the ENCORE system will help to meet delivery targets and avoid SLA failures. With this latest upgrade all parties involved in the movement of a shipment will now have visibility on the planning that goes into creating a route map.

 CT Bureau

**A**ir cargo quality standards group, Cargo iQ, has updated its offset management platform ENCORE to give ground handling agents (GHAs) access to view service timelines for shipments according to their service level agreements (SLAs) with airline partners.

The new access will bring ground handlers visibility over

specific time commitments for shipments in their care – crucial data for planning activities, reaching milestones, and meeting service commitments.

“With this latest upgrade to ENCORE, all parties involved in the movement of a shipment can view the planning that goes into creating a route map, essential for meeting on-time-performance expectations and driving quality in the supply

**Planning that goes into creating a route map is essential for meeting on-time-performance expectations**

chain,” said Chris Davies, Technology and Product Manager, Cargo iQ.

“This visibility not only means that shipments are more likely to arrive on time, but it also helps to protect the integrity of time-critical shipments and protect stakeholders from incurring unfair penalties when offsets are missed.”

In practice, this means, for example, that when an airline



agrees that a forwarder can collect a shipment within a specified timeframe after landing, this data is input into the ENCORE system and is used by the Cargo iQ Data Management Platform (CDMP) to create the route map for the shipment's journey, which can then be monitored.

The same principle is also true for the interface at origin airport, where the on-time handover from the forwarder to the GHA is crucial for overall on-time performance.

Discrepancies in actual versus planned process times can lead to disputes between GHA, airline, and forwarder, but with GHAs now able to view the service agreement data in ENCORE, there is a single place for referencing offsets, making it easier to meet targets.

Cargo iQ continues to make notable progress towards improving quality in the global air cargo supply chain this year, with the recent implementation of the new Freight On Hand (FOH) Cargo iQ tracking milestone by members Turk-



**Chris Davies**  
*Technology and Product Manager*  
Cargo iQ

## Cargo iQ is making progress towards improving quality in the global air cargo

ish Airlines, Kuehne+Nagel, and Swissport in the group's Nairobi operations, helping to successfully resolve issues with shipment acceptance. 🙌



# Hamad Airport changes **tech portfolio** to meet cargo needs

The international airport is driving its operational efficiencies through advanced technology provided by Dell Technologies in a bid to meet increasing passenger, aircraft, and cargo requirements. The aviation hub continues with Phase B of its expansion plan, while creating the dream destination for millions of visitors.

 CT Bureau

**D**ell Technologies has just announced that Hamad International Airport has selected its advanced server and network infrastructure solutions to deliver the best passenger and cargo experience as the aviation hub continues with Phase B of its expansion plan.

The airport currently serves more than 170 global destinations and over 40 airline partners, chose the Dell PowerEdge servers to secure and enhance the airport's infrastructure capabilities, improve efficiencies and costs, while creating the ultimate destination for millions of visitors.







In 2022, as Qatar welcomed football fans from around the world, Hamad International Airport witnessed a 101.9 per cent year-on-year surge in passenger traffic and a 28.2 per cent growth in overall aircraft movement as compared to 2021.

Building on this momentum, the airport's Phase B of the expansion project started in January 2023 will include two new concourses, increasing the airport capacity to over 70 million passengers per year.

Suhail Kadri, Senior Vice President, Technology and

Innovation, Hamad International Airport said, "As one of the world's busiest airports that moves significant number of passengers and commodities on an hourly basis, access to agile technology remains critical. Working with a technology provider who understands the demands of international air travel and is well-equipped to support passengers, airlines and air cargo efficiencies is therefore paramount."

Working with Dell Technologies via its network of chan-

nel partners helps us meet our ambitious growth plans and introduce new digital innovations, as we continue to invest in modernizing our airport."

The implementation of Dell Solutions works towards providing further support for the airport's ambitious plans and facilitating new avenues to scale and consolidate its data center to run the most complex, mission-critical workloads, while remaining flexible for future growth needs. Made for secure interactions and with the ability to predict potential threats, the PowerEdge

**As a major player in the global aviation sector, Dell Technologies is eager to see it soar to newer heights in the coming future**

servers feature cryptographically verified security design and has an intuitive systems management process to monitor, deploy and implement the automation of routine airport operations tasks.

Travers Nicholas, Country General Manager, Qatar, Dell Technologies said, Hamad International Airport's contribution to facilitating global trade, raising industry benchmarks, and introducing the ultimate in passenger convenience has been remarkable.

As the sector continues to move upward and passengers demand enhanced travel experiences, a robust and flexible digital infrastructure supporting high-density growth will prove crucial. Dell Technologies is committed to helping the airport deliver on its growth vision. As a major player in the global aviation sector, Dell Technologies is eager to see it soar to newer heights in the coming future, he said. 🚀



# dnata's Air Dispatch celebrates its **seven millionth** loadsheet

The milestone document was issued from Prague facility, ensuring safe and efficient operations of a Titan Airways' Airbus A330-300 P2F cargo flight, which the airline operates on behalf of global forwarder GEODIS. Load planning takes place before the aircraft lands for critical role of supervising loading.

 CT Bureau

Air Dispatch, part of dnata and the world's leading supplier of centralized load control (CLC) services, has recently celebrated the production of its seven millionth loadsheet. The milestone document was issued from the Prague facility, ensuring safe and efficient operations of a Titan Airways' Airbus A330-300 P2F cargo flight, which the air-

line operates on behalf of global forwarder GEODIS. Air Dispatch has been offering quality and reliable CLC services to both legacy and new generation carriers since 2007. It calculates the weight and balance conditions for aircraft prior to flight, securing greater productivity and profitability for its airline customers. Air Dispatch's CLC unit coordinates with stakeholders at all stages of the operations and provides 24-hour

support for weight and balance issues. The timeline for a cargo flight varies and is often spread out over many hours.

Cargo handlers, such as dnata, need to understand the maximum weight and specific pallet combinations many hours before the departure of the flights so that they can build the payload in the most effective way, ensuring compliance with the balance requirements of the aircraft operating

the flight. The load planning takes place before the Loadmaster arrives at the airport, freeing them up for the safety critical role of coordinating and supervising the loading. A CLC unit can also coordinate transit loads well before the aircraft arrives, allowing for efficient turnarounds and improved on-time performance.

Every month, Air Dispatch's 170 highly-trained aviation professionals produce over



60,000 loadsheets for 19 airlines operating from 392 airports across six continents and every time zone with an airport on the planet.

Nick Yeadon, CEO of Air Dispatch, said: “We are proud to celebrate our 7th million loadsheet with our skilled team and long-standing customer, marking another remarkable milestone in our journey.

“With the increased adoption of the IATA Ground Operations Manual (IGOM), more and more cargo airlines are looking to CLC services as a way of complying with the newly required “four-eyes” principle for the production of weight and balance documentation. Using a CLC for the production of the loadsheet allows for early communications with the cargo warehouse, thus maximizing the payload and freeing up the Loadmasters’ time during the turnaround.

“We will continue to work hard to deliver world-class value for our customers through innovative and safe services.” Greg Holland, Operations Director at Titan



**It calculates the weight and balance conditions for aircraft prior to flight, securing greater productivity and profitability for its customers**

Airways, said: “Congratulations to Air Dispatch on this milestone. The Air Dispatch team, day in, day out provide our operation teams first-class support. The CLC team in Prague work proactively with our partners, from our freight forwarder client, through the warehouse and ground handling chain to ensure safe and on time departures while maximizing the payload we carry. Additionally, the CLC provides reactive solutions to our Loadmasters when they are busy out on the ramp and encounter a need to replan, using the four eyes principle this enhances safety and allows our loadmasters to focus on load supervision.”

In addition to its core CLC expertise, the Air Dispatch also provides carriers with other value-added support services, including flight data warehousing and ULD (unit load device) tracking. Air Dispatch operates three state-of-the-art centralised load control (CLC) centres, two in the Czech Republic, in Prague and Ostrava, and one in Poland, in Warsaw, utilizing the customer’s preferred departure control system (DCS) solution.

The Air Dispatch brand is part of dnata. dnata offers ground handling, which offers various services in 38 countries across six continents. In 2021-22, dnata’s teams handled 527,000 aircraft turns, moved three million tons of cargo valued at US\$632 million. 🎉



# Improving **end-to-end** process of air cargo

By implementing all Cargo iQ processes, an airline can give the exact information as to when their shipments are likely to arrive. In case of delay, they can analyze why these delays happened and work towards ensuring they don't happen again.



 Abigail Mathias

Cargo iQ developed a system of shipment planning and performance monitoring for air cargo-based on common business processes and milestones. As part of that system, Master Operating Plan (MOP) describes the standard end-to-end process of transporting air cargo. In an exclusive interview, Lothar Moehle, Executive Director, Cargo iQ, explains how it operates.

Moehle was involved in the activities of Cargo iQ since the beginning in various functions and until recently as a Board Member. He took charge as the Executive Director of Cargo iQ in January 2022 and is supporting the company's task to assist the members improve the quality of the air cargo industry.



**Lothar Moehle**  
Executive Director  
Cargo iQ

The core team is made up of four people who help coordinate most of the activities of the company. Moehle explained, "The feedback from our existing members is unanimous in that they see a lot of added value in the work that Cargo

iQ as an organization has been able to measure quality and the cooperation as a community to tackle issues."

Etihad Cargo has implemented Cargo iQ and all its processes are based on our operative model. They have implemented all the Cargo iQ standards. Customers are given information on exactly where their shipments are, and in case of delays, they can analyze why these delays happened and work towards ensuring they don't happen again." When it comes to approaching new members, he said, "We are always open to having more members. Particularly for small and medium sized community we have a lower membership fee which allows them to become members of Cargo iQ and allow their customers to benefit from the features we offer."

We participated in the IATA World Cargo Symposium taking place from 25- 27 April 2023 in Istanbul. Our Cargo

**Customers are informed where their shipments are in case of delays, and analyze why they happened**

iQ Board Meeting was held on 24 April and our AGM on 28 April. While in Istanbul, the team is expected to hold one of its training seminars, hosted by Turkish Airlines. 🇹🇷



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# GEODIS to ferry **pharma** shipments to APAC, ME

With the CEIV Pharma accreditation, GEODIS ensures its customers of its competence and commitment to handle pharmaceutical temperature-sensitive products with the utmost care and attention across Asia-Pacific region and the Middle East countries.

 CT Bureau

Leading global logistics operator, GEODIS has announced that it has strengthened its air freight temperature-controlled pharma shipments capabilities in Asia Pacific and Middle East (APAC&ME) with the Center of Excellence for Independent Validators in Pharmaceutical Logistics (CEIV Pharma) certification. The certification covers multiple locations in China, Indonesia, India, South Korea, Thailand, United Arab Emirates (UAE) and Singapore.

This certification supports GEODIS' strategic goals of establishing pharma healthcare as a significant organizational vertical and expands its global network by accrediting sites in numerous countries throughout the APAC region.

According to Onno Boots, Regional President and CEO

of GEODIS for APAC and Middle East, "With the CEIV Pharma accreditation, we can ensure our customers of our competence and commitment to handle pharma temperature-

**This certification supports GEODIS' goal of establishing pharma healthcare as a significant organizational vertical and expands its global network**

sensitive products with the utmost care and attention. Pharmaceutical businesses need to find logistics solutions that are dependable and effective, and GEODIS is in a perfect position to offer them the best services in the area."

This series of certifications reflects the tremendous investment, GEODIS has made in

guaranteeing the highest levels of quality and compliance in its pharma healthcare capabilities.


"Without a doubt, we are responding to the healthcare industry's demand for options

in the selection of global supply chain partners and we look forward to establishing GEODIS as a key service provider for pharma and healthcare companies, particularly in APAC and Middle East where we see the key hubs of production and distribution," adds Boots.

The CEIV Pharma certification for GEODIS dem-

onstrates its dedication to offering customers supply chain transparency and visibility. The company can provide customers with shipment location and temperature data using GPS data loggers controlled by a control tower, enabling more openness and visibility.

In addition, the capabilities of GEODIS in customs brokerage and contract logistics are of particular interest to the decision-makers in pharma healthcare in this region. The best illustration of GEODIS' capabilities for contract logistics is in Singapore, where GEODIS has GDP, GMP, and ISO13485 in its warehouses.

GEODIS is positioned well to manage the trade compliance needs of the healthcare companies as they expand their operations into new markets. 

# Etihad Rail cargo freight services operational

Earlier this week Etihad Rail tweeted, (We offer) comprehensive end-to-end transport solutions that cater to all your business needs. With our cutting-edge fleet, we can efficiently transport

any type of cargo across the UAE. Etihad Rail's commercial freight services are fully operational, ready to transport any type of cargo across the UAE. Etihad rail can ship consumer goods, perishable food, beverage items hay and other shipping aggregates, petrochemicals, raw steel, limestone, cement, building materials, industrial and domestic waste, aluminium, containers, ceramics, polymers, bulk shipments, sugar, metals, waste, consumer goods, and other cargo.



# Qatar warehousing space to reach 2.8 mn sq. mt. by 2026

According to a report by Research-AndMarkets.com, the market indicates that Qatar's warehousing space is

likely to reach 2.8 million square meters by 2026, up from 2.2 million sq. mt. in 2020. Qatar's strategic location and its

investment in infrastructure have made it an ideal hub for distribution of goods across the Middle East. India's proximity to major shipping lanes, world-class seaport, and airport facilities have made it a key regional logistics center. This sector has seen a rise in automation and technology adoption, increasing efficiency.



# Sharjah Chamber explores trade ties with Bahrain, Cuba

SCCI has separately received two diplomatic delegations from Bahrain and Cuba to discuss best practices for serving the private sector in Sharjah and the UAE.

In the first meeting, H.E. Abdullah Sultan Al Owais, Chairman, SCCI, received H.E. Saud Hasan Ali Al Nisf, Consul General of Bahrain in Dubai.



# Dubai Customs collaborates with GGI for trade platform

Dubai Customs recently met with the Global Innovation Institute to discuss how they can enhance their customs services and boost returns on commercial operations. Dr. Hussam Jumaa, Director, Service Innovation, Dubai Customs, and Anthony Mills, ED, Global Innovation Institute, discussed initiatives to improve services within Dubai Customs, including



the unified trade platform, the city experience, and the 360 services policy. The policy is aimed at supporting govt agencies to improve services and achieve its vision by designing future services that focus on clients. Dr. Jumaa emphasized Dubai Customs' commitment to achieving the best results in creativity.

# Bulgarian envoy discusses trade, investment with ACCI

His Excellency Abdullah Al Muwaji, Chairman, Ajman Chamber of Commerce and Industry (ACCI) and His Excellency Ivan Jordanov, Ambassador of the Republic of Bulgaria to the UAE discussed opportunities for trade and ways to consolidate bilateral relations, including trade and investment, between the two countries. The meeting was attended at the Ajman Chamber's head-

quarters by His Excellency Nasser Al Dhafri, Acting Director-General, ACCI and Jamila Kajour, Director, Promotion and International Relations Department at the Ajman Chamber. His Excellency Abdullah Al Muwaji welcomed the attendees and commended the ambassador's visit to the Ajman Chamber and stressed the importance of the meeting.



# Tokyo Airport set for air cargo logistics upgrade

Tokyo's Narita International Airport will go in with a new project to develop air cargo logistics facilities. Commercial property company, Goodman Group, will partner with Tako Town, in close collaboration with Narita International Airport Corporation and Chiba Prefecture, to carry out the project on a 70-hectare site. Located in Tako Town, Chiba Prefecture is linked to a planned expansion of Narita that will create a third runway which is expected to begin operations in mid-2029. The project will see the logistics space for cargo fully



integrated with Narita airport, helping bring NAA's "New Narita" initiative to life, stated Goodman Group.

# Fedex targets cut costs by merging delivery



FedEx Corporation is seeking to cut US\$4 billion in costs by combining

its two main delivery networks, in an ambitious plan by Raj Subramaniam, Chief Executive Officer, to increase profit margins. The company has so far operated an express package business separately from its ground unit, which FedEx acquired in 1998 and depends on third-party contractors to make the last-mile delivery of parcels. As of June 2024, it will be "a single company operating a unified, fully integrated air-ground network under the respected FedEx brand," the company stated in a statement.

# New life sciences air cargo community in Puerto Rico

Puerto Rico, top bioscience manufacturing hub in export volumes in the United States of America (USA), is launching a government-backed new Life Sciences Air Cargo Logistics Community, bringing together all parts of the supply chain with the aim of becoming the most important life science hub in the Americas. The new Puerto Rico Air Cargo Community (PRACC), supported by the Puerto Rico Department of Economic Development and Commerce (DEDCC), will include airlines, airports, forwarders, integrators,

pharma and medical device manufacturers, ground handlers, and hauliers. The community will work on improving the quality of sophisticated cargo handling and market the capabilities of Puerto Rico in the life science sector across the world.



# Schiphol-based Ryanair flights powered with 40% Neste SAF

Neste and Ryanair have expanded their collaboration to enable Ryanair to power its full schedule of flights from Amsterdam Airport Schiphol with a 40 per cent blend of Neste MY Sustainable Aviation Fuel™ from 1 April onwards. This increase in SAF usage represents the latest milestone towards Ryanair's ambitious goal of operating 12.5 per cent of flights with SAF by 2030 and supports Ryanair's decarbonization goals, thereby reducing carbon emissions from Ryanair's flights from the Amsterdam Airport by 32 per cent. "Ryanair is delighted to extend partnership with Neste to increase the number of Ryanair flights at Amsterdam being powered with a 40 per cent blend of SAF from early this month. Increasing the use of SAF is a pillar of our decarbonisation strategy. We look forward to continuing our partnership with Neste as we progress our goal of operating 12.5 per cent of Ryanair flights with SAF by 2030," said Thomas Fowler, Director, Sustainability, Ryanair.

# Air France-KLM, CMA CGM form strategic air cargo tie-up



The partnership will have a duration of 10 years and will see Air France KLM Martinair Cargo, part of Air France-KLM Group, and CMA CGM Air Cargo, part of the CMA CGM Group, combine their complementary cargo networks, full freighter capacity and dedicated services. The alliance was formed to meet the customers' ever-increasing need for integrated and resilient supply chains. It is expected to use Air France-KLM's vast air cargo franchise and expertise as they pertain to specialized cargo (pharma and perishables, among others), backed by a worldwide cargo network and latest facilities at its global hubs. Since 20 March 2023, CMA CGM flights are available for booking on myCargo and customers can easily book and combine flights operated by Air France, KLM, Martinair or CMA CGM Air Cargo on this industry-leading digital one-stop shop.



# PYKA unveils autonomous electric Pelican Cargo flight



The Pelican Cargo zero-emission airplane from Pyka offers up to 400-pound payload in 66ft<sup>3</sup> of cargo volume and up to 200 miles range. Its nose-loading configuration with sliding cargo tray is aimed at giving remote rural communities fast access to vital supplies. Pyka has pre-commitments for 80 orders and options from three launch customers in North America and Europe. The aircraft is undergoing testing at Pyka's flight test facility in USA.

# Lufthansa Cargo expands its European route network

Lufthansa Cargo is adding new destinations to its European route network and thus successively expanding it further. The new freighter destinations include Larnaca (Cyprus), Athens and Milan. Lufthansa Cargo will serve twelve destinations in the intra-European short- and medium-haul network on more than 50 weekly flights with Airbus A321 freighters. As of April 12, Lufthansa Cargo's summer flight schedule will be expanded to include two weekly connections to Larnaca on



Cyprus in a combined routing with Athens offering customers a fast connection for their cargo on a direct route to the hub in Frankfurt with onward transportation to destinations worldwide.

# Hong Kong retains title of world's busiest cargo hub

Hong Kong International Airport) has handled a total of 4.2 million tons of cargo during the year, as per the latest data released by Airports Council International. The airport retained the top position in 2022 despite geopolitical tensions that disrupted global trade and supply chains that caused a decrease in air cargo volume globally, stated the Airport Authority Hong Kong.



# Swiss Worldcargo launches sustainable air freight ULD

Swiss WorldCargo, Swiss Airtainer, and BPL—Biotech and Pharma Logistics have partnered to launch a sustainable airfreight ULD for medicine that weigh less than its counterparts, resulting in less fuel consumption. Swiss Airtainer's 'Osprey' container is 40 per cent lighter



(250 kgs) compared to similar models on the market, enabling a more cost-efficient and sustainable solution with a 45 per cent CO<sub>2</sub> reduction, as per the company's website. The ULD features integrated solar panels, and a full redundant temperature control system that increases reliability, avoids temperature excursions, and improves risk mitigation. The ULD is integrated with 18 sensors for temperature mapping, vibration and door opening.

# China and Belgium strengthen air cargo ties

SF Airlines has launched a new route between Qingdao Jiaodong International Airport in Eastern China's Shandong province to Liege Airport in Belgium. This new route was launched recently and uses express carrier of the SF Airlines' freighter fleet, stated Xinhua, China's state-owned press agency. Two round-trip cargo flights are scheduled to run between China and Europe every week on this route, adding 400 tons



of air express capacity, the SF Airlines stated. Prior to the opening of this new route, the cargo airline launched a cargo route linking Ezhou Huahu Airport in Hubei province in central China, and Liege. The SF Airlines is the aviation branch of the SF Express. The company has set up a cargo route network that covers the entire China.

# Movements



## **DRONAMICS** Bulgaria

★ **Tim Martin** has been appointed as the Chief Revenue Officer and member of the Executive team by Dronamics, the world's first cargo drone airline. His experience in commercial development and strategic sales spans logistics companies will come in use as the company prepares to commercialize its operations across Europe and expand to other geographies following the completion of its test flight program. Martin brings three decades of experience across global supply chain and logistics sectors, most recently as the COO for Kuoni Tumlare and, formerly, as the SVP Asia Pacific for DHL Global Forwarding.



## **AGI GLOBAL LOGISTICS** UK

★ **Alex Kelly** has been appointed as the Group Operations Director by AGI Global Logistics. He joins the company at a time when the company has plans for significant growth in this year after a record year in 2022. "Kelly has an experience of 20 years wherein he has held senior management positions within logistics and freight forwarding sectors. The new role will oversee a broad range of elements within the business and will include focus on areas such as operating standards, service levels and supplier relationships," the company announced. "I am delighted to have joined AGI Global Logistics."



## **LUFTHANSA CARGO** Germany

★ **Ashwin Bhat** has been promoted from COO to Lufthansa Cargo's chief executive. He will take up the new position on April 15. This follows the current chief executive and chairperson of the executive board Dorothea von Boxberg's planned exit from the company this month to become the new chief executive, Brussels Airlines. He began his career at Airline Financial Support Services in India. In 1999, Bhat joined Swisscargo, where he held various positions in revenue management, transport management and global area management. In 2021, he was appointed to executive board.



## **IAG CARGO** UK

★ **Camilo Garcia Cervera** as the Chief Sales and Marketing Officer, IAG Cargo, the cargo division of International Airlines Group (IAG). He will shape IAG Cargo's sales and marketing strategies, lead the business's partnerships, while working closely with the John Cheetham, CCO, who will continue to focus on commercial strategy and product, in addition to leading on customer experience. Cervera has 20 years of experience in the air cargo industry, and he re-joins the business after four years at WebCargo by Freightos. From his previous experience of handling airline relationships and the business unit for digitizing logistics service.



## **RELIABLE AIRLINES** USA

★ **Tom Klassen** has joined as the President and Director, Operations, of US cargo airline, Reliable Airlines, has appointed to support the growth of operations and future integration of safety-enhancing systems developed by its parent company, Reliable Robotics. Klassen has 40 years of combined management, regulatory and flying experience. His career includes Part 135, Part 121 and Part 91 operations in helicopters, turbo prop and turbine aircraft. Klassen has served as Chief Executive and Director, operations for HALO-Flight, a helicopter air ambulance service.



## **BREEZE** UK

★ Digital insurance innovator, Breeze, which has developed an online platform specifically for forwarders and logistics companies, has appointed industry veteran, **Patrizia Kern** as its CIO, in line with its ongoing growth strategy. Kern has 30 years' experience in senior roles across the marine insurance industry, recently at Swiss Re Corporate Solutions' marine division, where she headed up the unit's cargo and hull business. "Breeze is at the forefront of the digital revolution in marine and cargo insurance. Data and ML will change marine insurance industry to make shipping safer."



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