

Middle East's leading cargo monthly

April 2023

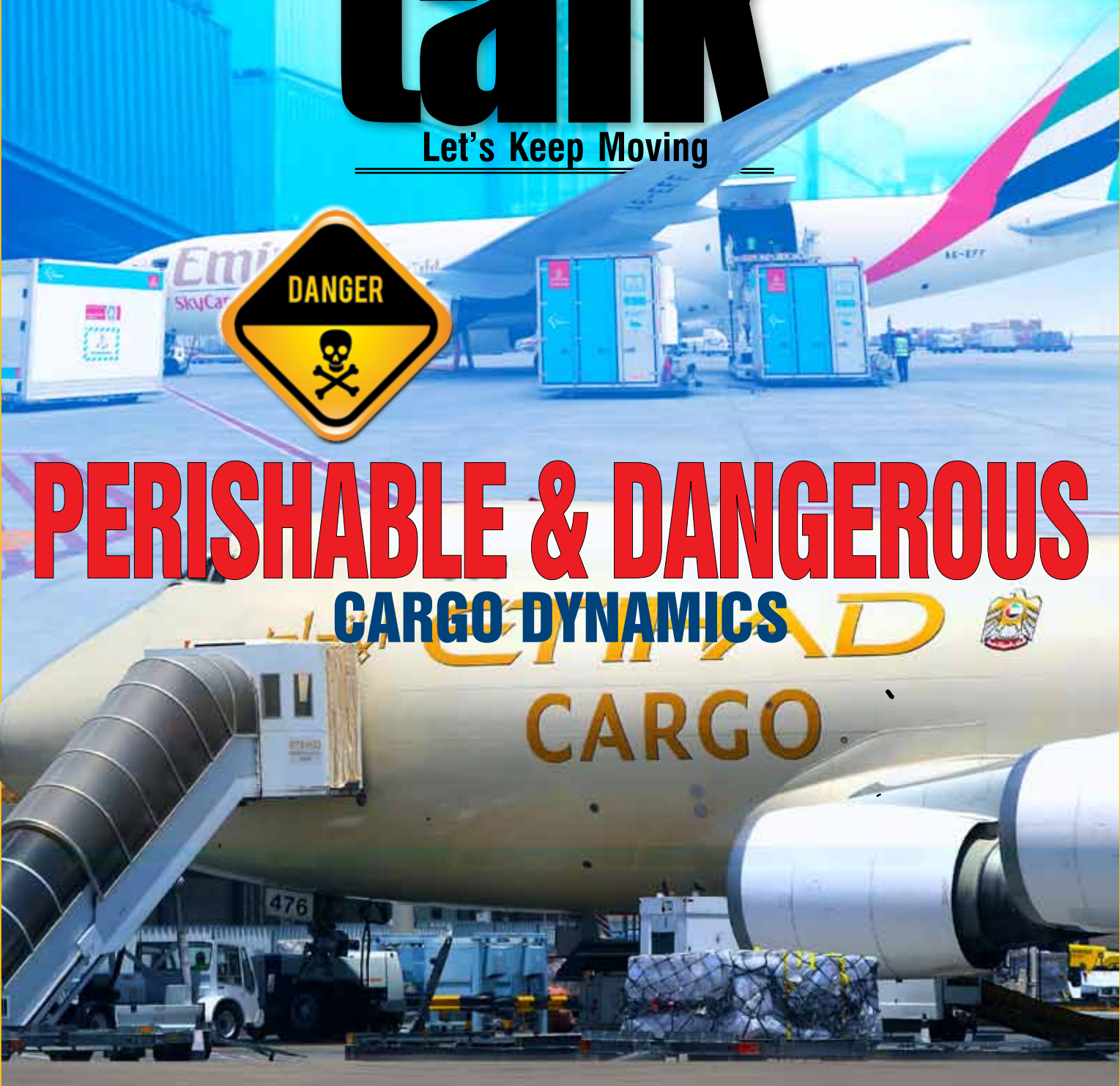
CARGO talk

Let's Keep Moving



PERISHABLE & DANGEROUS

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Tel: +1 561-325-8200 | Mobile: +1 561-289-4796

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Please contact:

Editorial:

abigail@ddppl.com, +971 52 920 8678

Advertising:

rajith@ddppl.com, +971 52 920 8684 | crisna@ddppl.com, +971 55 4704 200

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www.cargotalkgcc.com

PUBLISHER

SanJeet: sanjeet@sanjeet.ae

EDITORIAL TEAM

Devika Jeet

devika@ddppl.com

Abigail Mathias

abigail@ddppl.com

Shehara Rizly

shehara@ddppl.com

Ritika Arora Bhola

ritika.arora@ddppl.com

DESK EDITOR

WN Murthi: wv.murthi@ddppl.com

ADVERTISING TEAM

Crisna De Guzman: crisna@ddppl.com

Rajith Fernando: rajith@ddppl.com

Mobile: +971 529208684

Angelito Villeza: angelito@ddppl.com

MARKETING SERVICES

Jaspreet Kaur: jaspreet.kaur@ddppl.com

DESIGN

Nityanand Misra

PRODUCTION MANAGER

Anil Kharbanda

ADVERTISEMENT DESIGNER

Nitin Kumar



DURGA DAS
PUBLICATIONS
(MIDDLE EAST) FZE

UAE: Z1-02, P.O. Box 9348, Saif Zone,

Sharjah, UAE, Ph.: +971 6 5528954,

Fax: +971 6 5528956

E-mail: uae@ddppl.com

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Secure ferrying of dangerous goods and perishables



Minimizing disputes in warehousing & storage



Global air cargo demand begins on weak note: IATA



UAE and Ukraine review progress of CEPA talks



Highlighting tech-driven future at the airport show

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SECURE FERRYING of DANGEROUS GOODS and PERISHABLES

The aviation industry is constantly changing. In such a situation, safety regulations and transportation of hazardous material constantly develop to keep pace with the evolving industry. The transfer of dangerous and perishable products requires skill and time management. **CARGO talk** finds out more about this specific aspect of cargo movement.

 Abigail Mathias

“ Etihad Cargo ensures perishables and live animals are transported efficiently and safely via our premium product range. If conditions are not monitored and controlled, it can result in reducing the shelf-life or cause loss of the product. We mitigate these risks via specialized products. FreshForward is dedicated to the transportation of perishables, including fresh food and flowers. Etihad Cargo transports live animals across its global network via our Live-



John O'Grady
Manager, Authorisations and Standards, Operations and Delivery, Etihad Cargo

Animals product, and SkyStables is dedicated to the transportation of horses. With ferrying perishables come many challenges. For example, variable environmental temperature, a challenge given the high temperatures in the UAE are critical factors. We ferry perishables such as fruits, vegetables, seafood, flowers, plants, meat, chocolates, herbs, spices, eggs, cheese, and dairy with the carrier's premium product FreshForward. Some of the features of Fresh-

Forward include ramp handling of arrivals and departures, priority dispatch from storage facilities to the aircraft, an upgraded perishables center in Abu Dhabi, temperature-controlled storage facilities, shipments shifted from the aircraft to the storage facilities are done on priority, and contingency procedures implemented to mitigate the risk of operational failures and temperature excursions. We follow strict food safety management protocols with Hazard

Analysis Critical Control Point methodology.

Trained staff are must to maintain the quality of perishables in the journey. Etihad Cargo's cool rooms are equipped with alarmed temperature-monitoring systems and are calibrated on a regular basis. The objective is to offer our clients' transparency and traceability of shipments. The cargo airlines commitment to ensuring world-class perishables transportation service is why we were given IATA's Center of Excellence for Independent Validators (CEIV) Fresh certification. We are the first Middle Eastern airline to hold both IATA CEIV Fresh and Pharma certifications in 2019 and one of the only two globally. Being IATA CEIV Fresh-certified

If conditions are not monitored, it can result in reducing the shelf-life or damaging the product

demonstrates our compliance with the IATA Perishable Cargo Regulations, ensuring food safety, reducing waste, reinforcing trust in partnership with our customers to imple-

ment best practices across all required cold chain solutions. The CEIV Fresh Certification extends to cargo handling and warehousing at Abu Dhabi International Airport (AUH). With a multi-phased cargo infra development strategy in place, we are committed to developing a Cool Chain Centre of Excellence at the UAE hub. IATA CEIV Fresh certification gives our customers'

and looked after so that they are kept safe and healthy during the journey. We do this through our dedicated CEIV IATA Live Animals-certified LiveAnimals and SkyStables products. In 2022, we became the first ME airline and only the third globally to hold IATA's CEIV Live Animals, CEIV Fresh and CEIV Pharma certifications. The certification was awarded following an

tification enforces compliance with the IATA LAR, elevating staff competency through efficient and robust training programs and enabling collaboration among stakeholders and certified trade lanes. To ensure the safest treatment of animals entrusted to Etihad Cargo's care, we have trained staff to guarantee all processes are in line with global regulatory requirements. To ensure



confidence that our commercial activities and ops adhere to the highest standards. They can trust our FreshForward product, which provides fast, simple and efficient features they need from their air cargo partner of choice.

LIVE ANIMALS

Live animals are among the most difficult to transport. Each animal has its own specific needs. To transport them, Etihad Cargo's operators ensure the animals are cared for

IATA-led assessment of Etihad Cargo's dedicated product, LiveAnimals, for animal transportation, and SkyStables, for equine transportation, and our logistics' audit checklist to ensure compliance with standards, and the IATA Live Animals Regulations. The benefits of the certification include improving animal welfare, safety through quality and risk management and enhancing professionalism in handling and shifting live animals in a multimodal environment. The cer-

conditions meet the needs of the live animals, Etihad Cargo offers climate-controlled and pressurised compartments to provide comfort in the hold, and we have temperature-controlled vehicles available to ferry animals. Since all of Etihad Airways fleet in flight is ventilated and temperature-controlled, we ensure the Notification To Captain has been created, so that the right temperature has been set for the journey before departures. ”



“ The recent cut flower trials in South Africa reflected some of the challenges experienced in the value chain. These challenges are not exclusive to South Africa, but are related across the globe. Any disruption experienced during post-harvest handling processes and the cooling and transportation of the product will reduce its shelf life. All aspects of the trade lane from farm to fork needs to be evaluated, including packaging, effectiveness of cooling and disruption in the cool chain

during various modes of transportation and handling processes. The loading and off-loading processes, while unloading and loading on to the aircraft, shows spikes in temperature. The aircraft utilizes a common temperature range that will accommodate all products, goods and animals stored within the compartment. Perishable products must be stored, handled, and transported in a manner that will minimize temperature fluctuations, which will increase product respiration



Vijan Chetty
CCA Board Director and General
Manager, PPECB

and have a negative impact on the products' shelf life. The post-harvest handling processes must be conducted quickly, and the product placed under cooling. Care must be taken not to have the products stored or ferried in sunlight. Care must be taken to ensure it is not placed under conditions wherein it comes under stress. The products must be ferried quickly to the airport and the cooling

trucks must be set at the correct temperatures. The handling of the product during the loading process needs to be reviewed as the time, temperature, tolerance exceeds during this process. Perisha-

Aircraft utilizes a common temperature range to accommodate all products, goods and animals

bles cannot be handled in the same manner as non-perishable items. The increase in respiration rates will result in a reduced shelf life and potential food loss and waste. There is a need for handlers to be trained and made aware of best handling processes.”

“ Airlines, which ferry perishables in EU, must comply with norms to ensure the safety and quality of the goods. These rules are established by the European Union Aviation Safety Agency and enforced by the national aviation authorities. Apart from the special handling process of perishable cargo to ensure goods remain fresh, the authorities focus on the packaging materials and respective

containers that can maintain the suitable temperature and humidity. Audits are extended to the perishable cargo centers. Perishables may be subject to rules related to health and safety, food safety, and customs.

ANIMALS IN HOLD

While transporting AVIH on airlines, it is vital to follow norms to ensure the safety the animal. IATA set these rules.



Joanna Rizou
Aviation Professional/ICF
Transformational Coach and Corporate
Trainer

They are designed to ensure the animals are cared for that minimizes discomfort to them. Today airports are well equipped and animal lounges ensure the wellbeing of animals on arrival/departure or during transit. As per IATA, airline staff are trained in Live

Animal Regulations to ensure all documents, permits cage size, and approvals are available. It is vital to know that under EU norms, the airlines

IATA set these rules. They are designed to ensure they are cared for that minimizes discomfort

comply with strict standards during handling and transport. Failure to comply with these standards can result in penalties, which may include heavy fines, legal actions, and reputational damage.”



“ Attention must be paid to perishables at every step in the last mile fulfillment chain. At the distribution facility, care must be taken to ensure handling and sorting, shelving, and packaging—all within a temperature-controlled environment. The vehicles used to ferry the perishables must have the right temperature-controlled environment too, be it

AI has made it possible for fleet and road conditions help deliveries be made in the shortest time

refrigeration, or the facility to keep the products such as fresh. These temperature-sensitive vehicles should have sensors relaying information in real-time if any issues arise with the heating/cooling systems before the products are damaged. During transport, it



is vital incompatible goods are not mixed: for example, placing products that need to be maintained at room temperature next to a product that is hot. When it comes to transport of perishables, delivery to the end customer becomes quite nuanced as these products cannot be left outside



Agam Garg
General Manager
Yango Delivery

their homes or offices for hours together. Processes must be in place to inform the customers of the exact time of delivery, care of the product so as to ensure its quality must be clearly communicated or enunciated to the customer. In the recent years, the use of Artificial Intelligence (AI) has made it possible for the fleet constraints and road conditions among others to help that deliveries be made in the shortest possible time or on the same day. There are specific trainings and certifications that professionals need to undergo, while man-

aging perishable goods. To cite an instance, the HACCP is an internationally recognized standard that outlines the requirements for the monitoring and control of food safety and ensures that the delivery professionals conform to the best practices, while transporting cargo.”

“ **Regulatory Compliance:** One of the major challenges is adhering to the norms related to handling, transportation, and storage of perishables. This can be complex and time-consuming and requires specialized knowledge and training.

Safety: Dangerous goods, chemicals, and live animals require special handling and transportation to ensure safety of both people and the environment. Since the risk of incidents is high, all safety protocols must be strictly adhered to.

Temperature control: Perishables, such as food and pharma, require temperature



control during transportation to prevent damage. This can be challenging, especially during long-haul transportation, involving modes of transportation and varying temperature conditions.

Supply chain visibility: Maintaining supply chain visibility and tracking the movement of goods is critical to ensure timely delivery, prevent theft or loss, and comply with rules. However, this process can be difficult, while dealing with multiple parties involved in the transportation and storage of these goods.

Infrastructure: In some cases, the infrastructure re-



Saurabh Bhalla
Managing Director,
Air and Sea Logistics

quired to handle and transport these goods may be outdated. This can include issues such as poor storage facilities, options of limited transportation and access to special equipment.

Ferrying chemicals can be time-consuming and requires specialized knowledge and training

Cost: Transporting and storing dangerous goods, perishables, live animals, and chemicals can be expensive. It required special equipment and handling. This can make it difficult to maintain profitability, especially for small businesses.”

“ For air cargo to work effectively, all parties in the supply chain must work together and share data to ensure high quality movements. This is critical when it comes to ferrying dangerous goods and perishables. It starts with clear and workable regula-

As demand for portable electronics rises, there is a growth in global fake market for lithium batteries

tions, which are developed by International Civil Aviation Organization. Perishables fall under state licensing and regulatory authorities focusing on health, certification, and



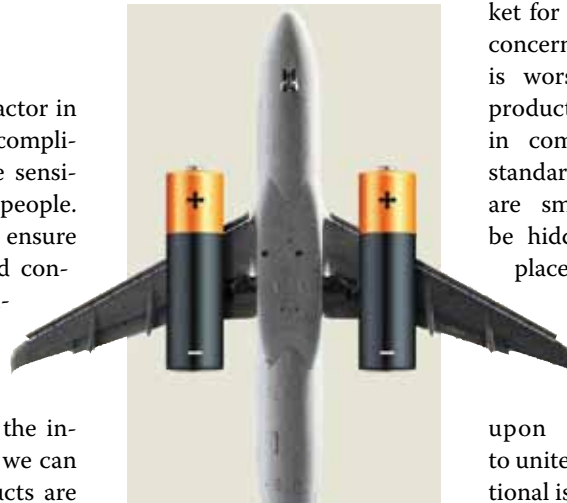
Glyn Hughes
Director General
TIACA

regulations. The key factor in the safe, secure, and compliant transport of these sensitive commodities is people. Training is critical to ensure everyone is aware and conversant with the various applicable needs. With data being used to notify upstream partners of the incoming commodities, we can unite to ensure products are

delivered in the same condition as originally received. The movement of dangerous goods is curbed to ensure defined quantities of approved products can fly on aircraft. Different standards apply to passenger and freighter, recognizing the safety support systems in place. There are regulations that govern packaging, documentation. In

case of lithium batteries, the level to which they may be charged when tendered for transport should be limited. However, there is a concern that has grown of late, which relates to counterfeiting and smuggling.

As the international demand for portable electronics rises, there has been a growth in the global counterfeit market for lithium batteries. The concern for the supply chain is worse: these counterfeit products are not shipped in compliance with global standards, in most cases they are smuggled. They could be hidden inside toys. This places a risk on the supply chain and these fakes have also caused fires. The TIACA has called upon the governments to unite to tackle this international issue.”



“ To manage the risks associated with transporting dangerous goods, Etihad Cargo focuses on three main elements, which are safety, compliance, and training.

Etihad Cargo has a dedicated team for handling dangerous goods and providing 24x7 support to cargo teams

To ensure the process remains safe and secure, Etihad Cargo has reviewed every product classification and placed additional handling requirements or embargoes on the carriage



Aase Omoluabi
Manager Security and Compliance,
Etihad Cargo

of specific dangerous goods. These include, explosives, and radioactive materials, which require approvals before being cleared for transportation. Our compliance monitoring programs are critical to the transportation of dangerous goods. This is part of our robust safety management pro-

gram, which leads to the development of proactive safety measures. As the transportation of dangerous goods can be a technical subject, Etihad Cargo has a dedicated dangerous goods team. This team has six trained persons for handling dangerous goods, providing 24x7 support to ground and cargo teams. To make the booking of dangerous goods efficient, Etihad Cargo has recently enhanced its booking portal capabilities

to enable booking of dangerous goods online. Once the documentation checks are completed, the bookings are confirmed. To accept dangerous goods, we ensure that checks are made on the cargo. This includes checking the packaging and ensuring segregation of the cargo so that it can be ferried safely. We encourage our handling agents to use IATA's automated AI-powered check tool to check goods, prior to acceptance.”



“ The challenge with perishable products is availability of proper facilities to their origin and destination and they are best resolved by working and training with all the stakeholders from who hand-over the material to the particular freight forwarder or airline to transport the goods. Today, there are products that are not chemical based and which extend the life of the produce, but the information of the said products do not reach the right people due to information constraints, costs of wastage/discard is more economical/



Shonak Reshamwala
Executive Director
Defcon ISC Limited

bearable as compared to the introduction of life extending technology.”



Milad Seif
Director, Freight Forwarding,
Momentum Logistics

“ The transportation of dangerous goods, perishable items, live animals, and chemicals, lithium batteries present various challenges that require careful planning and execution. Some of the significant challenges include:

Safety: Safety of people, assets and property and the community have been accorded top priority while transporting dangerous goods, chemicals, and live animals. Specialized equipment and handling processes are required to ensure that the products are transported safely and are not a risk to anyone.

Compliance: Transportation of the dangerous goods, chemicals, and live animals is a subject to numerous regulations. It is essential to comply with these regulations in order to avoid legal and financial consequences.

Packing and documentation: Dangerous goods, chemicals, and live animals

Equipment and handling processes are required to ensure that the products are ferried safely

require specialized packing that can withstand rigors of transportation and protect the products from damage or contamination. The documentation set is important for the logistics chain since the said authorities must be informed about the nature of the particular goods.”

“ When it comes to perishables, one tends to think of only food items. However, there are a lot of medical supplies that fall in this category. We have isotopes, blood and organs and healthcare delivery, which come perishables. In Canada, we have a national healthcare system, which links remote and indigenous communities having a rugged terrain. Canada is a massive country and getting supplies to these regions can be tough. The challenge is in a safe and incremental adoption of regulatory processes and infra for the delivery. So, we have got traditional aviation that can service these markets. Training for these jobs is tremendous. Of late, we are talking about pilot shortage, but with advancements in technology, we can tackle this



Katherine Ayre
Chair, BLG National Aviation
Canada

problem. We are seeing more women and people of different ethnicities take up different roles in the industry. Training to work in remote areas is also important while trying to get these good to remote places. We have pilots who are trained to fly in such conditions.”



Lee Sangyoung
General Manager, Business
Development, Nabla Mobility

“ In my opinion, it is important to support everyone in the transportation of medicines and sensitive items. When you use aviation, airports, the destinations may not have the equal quality of cold chain facilities.

I am concerned with how we can unify the quality of the goods. In this process, it is quite important to maintain

perishable products from the origin destination to the end point. There are many differences in airports; there are also mid-size airports whose capabilities and funds are different. For major hubs they already do. As a person who provides services for

When you use aviation, airports, the destinations may not have the equal quality of cold chain facilities

flight operations it is quite different from ground handling operations. There are not too many trained people in this market. That may be a huge challenge for this field.”

“ In late 2018, we realized the potential of dangerous goods movement and temperature sensitive goods by air freight, so we created top class storage and transportation facilities, which needs specialized skills and compliance

While the goods are in transit warehouses, we notify the customer to make proper arrangements

certifications. Our AEO and GDP certifications in 2019 were a blessing in disguise during COVID, which gave us a platform to perform effortlessly. D-Tox provides end-to-



Rohit Sehgal
Director
Skyways Group

end services to handle toxic and hazardous goods by trained people. This team ensures correct handling, storage and transportation of dangerous goods certified in this category by IATA. While the goods are in transit warehouses, we notify the customer to make proper arrangements for making consignment 'Ready for Carriage.' ”

“ Rhenus India has 31 fully complaint and certified warehouses, with an international standard of EHS. Our warehouses have a latest infrastructure such as PEB stable

The team handling hazardous chemicals is trained to handle and store them in the warehouses

building structure to withstand earthquakes, situated far away from residential areas. The team handling hazardous chemicals is trained to handle and store them. Hazard identification and risk assessment is done regularly. Emergency Response Plan



Marcus Fornell
Director, Warehousing Solutions
Rhenus Logistics India Pvt. Ltd.

and Incident Reporting Systems are in place to manage any possible mishaps. MSDS of each product is studied and reviewed before it comes into our warehouse. The Artificial Intelligence (AI) or Robotics and Internet of Things (IoT) help to ensure efficient and safe operations along with improved overall controls on day to day basis. ”



“ To solve gaps in warehousing and storage, V-Logis has designed a best-in-class chemical warehouse that provides probably the safest and secure supply chain services, including warehousing, inventory management, and apt storage of Haz-Chem.

ChemStore, the warehouse, has a surface area of 2,18,350 square feet. Storing hazardous chemicals include proper container selection, storage



Ronak Shah
Executive Director, V-Trans India Ltd,
CEO V-Logis

location, segregation and separation, storage temperature, spill containment and emergency response, personnel training and safety, and regular inspections and maintenance, among others. Artificial Intelligence (AI), Machine Learning (ML), Blockchain, Robotics, and automation play an important role in ensuring safety and security in the warehouse. There is also a tie-up with a nearby hospital and an ambulance service

AI, Blockchain, ML, robotics, and automation play an important role in ensuring safety and security in warehouses

to provide help in case of incidents/accidents. ”



Minimizing disputes in warehousing & storage

From compliant inventory to ensuring there is plenty of space to pick, sort, and assemble, square footage of warehouse is a challenge. When a firm is hoarding stock, it can be difficult to establish warehouse management system. We speak to some leaders to see how they have overcome hurdles.

 Abigail Mathias

“With more time for essential tasks and a higher rate of accuracy, using robots in warehouses goes a long way toward enhancing human efficiencies and making processes smarter. Warehouse automation offers clear benefits when it comes to reliability. Switching from a two-shift operation to a three-shift one is possible at any time, too, allowing the companies to respond flexibly as the orders peak during the holiday season.

Many people have the mindset of the warehouse automation working only for a specific product or industry. However, post the workforce shortage during the pan-



David Dronfield
General Manager
Swisslog Middle East

demic, the use of robotics in warehousing industry plays a significant role for many industries such as e-grocery, retail, food, beverage, pharmaceuticals, healthcare, and manufacturing.

The warehouse automation market is estimated to be around US\$19.78 billion in 2023. As per latest report by Ken Research, the UAE warehouse automation market may grow at CAGR of 13.4 per cent and may generate US\$550 million by 2026 driven by the demand for e-commerce sector and rapid integration of automation tech to support market growth.

One of the examples of warehouse automation is of a goods-to-person dynamic picking systems when high performance and maximum productivity are required. Goods-to-person picking is characterized by maximum reliability and by being employee-friendly.

UAE warehouse automation market may grow at CAGR of 13.4% and generate US\$550 million by 2026

User-friendly workstations prevent order pickers from lifting heavy items or bending over a lot. At Swisslog, we believe robotics transform warehouse ops. Mobile, intelligent robots address pressing issues warehouse ops face, like the need for greater productivity and throughput. ”

“ Etihad Cargo works with a network of trusted ground handling partners across our global network to ensure quality standards are maintained throughout the cargo’s journey. Organizations that own and operate warehouse and storage facilities play a vital role in today’s global supply chain, and any challenges experienced have the potential to impact all stakeholders, including shippers, carriers, and consumers. It is essential the stakeholders work together to address these challenges through the power of partnerships and collaboration.

We work closely with ground handling partners to manage evolving needs and market conditions with agility. To ensure our partners align with our commitment to meeting our delivery promises, we manage our suppliers through contracts and service level agreement framework,



Thomas Schürmann
Head of Cargo Operations & Delivery
Etihad Cargo

which enable us to track performance against KPIs. Etihad Cargo maintains quality control through continuous audits and inspections. These help us to work with our ground handling partners to identify any challenges, make recommendations, and implement solutions. This approach enables us to provide stable service levels. Of late, a trend impacting warehouse ops is labor shortages, com-

bined with knowledge gaps. As the air cargo sector ramps up again, there is a shortage of experienced staff. To achieve a stable talent base, firms are implementing talent acquisition strategies. In addition to the campaigns, they are offering incentives to join and invest in staff training and development to enable long-term growth. Strengthening today’s talent pool, these strategies create recruitment and retention pipeline, so experienced warehouse workers stay within the sector.

The upside of this is it has eased congestion in the main hubs as they handle less cargo, which is being routed to more destinations. We are working with our partners to standardize operations, making it easier for warehouses to ramp up operations, which is good for all stakeholders in terms of cost efficiencies and safety.

A shift in consumer demand and product portfolios is another challenge warehousing is currently facing. We have seen an uptick in demand for e-commerce, including next-day deliveries, and additional requirements and standards for specialized products,

Etihad Cargo work closely with ground handling partners to manage evolving needs and the market conditions

such as pharmaceuticals. Digitalization presents a solution, with automation and data-driven decision-making offering efficiencies and optimized performance. ”

“ Three of the major issues of the warehousing industry today are the evolution of WMS to keep up with the changes in the market, re-vamping the existing storage system to operate efficiently

To cope with changes in customers’ needs, warehouses should modify or replace their existing storage

in the warehouse, and costly integration of Artificial Intelligence (AI) systems and automation tools.

Evolution of warehouse management systems (to keep up with the changes in the market:

Several WMS run in legacy B2B operations. However, increase in e-commerce after COVID calls for the integration of B2C features and processes, crucial to cater to the sector’s needs. This leads to a dilemma of whether the industry needs to work on two warehouse systems, which leads to inefficiency or upgrade the existing system to keep up, which is expensive.

Revamping the existing storage system to operate efficiently and optimize warehouse space:

To cope with the changes in customers’ needs, warehouses should modify or



Saajin Salim
CEO
Total Freight International

replace their existing storage system. However, this is where the challenge comes in. Apart from being costly, it requires careful planning. Warehouses need to consider how the modifications can impact their existing ops

and other structures, such as the proper positioning of fire sprinkler systems. Poor planning can impact their operational efficiency and space utilization strategy.

Costly integration of AI systems and automation tools:

Although the growing AI and automation systems offer groundbreaking opportunities, they present equally challenging scenarios. Upgrading to AI systems and automation tools is a costly affair. This creates difficulty in finding the middle ground on whether to work on existing systems or upgrade abruptly to new infra and tech. Hence, providers must offer a hybrid solution that allows warehouses to adopt these upgrades in phases.”

“ The warehousing industry in the Middle East and GCC has experienced growth over the years, driven by sectors such as e-commerce, healthcare, retail, and oil and gas. The total logistics market in the MENA region may reach US\$400 billion by 2025, up from US\$250 billion in 2019. At Ajex, we are at the forefront of this growth, with a focus on developing new warehousing facilities and advanced, customizable solutions to meet the needs of our customers.

Healthcare is one of the main drivers of growth in the industry in the region. We have responded to this trend by providing our customers with specialized cold chain capabilities and we are expanding



Fahad Al Salhi
Chief Solutions Officer
AJEX Logistics Services

ilities by next year.

We are proud to be a part of the increase in warehousing space from 56 million sq. mts. in 2020 to 76 million sq. mts. by 2025 across GCC countries. Warehousing has faced several issues over the

companies operating across multiple countries. Compliance with rules and obtaining necessary permits can be time-consuming and costly affair, which can impact the efficiency of warehousing ops. We support our customers in overcoming these hurdles with our customs clearance gateways for sea, air, and ground, which provide some of the fastest transit times across GCC. Our warehouses ensure that customers' goods are stored and transported in compliance with all necessary regulations such as SFDA, ISO 9001 and EU GDP.

Another challenge is the shortage of skilled labor, particularly in fields such as automation and robotics. This

The hot temperatures in the Middle East and GCC can pose challenges for maintaining the ideal conditions for storing and handling goods. At our company, we specialize in the handling and transportation of cold-chain goods such as healthcare and pharma. Our temperature-controlled warehousing, combined with our use of advanced technology, allows us to provide live temperature control and monitoring for our customers for each facility and each individual pallet. We are also working to

We are also investing in expanding our warehousing facilities such as our expansion in Jeddah

encourage more youth to join the industry and support their skills and development training through initiatives such as our support for the Saudi Logistics Academy.

In Saudi Arabia, we are expanding our warehousing facilities to support the Kingdom's Vision 2030 objectives, which aim to diversify the economy and reduce dependence on oil. COVID had speeded up the shift towards e-commerce, with more Saudi consumers shopping online and trusting digital payments. By investing in new facilities across the Kingdom, we are positioning to meet the needs of e-commerce, healthcare, retail and oil and gas sectors and support the Kingdom's growth objectives.”



to include frozen storage too. Our warehouses are certified according to local and international industry regulations, and our skilled and government-certified team meets the highest industry standards. We are also investing in expanding our warehousing facilities to meet the growing demand in the region, such as our expansion in Jeddah to double our warehousing fa-

years. Customs and regulatory issues, and a shortage of skilled labor are some of the challenges that the industry has faced. The extreme temperatures, especially during summer, can pose challenges in maintaining conditions for storing and handling goods.

The customs and regulatory environment can be complex, particularly for

can result in operational inefficiencies and increased costs for companies. We are working to encourage the youth to join the warehousing industry and impart them training through initiatives, with our support for Saudi Logistics Academy. By providing specialized logistics training for fresh graduates, we hope to create the next generation of logistics leaders.

“ The UAE’s warehousing industry has undergone a change in product storage handling due to global changes. The demand increased for new product categories such as vaccines or food. Some of the challenges include cold storage, ineffective policies that need to be adhered to, high maintenance costs, issues with suppliers and providers and improper infrastructure of the cold chain as it is still in the growth phase in the country.

But about the industry, the challenges are inaccurate inventory management, which lead to shortages in the stock, lower productivity, and revenue losses. Another challenge is service providers need to



Dina Awad
Senior Business Development Manager
Milaha, Qatar Navigation

use the warehouse space adequately to avoid profit losses. we noticed recently the increased labors costs due to the shortage of skilled staff.

Time management is essential when it comes to warehousing

ops because it ensures efficiency, productivity, and profitability. Managing the customers’ expectations is another challenge we must highlight; customer demands are growing fast, and they now expect shorter shipping times, 100 per cent order accuracy, and excellent customer service levels. And when these expectations are not met, it can lead to service level failure. Bear in mind the importance of monitoring safety measurements, managing possible risks, and controlling quality levels.

As the region strives to accelerate progress towards a gender balanced workforce, Amazon outlined its paid parental leave policy that benefits all

employees across UAE, Saudi Arabia, Egypt, and Jordan, who have become new par-

Management of time is a must when it comes to warehousing ops for it ensures, efficiency and profitability

ents, regardless of gender. The inclusive policy offers both parents who have completed one year of service, paid parental leave for up to six weeks within the first year following the birth of a child.”

“ Usually, warehouses use different modes to transport perishables. It usually depends on the type of product, the required temperature

For warehousing ops, location, WMS, optimum workforce, cost management, safety are very important

range, and the distance it needs to be transported. Common modes are refrigerated trucks where temperature can be adjusted as per needs of the product, and the truck can be loaded and unloaded quickly to ensure the items remain fresh. Reefer containers with similar functions can be used in trains, ships, and trucks too. Proper packaging is an important factor. Warehouses use advanced inventory management systems to track the temperature and shelf life of perishables.



Prashanth Balakrishnan
General Manager
Orient Cargo

This is important as it helps to make sure that the product’s shelf life is optimized.

To run successful warehousing ops, a few points are important. Location, WMS, technology, optimum workforce, cost management, safety, and transport management are the key factors. The location of the warehouse is referred to the proximity to the hubs, vendors, and end users. Having the right WMS tech and managing and tracking the inventory is important. The warehouse must be safe in terms of having all the safety proofs against accidents, fire among others. The workforce must be trained to handle safety functions. Skilled labor is very important to execute the functions in a timely manner.”



“ Amazon emphasizes on providing its employees with options to balance their professional and personal commitments. Our parental leave policies are another step to unleash the full potential of every person, regardless of gender. Achieving gender balance in the workplace is critical for the region’s economic growth and the key to creating a thriving and sustainable society. Amazon supports its employees back to its office sites across MENA. The poli-



Ronaldo Mouchawar
Vice President
Amazon MENA

cies underscore Amazon’s continued commitment to assist working parents in creat-

also provides a “Ramp-Back” program that offers primary caregivers eight consecutive

First and foremost, we believe achieving gender balance in the workplace in Amazon is critical for the region’s economic growth

ing the right harmony between home life and work life. As part of a broader benefits package for new parents, it

weeks of flexibility and partial work hours as they adjust to work schedules as new parents.”



“ With the surge of e-commerce businesses over the past few years in the Middle East, while its probably one of

quality warehousing spaces in the mainland area such as Al Quoz, Ras Al Khor among others. Consumers expect a delivery to be fast—on the

There is still a big gap between the skilled physical labor and the one with the technology know-how

the most exciting times for the warehousing business, it does present its own set of challenges.

One of the biggest challenge right now, is the high rentals and the scarcity of good

next day or same day—but due to high cost of real estate, businesses cannot afford these warehouse spaces.

Another challenge is the shortage of labor, particularly skilled workers, in the



Suchit Sehgal
Managing Director,
MEA Logistics Plus

cesses, reduce errors, and improve inventory accuracy. There is still a big gap between the skilled physical labor and the one with the technology know-how resulting in higher costs and reduced productivity.

This is where Logistics Plus, a global supply chain company, with its in-house Warehouse Management systems, trained and efficient team and a fully integrated 3PL facilities in mainland Dubai and parts of Saudi is helping SME businesses grow seamlessly and reach their clients faster and effectively.”

warehouse industry. Automation and digitalization is increasing and warehouses have to streamline their pro-

“ While the global warehousing sector is still rebounding from the COVID, it seems that each year brings new disruptions, as if disruptions are now the default option for businesses. The warehousing and storage industry faces many challenges, internal and external, that can impact its efficiency, profitability, and success. From rising energy costs to the ongoing

The globalization of trade has created new opportunities for the industry, but it has also brought new challenges

geopolitical conflict, the potential economic recession, the digital revolution, and pressure to meet environmental goals need to think about what the industry's next step and what the future holds for warehousing management.

POTENTIAL GLOBAL RECESSION

We should be realistic about the present global context of the potential global recession and how its effects extend to include the warehousing industry.

The potential recession can result in a decreased demand for goods and a slowdown in global trade, which can reduce the volume of goods being stored and shipped. This reduction in demand might lead to price competition and lower profitability for companies operating in the industry.

So, businesses in the industry should first diversify their customer base and reduce their dependence on any single market. Optimizing supply chains and eliminating inefficiencies are now a must. Investing in tech can reduce reliance on labor and maintain profitability.

E-COMMERCE, AI EXPLOSION

The rise of online shopping has led to an increase in the need for faster delivery. Consumer expectations are now higher than before. With the presence of giant e-commerce firms such as Amazon, the challenges facing warehousing and inventory management increase by placing pressure on volume and speed. Expectations about next-day delivery and same-day delivery can pose significant challenges.

The AI revolution also poses challenges that companies must address to remain competitive. One of the main one is potential impact on the workforce. As more advanced



Sandis Zālītis
Marketing Project Manager
Vervo Group

automation systems and robotics are introduced, firms need to retrain or reduce their workforce. They must consider the costs of acquiring and maintaining AI and potential disruption to operations during the implementation phase. The circular economy model is based on reusing, repairing, refurbishing, recycling, and remanufacturing materials, and products to achieve resource productivity and reduce waste going to landfills. The challenge for the warehousing and storage industry is to adapt their operations to support this shift towards circular supply chain management.

One strategy that warehouses can use to support circular supply chains is to redesign their reverse logistics and returns management processes. Another challenge is that returns management is current-

ly the top operational challenge for warehouses, as per a study by Zebra's Warehousing Vision Study.

The challenge is to transform existing structures to support circular concepts such as reuse, repair, or renting on a larger scale, which requires a shift towards sustainable logistics processes and circular supply chains. As sustainability is visible in countries such as the UAE, where businesses' efforts should be aligned with the sustainable vision of the UAE Government.

DIVERSIFYING OPS IN GLOBALIZATION

The globalization of trade has created new opportunities for the industry, but it has also brought new challenges. The complexity of global supply chains coupled with ongoing geopolitical tensions has made it difficult for firms to manage their ops. So, firms are investing in advanced supply chain management systems that provide real-time visibility. Labor shortages are a challenge in the UAE, as it relies on foreign labor to fill manual labor positions. However, the government has implemented policies to encourage the hiring of Emirati nationals, and the UAE is exploring the use of automation and robotics in its warehouses. The growth of e-commerce is more than evident in the UAE. ”



Cargo airline enhances customer experience

Etihad Cargo has enhanced its online booking portal as part of its digitalization strategy. Customers can book hazardous goods, animals, and custom feed among others within the dashboard. This is the latest step by the airline to make online booking as seamless as possible.

CT Bureau

Etihad Cargo has expanded the capabilities of its online booking portal as part of its ongoing digitalisation strategy. In the latest development, Etihad Cargo has introduced online pet shipment bookings for dogs and cats, online dangerous goods bookings among others.

Traditionally, booking pet shipments required customers to send documents via email. Following the launch of the online pet shipment booking feature, its customers can book shipment of dogs and cats via the online booking portal, making the booking process easier.

Therefore, booking dangerous goods via the enhanced online booking portal has been simplified. Etihad Cargo's booking portal now enables the capture of UN numbers, an internationally recognized classification that identifies hazardous substances in the international shipping.

“Since the launch of Etihad Cargo’s enhanced online portal, the carrier has continued to launch new features that are making it easier for customers to make bookings,” said Martin Drew, Senior VP, Global Sales & Cargo, Etihad Airways. “Expanding the capabilities of the booking portal to include the booking of pets and dangerous goods shipments via the portal is the latest step by the carrier in making the booking process as seamless as possible, while helping the customers to ensure the compliance of their cargo with international regulations.”

The new custom feed in the customer dashboard within the portal will improve the customer experience thus enabling Etihad Cargo to customize the content it shares with customers. In addition to sharing information on green lanes and updates, the custom feed will show relevant offers and campaigns,



making it easier for customers to access information relevant to their sector or region.

The special features launched as part of the digitalization strategy complement past updates saw the carrier introduce a more streamlined booking process enabling users to create and confirm a booking within a mere 45 seconds. More enhancements planned by Etihad Cargo include features focused on specific documents and validations by origin and destination. 🚚


The special feature added by the airline after the past updates will make online booking faster—within 45 seconds



Global air cargo demand begins on weak note: IATA

Global cargo capacity rose by 1.4% in February 2023 compared to January 2022. This was the first YOY growth in capacity since October last. Uptick in ACTKS reflects recovery of belly capacity in passenger airlines offsetting decline in international capacity offered by dedicated freighters.



 CT Bureau

The International Air Transport Association (IATA) released data for January 2023 in February international air cargo markets showing that air cargo demand declined as economic headwinds persist.

Global demand, measured in cargo tonne-kilometers (CTKs), fell 14.9 per cent as compared to January 2022 (-16.2 per cent for international operations). Capacity (measured in available CTAs) was up 3.9 per cent in January against January 2022. This was the first year-on-year

growth in capacity since October 2022. International cargo capacity increased 1.4 per cent compared to January 2022. The uptick in ACTKs reflects the strong recovery of belly capacity in passenger airline markets offsetting a decline global capacity offered by dedicated freighters.

Factors in operating environment:

- The global new export orders component of the manufacturing purchasing managers index (PMI), a leading indicator of cargo demand, increased in January for the first time since October 2022. For major economies, new

export orders are growing, and in China and the US, PMI levels are close to the critical 50-mark indicating that demand for manufactured goods from the two largest economies is stabilizing

- Global goods trade decreased by 3.0 per cent in December, this was the second monthly decline in a row
- The Consumer Price Index (CPI) for G7 countries decreased from 7.4 per cent in November to 6.7 per cent in January. Inflation in producer (input) prices reduced by 2.2 percentage points to 9.6 per cent in December

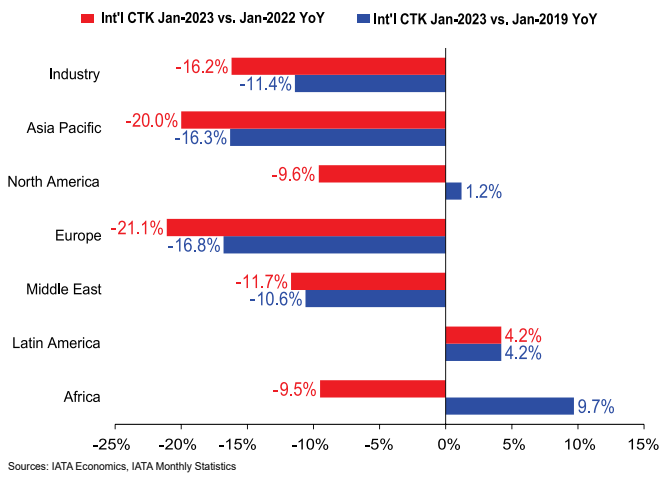


Willie Walsh
Director General
IATA



YoY growth in international CTks by region

International CTk growth (airline region of registration)



“With January cargo demand down by 14.9 per cent and capacity up by 3.9 per cent, this year began under some challenging business conditions. That was accompanied by persistent uncertainties, including the Russia-Ukraine war, inflation, and labor shortages. But there is ground for some optimism about air cargo. Yields remain higher than pre-pandemic. And China’s much faster than expected shift from its zero COVID policy is stabilizing production conditions in air cargo’s largest source market. That will give it a much-needed demand boost as companies increase their engagement with China,” said Willie Walsh, Director General, IATA.

JANUARY REGIONAL PERFORMANCE

Asia-Pacific airlines saw their air cargo volumes decrease by 19 per cent in January 2023 compared to the same month in 2022. This was an improvement in performance compared to December (-21.2 per cent). Airlines in the region continue to be impacted by lower levels of trade and manufacturing activity and disruptions in supply chains due to the residual effects of COV-

ID curbs imposed by China. Additionally, the positioning of the Lunar New Year would have impacted cargo volumes in January. Available capacity in the region increased by 8.8 per cent compared to January 2022. North American carriers recorded an 8.7 per cent decrease in cargo volumes in January 2023 compared to the same month in 2022. This was a slight decrease in performance as compared to December (-8.5 per cent). Capacity in-

creased 2.3 per cent as against January 2022.

European carriers saw the weakest performance of all regions with a 20.4 per cent fall in cargo volumes in this January compared to the same month in 2022. This was a decrease in performance compared to December (-19.4 per cent). Airlines in the region continue to be the most hit by the Russia-Ukraine conflict. Capacity fell by 9.3 per cent in January 2023 compared to January 2022.

Middle Eastern carriers experienced a 11.8 per cent YOY decrease in cargo volumes in January 2023. This was an improvement to the previous month (-14.4 per cent). Capacity rose 9.6 per cent compared to January 2022. Latin American carriers reported a 4.6 per cent rise in cargo volumes in January 2023 against January 2022. This was the strongest performance of all regions, and a vital improvement in performance compared to December which saw no growth. 📈

The Middle Eastern carriers experienced a 11.8 per cent year-on-year decrease in cargo volumes in January 2023

Air cargo market in detail - January 2023

	World share 1	January 2023 (% year-on-year)				January 2023 (% ch vs the same month in 2019)			
		CTK	ACTK	CLF (%-pt)2	CLF (level)3	CTK	ACTK	CLF (%-pt)2	CLF (level)3
TOTAL MARKET	100.0%	-14.9%	3.9%	-9.9%	44.8%	-11.0%	-6.7%	-2.2%	44.8%
Africa	2.0%	9.5%	-1.8%	-3.8%	43.9%	8.6%	-12.5%	8.5%	43.9%
Asia Pacific	32.4%	9.0%	8.8%	-15.5%	45.2%	18.9%	-9.6%	-5.2%	45.2%
Europe	21.8%	0.4%	-9.3%	-7.5%	54.1%	16.0%	-21.6%	3.6%	54.1%
Latin America	2.7%	4.6%	34.4%	-9.3%	32.5%	-1.5%	-4.7%	1.0%	32.5%
Middle East	13.0%	-11.8%	9.6%	-10.0%	41.1%	10.7%	-3.5%	-3.3%	41.1%
North America	28.1%	-8.7%	2.3%	-5.1%	42.3%	2.4%	7.6%	-2.2%	42.3%
International	86.8%	-16.2%	1.4%	-10.4%	49.4%	1.4%	-10.1%	-0.7%	49.4%
Africa	2.0%	-9.5%	-2.7%	-3.4%	45.3%	9.7%	-11.9%	8.9%	45.3%
Asia Pacific	29.7%	-20.0%	2.0%	-14.8%	53.9%	16.3%	-13.4%	-1.9%	53.9%
Europe	21.4%	-21.1%	-10.6%	-7.5%	56.1%	16.8%	-22.8%	4.0%	56.1%
Latin America	2.3%	4.2%	42.3%	-13.7%	37.3%	4.2%	2.8%	-1.9%	37.3%
Middle East	13.0%	-11.7%	9.8%	-10.1%	41.3%	10.6%	-3.4%	-3.3%	41.3%
North America	18.4%	-9.6%	2.5%	-6.2%	46.2%	1.2%	3.5%	-1.0%	46.2%

1% of industry CTks in 2022 2Change in load factor 3Load factor level

Note: the total industry and regional growth rates are based on a constant sample of airlines combining reported data and estimates for missing observations. Airline traffic is allocated according to the region in which the carrier is registered; it should not be considered as regional traffic. Historical statistics are subject to revision.



Strong cargo capacity likely in April: TIACA

Global air cargo capacity, increased for the eleventh consecutive month in February 2023, compared to 11% in January 2022. Global average air freight spot rate of US\$2.73 per kg dropped -35% YOY but remained over 52% ahead of 2019, says **Niall van de Wouw, Chief Airfreight Officer, Xeneta**.

 Abigail Mathias



Niall van de Wouw
Chief Airfreight Officer
Xeneta

Global air cargo volumes fell by as much as -4 per cent year-on-year in February 2023 as available cargo capacity rose above the pre-pandemic level for the first time in four years, according to the latest weekly market analysis from CLIVE Data Services, part of Xeneta.

International air cargo capacity increased for the eleventh consecutive month in February, up 11 per cent in the same

period last year. The global average air freight spot rate of US\$2.73 per kg declined -35 per cent year-on-year but remained over 52 per cent ahead of 2019.

Niall van de Wouw, Chief Airfreight Officer, Xeneta, said the latest data means it is time for the industry to let go of pre-pandemic comparisons and to acknowledge a new baseline for air cargo market growth. “The CLIVE Data Services was one of the first industry analysts to bench-

mark data versus the pre-pandemic level because a comparison was needed at the time to accurately measure air cargo’s performance. But the fascination and rhetoric around airfreight rates going back to the 2019 level needs to be replaced based on the inflationary components we now see. Name me a service or product that you have acquired four years ago that you are still paying the same price for now? The air cargo industry should now be focused on where growth is going to



be seeing zero overall growth for general air cargo by later in the year.”

The market, he said, will be especially tough for the cargo handlers, which are dependent on the input of volume. To mitigate the noises created by the early Lunar New Year this year, CLIVE's latest global chargeable weight data has also been calculated based on January and February figures. This showed a -6 per cent year-over-year drop in the first two months of 2023. Global average dynamic load factor, measuring cargo load factor by considering both volume and weight perspectives of cargo flown and capacity available, stood at 57 per cent in February, down 8 percentage points in the same month last year.

come from, because the general air cargo volumes have seen a negative growth for four years. Based on the first two months of 2023 it is still -8 per cent in terms of chargeable weight compared to four years ago,” he said. He also added that 2019 was a relatively weak year for the global air cargo after a buoyant 2018.

He said, “The volumes are not there, flights are less full, and more capacity will be coming in April as summer flight schedules commence, so I do not see fundamental changes that will help the current market conditions. There is a hope and expectation of cargo volumes increasing in Q3 2023 as companies restock, but when I talk to shippers, I do not hear anyone saying they are going to ship more airfreight. If restocking does come, many shippers will look forward to using cheaper modes of transport. From where we are now, even if there is a boost, we might still

Labor shortages and industrial action continued to present challenges for the global air cargo industry. The recent strikes in airports across Germany on 17 February impacted the cargo capacity. Outbound Frankfurt cargo capacity on Friday 17 February fell by 60 per cent as against the earlier week. The air cargo market often sees a surge of flower shipments two weeks prior to Valentine's Day, as was the case this year, but to different trade lanes. Users were hit by the cost-of-living crisis due to high

Global summary of the general air freight market in January 2023			
	Dynamic load factor		
Region	Jan '23	vs Jan '22	vs Dec '22
	Abs. in %	Change in p.pts	Change in p.pts
Global	54%	- 6.8%	- 3.4%
Outbound:			
Asia Pacific	65%	- 11%	- 2.4%
North America	48%	- 3.2%	- 3.9%
Europe	60%	- 4.3%	- 7.1%
Middle East & Central Asia	52%	- 6.1%	- 1.9%
Latin America	49%	- 14%	+ 0.2%
Africa	46%	- 2.5%	- 1.6%

Source: CLIVE Data Services, now part of Xeneta

transportation, fertilizer and labor costs, which dampened cargo volumes from Kenya and Ethiopia to Amsterdam, for example. These were below the levels seen in three of the past four years. However, inflation appears less to be less felt by USA consumers as flower cargo volumes from Colombia and Ecuador to Miami stayed strong, outperformed the past four years.

From APAC to Europe, the average spot rate was US\$3.84 per kg in February, down -9 per cent from last month and -48 per cent from a year ago but remained 74 per cent above the pre-pandemic level. At a

Users were hit by the cost-of-living crisis due to high transportation, fertilizer and labor costs, which dampened cargo volumes





sub-region level, the February spot rate from Southeast Asia to Europe fell a considerable -63 per cent from last year to US\$2.68 per kg, only 38 per cent above the pre-pandemic level, while the spot rates from China and other North-

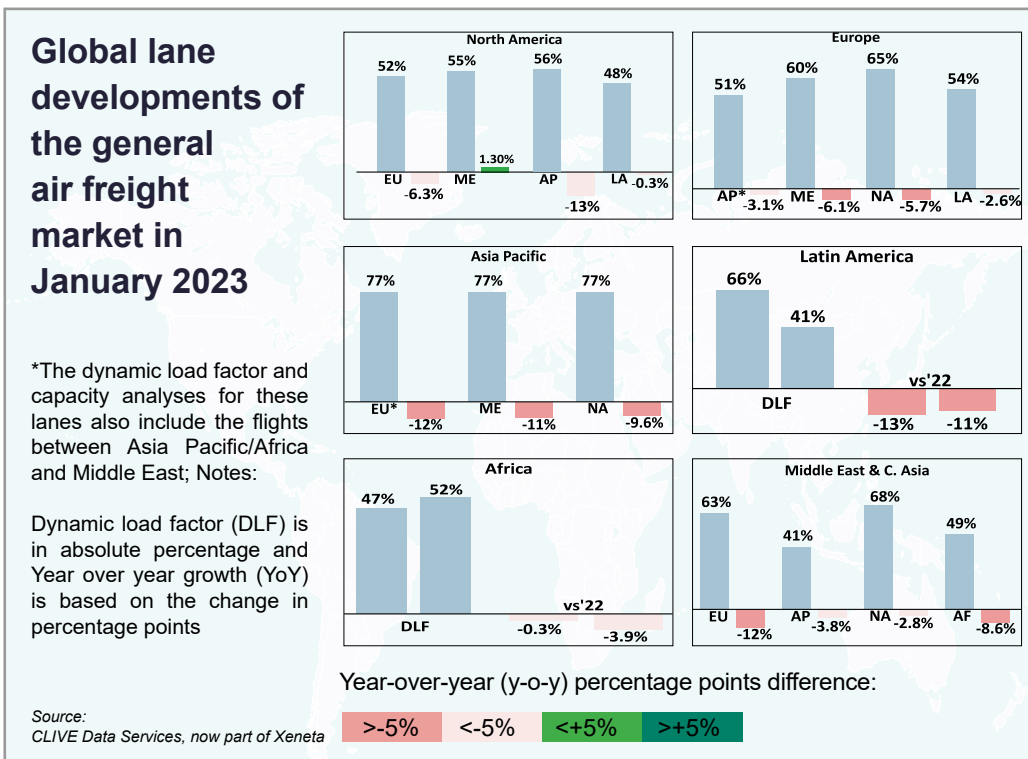
east Asian regions (such as Hong Kong, Japan and South Korea) remained elevated at US\$3.93 per kg and US\$4.75 per kg, respectively. Due to capacity shortage and increased operating costs on these lanes, spot air freight rates were

80 per cent and 93 per cent above 2019.

The APAC to North America spot air freight rate of US\$4.42 per kg in February was down -6 per cent from last month and -60 per cent from a year

ago. In comparison to inbound Europe, the spot rate from APAC to North America was only 47 per cent above the pre-pandemic level. As the closure of Russian airspace has limited impact on this corridor, spot air freight rates from North-east Asia i.e. China and South-east Asia were US\$4.34 per kg and US\$3.70 per kg, respectively, reflecting 42 per cent and 18 per cent above 2019. But outbound China spot rate remained high at US\$5.22 per kg, up 73 per cent on 2019 level.

On the Europe to North America corridor, the average spot air freight rate of Februarys was US\$2.88 per kg, posted a fall of -6 per cent from last month's level and -40 per cent from a year ago, but remained at 42 per cent on the pre-pandemic level. "The stabilizing market is creating a new baseline. It is time to let go of 2019 comparisons, and we will now reflect this in our own weekly data analysis from March 2023," said van de Wouw. 🚀



Four-day **trade show** for air freight industry

Leading experts, analysts and representatives of the air cargo sector from across the world will come together under one platform to interact and discuss significant themes affecting their businesses at the air cargo Europe 2023, to be held in Munich. It is dedicated to solving issues vexing the industry.

 CT Bureau

Air cargo Europe is an international gathering for the global air freight industry. Since 2003, it has been held every two years in Munich. This year it will be held from 9-12 May this year. There will be change in the venue.

Considered the leading platform for global networking in the air freight industry, this trade show offers innovative, systems, and tech and a wealth of expert knowledge. The expo is part of transport logistics, the world's leading trade fair for logistics, mobility, IT, and supply chain management. air cargo Europe provides an opportunity for air freight fraternity to meet and interact.

The trade show offers its conference program dedicated to air cargo issues. Leading experts, and analysts from across the world and top industry representatives will come together to discuss key themes affecting their business. Participation in all lectures and discussions is free of cost to exhibitors and visitors. The decision-makers from around the globe look to the show, which is part of transport logistic, the world's leading trade fair for logistics, mobility, IT, and supply chain manage-



ment. Visitors are responsible at C level for logistics chains in industry and commerce. They are interested in: services related to freight transport and logistics, equipment for freight transport by road, rail, water and air, intralogistics, warehouse management systems, auto-ID and packaging and IT, telematics, e-business, telecommunications.

air cargo Europe is integrated into transport logistic—the world's leading trade fair for logistics, mobility, IT, and supply chain management. Every two years, experts from around the world gather at Munich to network and stay updated with the latest developments. Do not miss out on

this opportunity to be a part of the conversation to drive the industry's future.

At the air cargo Europe, visitors will gain an overview of technologies and systems across all modes of transport. They will learn everything about developments, trends and solutions that make supply chains sustainable, efficient and secure. As part of Trend Index for transport logistic, being held during this year's conference, 2,500 service providers, shippers and suppliers gave their assessment of the situation in an online survey in January. Some of them are pessimistic about the future, but said the air cargo industry is in a robust position. 🍷

Every two years, industry leaders from across the globe gather in Munich to network and stay updated with the latest developments



UAE and Ukraine review progress of CEPA talks

Agreement presents new roadmap to boost trade exchanges, provide more investment and trade opportunities for UAE and Ukrainian business communities. UAE is Ukraine's second largest GCC trade partner as of 2021 and non-oil trade between two nations exceeded AED1.4 billion in 2022.

 CT Bureau

His Excellency Dr. Thani bin Ahmed Al Zeyoudi, Minister of State for Foreign Trade, held a meeting with Yulia Svyrydenko, First Deputy Prime Minister and Minister of Economic Development, Trade and Agriculture of Ukraine; and Taras Kachka, Ukraine's Deputy Minister of Economic Development, to discuss the latest developments for a Comprehensive Economic Partnership Agreement (CEPA) between

the UAE and Ukraine. The meeting took place at the Ministry of Economy headquarters in Dubai.

The meeting also explored strengthening of trade cooperation in the fields of mutual cooperation—real estate, transportation, energy, agriculture, technology, manufacturing industries and retail trade—and to open new avenues for investment exchanges.

During the meeting, His Excellency Al Zeyoudi empha-

sized the importance of the UAE-Ukraine relations, supported by the shared aspirations of both the leadership of both countries. Building on these, the UAE announced the launch of preliminary talks to sign a CEPA with Ukraine in December 2022.

His Excellency Al Zeyoudi said, "The agreement presents a new roadmap to boost trade exchanges, provide more investment and trade opportunities for the UAE and Ukrainian business communities, and



foster cooperation in various economic fields, especially infrastructure, heavy industries, aviation, IT and food security”

His Excellency added, “The two countries boast strategic geographical locations through which the world can access markets in Europe, Africa and Asia. Besides, both the markets have significant investment capabilities and economic potential.” Highlighting the UAE’s desire to strengthen its economic and trade partnership with Ukraine, His Excellency said it will contribute to the sustainable development of both economies.

His Excellency Al Zeyoudi apprised the Ukrainian Minister of the UAE’s achievements and the country’s success in building an investment and environment replete with opportunities and capabilities that encourage the private sector’s growth and prosperity. About the UAE’s efforts to set up partnerships with selected key markets, His Excellency Al Zeyoudi highlighted the sign-

ing of four CEPAs till date—with India, Israel, Indonesia, and Turkey. These efforts fall in line with the UAE wise leadership’s vision to bring a new economic model characterized by enhanced openness, competitiveness, knowledge, and innovation.

The meeting also saw His Excellency Al Zeyoudi elaborate on the role of the NextGenFDI initiative in enhancing the country’s attractiveness for FDI by attracting leading global companies to its markets. The initiative continues to attract global companies operating in the sectors of technology, advanced applications, and digital solutions to the UAE. This is strengthening the UAE’s position as a leading global hub for business, investment and innovation, adding more value to the growth and sustainability of the national economy.

His Excellency Al Zeyoudi said, “NextGenFDI presents an opportunity for the Ukrainian companies to relocate, in-

vest and expand in the UAE in new economy sectors such as technology, AI, and digital payments.” He explained that the initiative offers advantages and incentives to facilitate the relocation of companies to the country. This kind of support expedites their establishment in the UAE as it includes commercial and residential rental incentives; easy processing of licenses and visas, including golden residency, and financing thus ensuring a seamless transition for their management and employees.

The procedures for setting up businesses have been simplified in such a way that amplify the UAE’s position as a destination of choice for businesses and investments, said H.E. Al Zeyoudi reviewing the indicators and markers of the country’s economic growth that exceeded the expectations of global institutions. Prominent among these include the UAE’s non-oil foreign trade crossing the AED 2.2 trillion mark in 2022 for the first time in its history and an unprecedented 8.5 per cent GDP growth at constant state prices in H1 2022. Following these developments, the UAE Central Bank raised its expectations for real GDP growth to reach 7.6 per cent by last year-end, and 3.9 per cent in 2023.

Yulia Svyrydenko said, “The trade and economic ties between the UAE and Ukraine are founded on fruitful cooperation and they continue to grow in various fields.” She pointed out the meeting is a new step towards accelerating joint efforts to establish a CEPA between the two countries. The partnership will contribute to enhance bilateral economic ties. It will boost investment exchanges and business partnerships. 🇦🇪



The meeting explored strengthening of trade cooperation in fields such as real estate, energy, agri, technology, manufacturing industries and retail trade



His Excellency Abdullah bin Touq Al Marri and Piyush Goyal, Indian Minister for Commerce and Industry among others at the CII Partnership Summit 2023 held between 13-15 March in New Delhi

UAE to bolster itself as provider of logistics

UAE supports global efforts to promote economic integration. Objective is to exchange visions and ideas that can support sustainable development efforts and promote the use of technology in driving economic growth, adding new capacities between India and UAE relations.

 CT Bureau

His Excellency Abdullah bin Touq Al Marri, UAE Minister of Economy, said, “The historic ties between the UAE and India add a unique dimension to our economic partnership. Both the countries believe in the potential of fair and sustainable trade based on clear foundations and rules.

The UAE’s strengths include its global status as a leading trade, investment and business hub

and a gateway to the Middle Eastern and African markets.”

India is one of the most vibrant economies in the world today and has a wealth of resources, expertise, and innovative ideas, the Minister of Economy added.

His Excellency bin Touq was addressing the CII Partnership Summit 2023 organized in New Delhi, India, between 13-15 March under the theme ‘Partnerships for Responsible, Accelerated,

Innovative, Sustainable and Equitable Businesses.’

The objective was to facilitate exchange of visions and ideas that can support sustainable development efforts and promote the use of technology in driving economic growth.

The Minister of Economy said, “In addition to these existing strengths, the UAE has reinforced its ability to serve as a strategic partner to India by establishing itself as a leading provider of logistics, financial



services, and technology. The UAE is India's third largest global trading partner today, while India is our second largest. We are proud of the Indian companies in the UAE and strive to provide them with all enablers for growth and expansion in our markets. People to people ties add more value to our partnership, as the Indian diaspora in the UAE is the largest expatriate community

in the country that continues to contribute to the development of our economy.”

“The UAE government has adopted measures that have enhanced the resilience of our economy in the face of these challenges. These efforts have enabled us to establish an environment that fosters business growth and attracts investments. These include the granting of 100 per cent foreign ownership, issuance of a legislation to protect intellectual property and the launch of an ambitious strategy to attract talent and skills in all sectors to enhance the UAE's position as a permanent hub for creativity and innovation. In addition, the UAE has also launched initiatives such as the global Investopia platform to create opportunities and enable future investments.

Adding value to our efforts in this regard is the comprehensive economic partnership agreements (CEPA) under which the UAE has signed four pacts so far, with India, Israel, Indonesia, and Turkey. Negotiations with more markets are currently underway.”

His Excellency bin Touq pointed out that the adoption of such forward-looking policies has enabled the UAE's real GDP to grow by 7.6 per cent in 2022. FDI inflows to the country amounted to US\$171.6 billion, the country's non-oil foreign trade also witnessed unprecedented growth as it crossed the AED 2 trillion and 233 billion mark for the first time with a 17 per cent YOY growth. This confirms the efficiency of the initiatives and strategies of the UAE government.

The Minister of Economy also underlined the importance of the agreement between the UAE and India, and its role in boosting trade flows between the two countries. The trade deal has canceled or reduced customs duties by as much as 90 per cent on goods and commodities traded between the two countries. The Minister of Economy explained that they cover 95 per cent of the value of commodities that each country imports from the other, which will accelerate the growth of non-oil trade to amount to US\$100 billion per annum over next five years. 🇦🇪

The meeting took place at a time critical to UAE and India following the international changes that have taken place over the past few years because of the pandemic





Agreement inked to explore aviation robotics

Partnership with Dubai Future Foundation helps realize Emirates Group's vision for aviation and give it an opportunity for taking advantage of evolving technology and continuously expanding use of robotics and technological applications in customer journey and improving operational efficiency.

 CT Bureau

The Emirates Group and Dubai Future Foundation have signed a significant partnership to launch the Emirates Centre of Excellence for Aviation Robotics (ECEAR). The agreement was signed at the ForsaTEK, the Group's innovation forum.

The centre will explore key themes, including human-robot interaction; cargo and luggage handling; logistics

and intralogistics; and aviation standards and regulations. The ECEAR will closely explore the intersection between Artificial Intelligence (AI) and Robotics, including the potential applications for generative AI and biometrics.

Adel Al Redha, CEO, Emirates Group said, "This is a key milestone in the Group's journey and a remarkable step for the aviation industry. Our partnership with Dubai Future Foundation will help us realize our vision for

aviation sector and support Dubai's vision to be one of the world's leading futuristic cities. This will give us an opportunity to take advantage of evolving technology, allowing us to continuously expand the use of robotics and technological applications for the benefit of the customers and improve operational efficiency. Investing in focused R&D will allow us to transform our business in the digital era, make more use of AI, giving tangible benefits to our customers and stake-



holders, and keep us ahead of our competitors.”

His Excellency Khalfan Juma Belhoul, CEO, Dubai Future Foundation, said the launch of the Emirates Centre of Excellence for Aviation Robotics embodies the importance of incubating top national and international talents in Dubai to develop robotic solutions that support the growth of the aviation industry. He said the agreement will provide fresh and diverse economic opportunities centred on developing technologies of futures.

He also said, “The output of this initiative will contribute to advancing ‘Dubai Robotics and Automation Program’, launched by His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai, Chairman of the Executive Council of Dubai and Chairman of Dubai Future Foundation’s Board of Trustees, aiming to make Dubai one of the leading cities in the world within this

field, expanding the use of robotics in various vital sectors. With this initiative, the Emirates Group and the Dubai Future Labs, an initiative of the Dubai Future Foundation, will take a leading role in driving industry-focused research and development (R&D) with practical use cases and delivering them with global impact. ECEAR will serve as a R&D

space devoted to harnessing science and technology to solve complex challenges faced by the global aviation industry. ECEAR was designed to help alter Dubai into the world’s premier location for R&D and innovation—attracting top global talent, providing a platform for local students to develop their skills, inspiring interest in STEM degrees, and build and ecosystem for the highest levels of research.

His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice President and Prime Minister and Ruler of Dubai, launched the Dubai Future Labs, one of Dubai Future Foundation’s initiatives. The Centre for Excellence is for research and development in the fields of robotics, programming and Artificial Intelligence. The centre of excellence’s team of researchers, scientists and engineers work in order to develop advanced technologies and equipment, including autonomous vehicles, drones and a variety of other specialized future technologies. 🚀


ECEAR will explore themes like human-robot interaction, cargo and luggage handling, logistics and intralogistics, and aviation standards and regulations





‘Digital tech empowers operations of firms’

Hundreds of professionals meet and interacted for transformation of the industry with digital technology at The Middle East ProcureTech Summit 2023 (MEPTS). The summit curated interesting panel discussions from a plethora of corporate leaders from varied industries.

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The growth of procurement within the region is on an uphill trajectory combined with the adoption of technology and supply chains. The rapid strides with which digital technology is being adopted by businesses are transforming the way they operate. From finance to procurement to marketing, digital technology empowers the teams involved with better control over operations.

This year’s Verve Management initiative took the lead of yet another premier launch of its kind within the

region, The Middle East ProcureTech Summit 2023. Having taken place over at Swisotel Al Murooj, Dubai,  is the proud media sponsor of the event.

The summit was graced with the presence of at least 200 solution providers and key decision-makers such as CPOs, CIOs, heads of digital transformation, heads of supply chain, and more profiles from diverse industries such as consumer goods, food and beverage, retail and e-commerce, manufacturing, hospitality, construction, oil, gas, and mining, medical devices and pharmaceuticals, and more, to differentiate

their solution offerings and put forward their value proposition in this crowded marketplace.

The summit took a delve into the modified paradigm of the procurement industry today, with the event beginning with Sara Omer, Sales Director, Middle East, and Africa, Ivalua DMCC, speaking on the future of procurement technology and its role in the age of digital supply chain networks.

Omer drove into the emerging trends of procurement technology and delivered a detailed presentation on their impact on the company’s

bottom line. Sara's talk was not only well received but also deemed a perfect ice-breaker for the rest of what the procurement summit had to offer.

The Middle East ProcureTech Summit & Awards also was honored by the chairpersons Maytham Al-Khairulla, Vice President, Procurement & Business Support at OSN on Day 1 and on Day 2, Brish Bhan Vaidya, Head, APAC Sourcing & Global Buying Center, Uber, who played a key role in taking charge of this year's inaugural edition. The summit curated interesting panel discussions such as the CPO panel discussion joined by premier CPOs from leading key players in varied industries.

The afternoon's insights were filled with a lively panel discussion amongst some of the leaders in the industry today such as Mohamed Samak, Global Procurement Director, Aramex International LLC, Sandeep Sharma, Group Director, Procurement, Alamar Foods, Dominos, Shannon Hore, Senior Vice President, Procurement & Logistics, Abu Dhabi Airports and Suhail Siddiqui,

Director, Procurement and Supply Chain, Juma Al Majid Group. The professionals spoke on the emerging trends in the procurement industry in the adoption of Information Technology and digital transformation in the supply chain and logistics industry.

This year's summit proved to be an opportunity for many to interact and network with industry leaders whose agenda showed the path of the latest technological advances in the industry for the businesses of tomorrow. The Chartered Institute of Procurement and Supply (CIPS), Supply Chain and Procurement Society (SCPS), and Supply Chain and Logistics Group (SCLG) supported the gathering.

The summit also included the attendance of important industry leaders and solution providers such as Ivalua, premier provider of cloud-based Spend Management software, and Kissflow Procurement Cloud, a flexible source-to-pay platform for procurement teams to manage all their procurement spending in a single place, LogiNext, an global technology firm offering SaaS-

based Delivery Automation Platform, and Locus, a leading-edge technology company solving one of the most challenging global supply chain problems.

The Middle East ProcureTech Excellence Awards 2023 were held at the summit. They celebrated procurement, supply chain, and logistics leaders who have worked for improving disrupted supply chains through innovation and advanced technology. All in all, Verve Management, is proud of the captivating days initiated through the course of the summit, which allowed the gathering of some of the most globally renowned corporations and professionals. The summit deeply drove into the future trends, challenges, and opportunities the procurement and supply chain industry has to offer, to execute and maximize operations and efficiencies of the businesses of tomorrow.

Verve Management, the organizer, is a business intelligence platform in the Middle East facilitating a premier curated industry event that connects people, partners, and ideas for different sectors and markets. 🚚

The summit drove into the future trends, challenges, and opportunities the procurement and supply chain industry have to offer




Summit thrashes issues ailing procurement sector

Middle East ProcureTech Summit 2023 was held at Swissotel Al Murooj, Dubai, where experts of the different sectors and solutions providers gathered to solve issues ailing the procurement industry. Emphasizing digitalization, they highlighted the need to automate businesses.



New rules for **inbound** air shipments to EU

The second phase of ICS2 introduced new data requirements and processes to be complied with, prior to transporting the goods from a third country and before their arrival at the external border of the European Union.

 CT Bureau

The European Union (EU) has launched the second phase of its Import Control System 2 (ICS2), the new advance cargo information and risk management platform, to protect itself against safety threats of goods entering the EU.

From 1 March 2023, all air carriers, freight forwarders, express couriers, and postal operators involved in the transportation of goods by air or go through the EU must provide a complete set of Entry Summary Declaration data on the goods, prior to their arrival at the EU external territory. They must do this through the ICS2 system, which is gradually replacing the EU's existing Import Control System (ICS) between 2021 and 2024. The air carriers currently filing advance cargo information into the Import Control System (ICS) will fully phase out from that system as soon as they start filing this data into the ICS2.

The second phase of the ICS2 introduced new data requirements and processes to be complied with, prior to transporting the goods from a third country and before their arrival


at the EU's external border. Failure by affected economic operators to obtain the necessary data from their clients and to provide it to the ICS2 will lead to actions by Customs authorities to enforce compliance prior to and on arrival at the external border. Consult the website for additional information on these important changes.

In case, the operators are not ready to comply, they need to make a request by filing into the ICS2 later during the time-limited deployment window. They should do this through the Member State where the EORI number of the economic operator which will be used for the advance cargo information filing is registered. The deployment window, if granted, allows the economic operators to become operationally ready for the ICS2 Release 2 after 1 March 2023.

However, to ensure a smooth transition from Release 1 to Release 2, and to facilitate



trade operations, the deployment window for each business model and the order in which different types of economic operators connect to ICS2 Release 2 will be aligned across all the Member States, as defined in the relevant transition strategy. The Member States can grant the deployment window up until 2 October 2023.

If economic operators are not ready by the deadline, and do not provide the data required under the ICS2 system, consignments and freight will be stopped at the EU borders and the goods in question will not be cleared by the customs authorities. 


Failure by economic operators to obtain the data and to provide it to ICS2 will lead to actions by customs authorities





Logistics firm launches operations in **Bahrain**

We carefully analyzed the regional market and Bahrain was the ideal choice for the launch of our operations in view of its strategic location. The company's office will enable us to serve our exclusive clients in Bahrain and the rest of the region, says **Aaron Hochberg, GM, Malca-Amit.**

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Malca-Amit, one of the world's leading logistics providers in the field of transportation and storage of high-value goods, has inaugurated its first regional office in Bahrain to begin operations with a niche offering that will further add value to the growth of the logistics services in the Kingdom and the greater region. With a global team of more than 1,500 members in

20 locations across the world, Malca-Amit offers comprehensive services for high-value goods. Its global vaulting facilities are situated in Bangkok, Singapore, Zurich, Toronto, London, New York, and Hong Kong.

Malca-Amit provides services in logistics, secure storage and transportation, customs brokerage, and special operations for high-net-worth individuals, international banks, and companies in

the luxury goods industry. Malca-Amit Bahrain will offer multiple services out of Bahrain to serve local and regional clients, including door-to-door services, high-net-worth personal vaulting storage and jewellery and precious items storage. The launch of Malca-Amit Bahrain is expected to contribute to the Kingdom achieving the outlined goals of the Logistics Services Sector strategy under the Economic Recovery Plan, which aims to reach



Ahmed Sultan
*Executive Director, Business Development for Logistics
Bahrain Economic Development Board*

Launch of Malca-Amit in Bahrain will contribute to the Kingdom's economy thereby achieving the outlined goals of logistics & services sector

an annual airfreight volume of one million metric tons.

The exclusive office for Malca-Amit Bahrain will be in the Awal Private terminal, the Kingdom's first international airport that operated during the 1960s and 1970s, which currently serves VIP and private airline passengers. As for the main headquarters of Malca-Amit, it will be strategically located at the Cargo Complex in the Bahrain International Airport (BIA).

Commenting on the launch, Aaron Hochberg, GM, Malca-Amit said, "We carefully analyzed the regional market and Bahrain was the ideal choice for the launch of our operations in view of its strategic location and competitive operating costs. We are excited to launch our operations in Bahrain, and it will enable us to serve our exclusive clients in Bahrain and the rest of the region."

Ahmed Sultan, Executive Director, Business Development for Logistics, Bahrain Economic Development Board (EDB) said, "The presence of a global logistics company such as Malca-Amit in

Bahrain will contribute to enhancing the value proposition of our logistics services sector, which will support sustainable economic growth and further position Bahrain as one of the top global destinations for logistic services."

As part of the national Economic Recovery Plan, Bahrain's Logistics Services Sector Strategy (2022-2026) aims to position the Kingdom as one of the top 20 international destinations for logistics services and increase the logistics services sector's con-

tribution to GDP to 10 per cent in 2030.

The launch of Malca-Amit comes after the MoU signed in February 2022 with the Bahrain Institute for Pearls and Gemstones (Danat), a laboratory and scientific research centre specializing in natural pearl and gemstones third party verification services, seeking to preserve Bahrain's vast pearling heritage. Through the pact, the firm will offer access to a global network for Danat's diamonds and natural pearls. 🌟



Supply chain growth recorded in GCC region

At Institute of Supply Chain Management (ISCM) event, issues challenging supply chain transformation were discussed. Held in Dubai, it provides chance to interact with 60 of GCC's leading supply chain experts. Key themes discussed were gender diversity, sustainability, and inclusivity.







Highlighting **tech-driven** future at the airport show

The highly anticipated airport show is held under the patronage of **His Highness Sheikh Ahmed bin Saeed Al Maktoum, President, Dubai Civil Aviation Authority, Chairman, Dubai Airports, Chairman and Chief Executive, Emirates Airline and Group.**

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The latest edition of the air show will continue to highlight the role in creating business opportunities between the world's leading airport suppliers and services providers and the regional aviation airport decision-makers. This year, these events will also continue to feature leading innovations in airport sustainability, digi-

talization and urban air mobility facilitating the global industry's efforts towards sustainable and the collaborative airport infrastructure development and operational transformations.

The airport show and co-located events ATC Forum, Airport Security Middle East and the Global Airport Leaders' Forum will take place from 9-11 May 2023.

GLOBAL AIRPORT LEADERS FORUM

The 10th edition of the Global Airport Leaders Forum (GALF) will take place in Dubai from 17-19 May alongside The Airport Show 2023. Along with Airport Security Middle East, ATC Forum and Women in Aviation Middle East Forum as co-located events of Airport Show, GALF 2023 will see experts and professionals talk-



IN NUMBERS

- 5,000 total attendees
- 160 exhibitors from 23 countries
- 5 country pavilions to be set up
- 100 buyers from 38 airports and aviation authorities of 23 countries
- 28 conference sessions
- 81 speakers
- 3,556 facilitated meetings in the Business Connect

ing about a variety of topics of crucial importance in the global aviation industry.

His Highness Sheikh Ahmed bin Saeed Al Maktoum, President, Dubai Civil Aviation Authority, Chairman, Dubai Airports, Chairman and Chief Executive, Emirates Airline and Group, under whose patronage the airport show is taking place, said, “The show, and its co-located events, have provided over the past two decades platforms to take the aviation agenda further. The aviation sector’s transformation is tech-driven and helps overhaul the safety, health, security, and efficiency levels in the operations of the airports and airlines around the world. Dubai has been at the forefront of adopting technology to enable the accelerate the aviation’s bounce-back.”

INNOVATIONS

The objective is to connect the industry experts at the airport show to find the solutions and sources needed at the preeminent airport exhibition in the Middle East, South Asia, and Africa.

Attend the airport show and its co-located events to source the latest innovations for global airport projects, from products and services enabling sustainable airports to digitalization and urban air mobility development.

Explore the latest trends and global products from more than 200 leading innovators and manufacturers, network with industry peers, get educated, and take advantage of opportunities to grow an airport business in this constantly evolving environment. 🚀



Enhancing fleet efficiency driven by digitalization

Airbus expects the Middle East aviation services business to witness a 4.7% average annual growth until the year 2041, surpassing the international average of 3.7%. The aircraft manufacturer will ramp up services by acquiring more flights, staff and recover to full crisis levels this year.

More than 65% of Airbus aircraft flying in the Middle East region are connected to Airbus' digital applications

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The Middle East is home to some of the largest airlines in the world, supported by significant fleets that keep on expanding. According to Airbus' latest Global Market Forecast, regional airlines are likely to require 3,020 new passenger and freight aircraft deliveries by 2040, bringing the total fleet to 3,210 from a 2019 fleet baseline of 1,300 aircraft.

Consequently, the airline fleet growth will trigger the Middle East aviation services sector to ramp up over the coming decade. Airbus expects the aviation services business to witness a 4.7 per cent average annual growth until 2041, surpassing the global average (3.7 per cent).

MRO growth is driven by enhanced adoption of


digital solutions as industries advance towards digitalization to create efficiencies and reduce cost. Over 65 per cent of Airbus aircraft flying in the region are connected to Airbus' digital applications, giving live status of aircraft flying and allowing better planning of maintenance tasks.

Regional governments are investing in localizing MRO services to support this growing industry, thus enhancing talent capabilities, allowing job creation, education, and training in this field.

In its Middle East Market Forecast, Global Services Forecast 2022-2041, Airbus expects the region to see an addition of 56,000 new pilots, 51,000 new technicians and 100,000 new cabin crews. Worth US\$9 billion today, the market is expected to be valued at US\$25 billion by 2041.

The industry may recover to pre-crisis levels this year with maintenance and training leading the recovery, strongly enabled by digitalization. New services to enhance fleet efficiency will support the industry's decarbonization ambitions, while demand for skilled labor will increase by more than two million people over the next 20 years.

In the Middle East, Airbus has 100 Dubai-based persons dedicated to support and services to work alongside customers in their premises to ensure the success of their operations.

Offering material, engineering and maintenance solutions in the region, Airbus is a major player in the industry, with customers who trust its OEM expertise in enhancing aircraft availability through flight hour services, across various programs. 





Solutions to **simplify** freight forwarding

EFL is a good listener to grasp and detail customer challenges and talks openly to redefine value. The company will offer leading edge services and be in personal touch. Developing tremendous customer loyalty is the company's bottom line.

T CT Bureau

EFL is a dynamic company that is not afraid of challenges. They pride themselves in their attention to detail and how

tomor expectations, the company will respond quickly to almost any need and push the boundaries by making small adjustments that produce incremental value. They have a flexible mindset to de-

EFL are not just about the numbers and targets, but to make their service a rewarding experience and help businesses grow

smooth their handling processes are. From start to finish, EFL promises a quality service that is unparalleled. EFL are not just about the numbers and targets, but to make their service a rewarding experience and help businesses grow.

ITS VISON IN UAE

Flexible to meet different cus-

velop internal talent of our team members.

The EFL will develop fun and happy working environment to stimulate creativity and innovation. A team that is not afraid of failures, see opportunities where others see obstacles and dare to take risks. Tunnel vision not encouraged. Insightful, the

company is also a good listener and grasps and details customer challenges and talks openly together to redefine value. They will offer leading edge services and be in personal touch. Developing tremendous customer loyalty is the company's bottom line. Bottom line is both customer and self-experiences are enhanced. Innovation would be the implementation of our creativity.



Sathish Babu
Country Manager
EFL UAE

EFL GLOBAL THE WAY FORWARD

Future ready, consistency in improvement and Innovation is EFL's survival skills and one of its value disciplines. While EFL responds to their current customer and organization needs, they will anticipate future trends and develop ideas, product, processes, tools to service future demands rapidly and effectively.

KEY POINTS

- From start to finish, EFL promises a quality service that is unparalleled.
- A team that is not afraid of failures, see opportunities where others see obstacles and dare to take risks.



(L-R): The Vertis Aviation Aircraft Trading executives, Mark Abbott, CEO, Jeffrey Emmenis, Director, Conan McGale, Director

Vertis Aviation launches new biz aircraft brokerage

Mark Abbott, Conan McGale and Jeffrey Emmenis are combining 60 years of experience in new aircraft broking venture, Vertis Aviation Aircraft Trading. The decision to launch it was inspired by charter customers' requests and demand for personalised transactions in an opaque trading sector.

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The team is led by CEO Mark Abbott, who is experienced in conducting high-level negotiations across international borders between ultra high net worth individual owners, operators, airframe manufacturers and brokers. These long-term relationships make him acutely aware of owners' needs pre- and post-transaction. As McGale, Director adds expertise in managing seamless pre-owned aircraft transactions and understands the intricacies of trading used airframes.

McGale has been instrumental in developing The Jet Business, where he led the pioneering company's industry-leading research department. One of the founders of boutique char-

ter broker Vertis Aviation, Emmenis, who is also a Director, complements the team with an understanding of the transforming needs of business aviation users. He recognises their changing needs as they move from charter and jet card hours to ownership.

The executives' understanding of singular global network enables them to go beyond managing airframe transactions. "Our industry means we are distinctive in our ability to share our knowledge and provide dependable, data-driven advice to existing and new buyers and sellers from pre- to post-transaction," said Abbott. "In addition, we help connect customers with reputable legal, financial, and fiscal professionals to seek advise on aircraft management, refur-

bishment, or maintenance options. We want to build trusted lifetime relationships to help our clients optimize their business aviation usage from start to finish." Through the relationship with Vertis Aviation, the new brokerage will support customers looking to upgrade from charter to ownership or support divestment as owners downgrade.

The business is headquartered in Dubai, and to reflect its ability to conduct seamless international trading, the partners have located themselves in key territories to support requirements of each market. Abbott splits his time between the Bahamas and Dubai, while McGale is based in the United Kingdom (UK). Emmenis shares his time between Switzerland and Dubai. 🇪🇦

Through its ties with Vertis Aviation, the new brokerage will support customers looking to upgrade from charter to ownership

AJEX expands footprint, launches slew of services

The firm's expansion plans for this year include opening a fourth facility located near Dubai International Airport to support its operations, adding 50 vehicles to its fleet and 50 staff members by the end of Q1 2023, says **Nabeel Alkharabsheh, GM, AJEX Logistics Services, UAE.**

 CT Bureau

AJEX Logistics Services, the Middle Eastern specialist in express distribution, has launched new services for customers in the United Arab Emirates (UAE) in line with its strategic growth plans. AJEX customers in the country can now enjoy both domestic and global end-to-end integrated logistics services connecting B2B and B2C customers across the UAE, GCC and globally.

New services available include domestic and e-commerce express solutions, which offer same day and next day delivery services across all seven emirates for B2B and B2C customers, International Road Express connecting the UAE to Bahrain and Saudi Arabia, International Road Services to the GCC, Egypt and Jordan, in addition to worldwide freight forwarding and cold chain solutions.

Since the start of its operations in the UAE in July 2022, AJEX has hired 40 local staff members, opened three new facilities, and launched a fleet of vehicles, each with a capacity of between one to 20 tons to support its expansion. Its

current facilities include its UAE-based headquarters located in Jebel Ali Industrial Zone, offices in Dubai Airport Free Zone (DAFZA),

tail, electronics, cosmetics, automotive and construction," said Nabeel Alkharabsheh, General Manager, AJEX Logistics Services, UAE.



and a warehouse in Jebel Ali Free Zone (JAFZA), combining 11,000 square feet.

"Since the start of our operations in the UAE in 2022, we have been pursuing a bold growth strategy as part of our wider Middle Eastern expansion plans. In this short time, AJEX has demonstrated the strength of its operations and logistical expertise, securing a client base that includes diverse sectors, including e-commerce, fashion re-

"This year will be critical for us as we grow our team, expand our facilities, and develop our customer base. As we do so, we look forward to gaining the trust and confidence of our customers as we support their logistics and shipping needs with reliable, customer-centric, end-to-end solutions," he added. AJEX's expansion plans for this year include opening a fourth facility near Dubai International Airport. 🚚

AJEX customers in the UAE enjoy domestic and international end-to-end integrated logistics services

‘Trade patterns likely to become more regionalized’

Netherlands remains the top globalized country, followed by Singapore and Belgium in DHL Global Connectedness Index 2022. As we continue to embrace globalization, we can build a brighter future that benefits us all, says **John Pearson, CEO, DHL Express**.



 CT Bureau

DHL and New York University’s Stern School of Business released the new DHL Global Connectedness Index 2022, an in-depth report on the state of globalization and its prospects. Analyzing data from 171 countries and territories, it reveals how flows of trade, people, capital, and information move around the world.

“The latest DHL Global Connectedness Index data debunks the perception of globalization going into reverse gear,” said John Pearson, CEO, DHL Express. “Globalization is not just a buzzword. It is a powerful force that has transformed our world—by breaking down barriers and creating opportu-

nities, it has enabled individuals, businesses, and nations to thrive like never before. As we continue to embrace globalization, we can build a brighter future that benefits us all.”

The report states global flows have been resilient in the face of shocks such as COVID and the Russia-Ukraine war. After a dip in 2020, the composite DHL Global Connectedness Index 2022 rose back to above 2019 in 2021. The data points to a further rise in 2022, despite slower growth in some flows. International trade in goods was 10 per cent above 2019 in mid-2022.

GEOPOLITICAL RIVALRY

The DHL Index provides evidence that the USA and China are decoupling in many

fields. Looking at 11 types of trade, capital, information, and people flows, such as merchandise exports, M&A transactions, and scientific research collaboration, The share of USA flows with China declined for eight out of 11 types since 2016. In the same period, the share of China’s flows with the USA decreased for seven out of 10 types with data available for China. Further, the data shows that so far, the decoupling between these two countries has not led to a broader fragmentation of global flows between the rival blocs.

Analyses in the index show that predictions of a shift from globalization to regionalization have not yet come to fruition. The average distance traversed by trade, capital, information, and people flows has increased over the past two decades, and trade flows stretched out over longer distances during the COVID. This is due to the dramatic change in travel patterns during COVID.

“It remains an open question whether the trade patterns will become more regionalized in the future,” said Steven Altman, Senior Research Scholar and Director, DHL Initiative on Globalization at NYU Stern’s Center for the Future of Management. 📍

The DHL report states global flows have been resilient in the face of shocks such as COVID and the Russia-Ukraine war

Oman Air to introduce freighters by year-end

Oman Air will introduce its first freighter by the year-end. This was announced, while celebrating last year's results at its annual cargo workshop, 'named Journey to Success'. The two-day event, which was organized at Hormuz Grand, Muscat, brought together employees and stakeholders from across the company's international network, to celebrate its accomplishments in the past year and discuss future strategies.



Egyptair adds 737-800 cargo jet to its fleet



The first Boeing 737-800 cargo jet of Egyptair will be added to its fleet following the jet's conversion from passenger configuration by an independent supplier. But it is now considering to rebuild the aircraft type for dedicated cargo ops at its own maintenance repair facility. The airline received a 737-800 converted freighter from Aeronautical Engineers Inc., with a modification kit, said Robert Convey, Senior VP, Sales and Marketing, AEI.

Sharjah Airport Authority attends air cargo Africa



Sharjah Airport Authority is taking part in the 10th edition of air cargo Africa 2023 in Johannesburg. The authority took part in such an event to showcase its cargo expertise and to promote Sharjah airport as a major hub for air freight in the Middle East. It recognizes the exhibition's significance as a global event that gathers top decision-makers and industry leaders from across the globe. The event is an ideal platform to form alliances, establish business network, exchange innovative ideas.

FAMCO unveils light duty trucks of Eicher Pro 2,000 series

Al-Futtaim Auto and Machinery Company (FAMCO), part of Al-Futtaim Automotive and the leading dealers of heavy, commercial vehicles, and machinery, launched the all-new Eicher Pro 2000 series of Light Duty Trucks recently. Powering the logistics and intra-city distribution sector of the UAE, the launch reinforces the partnership between FAMCO and VE Commercial Vehicles, a joint venture of Volvo Group and Eicher Motors, according to a press release.



New SAF offering to reduce CO₂ for customers



A new service allowing customers to cut emissions associated with their shipments using SAF was launched by DHL Express. The GoGreen Plus service allows users to tailor the CO₂ reduction they want to achieve and the amount of SAF they use while shipping through MyDHL+, the company's online platform. It will be launched in the UK, followed by the UAE, Italy, Denmark, Sweden, Canada, Australia, South Africa.

Kuehne+Nagel B747-8F ferries Rolls Royce engine

Kuehne + Nagel has completed its first engine shipment using its Boeing 747-8F. Its team ferried a nine-tonne Rolls Royce aircraft engine onto its B747-8F–Inspire–from Chicago to Hong Kong. As per K+N, it took four people, three pieces of machinery one hour to load the engine into the aircraft. It has been put into operation as part of the long-term pact with Atlas Air, which sees K+N chartering the capacity of two B747-8Fs.



DHL plans warehouse expansion in Taiwan



DHL Supply Chain plans to increase its footprint in Taiwan to 200,000 sq. mt. by 2027. DHL Supply Chain plans to invest €10 million in the next five years to expand facilities in northern Taiwan as it looks to fulfill the logistics demand of three sectors. The German postal group's contract logistics division is set to open its latest facility in Taoyuan Distribution Center-Jian Guo in December this year.

FedEx introduces AI-powered sorting robot



FedEx recently introduced an AI-powered intelligent sorting robot at its South Pacific regional hub in Singapore as part of the integrator's push to digitize operations and build a smart logistics network. The deployment of the sorting robot leverages automation and harnesses AI to optimize operational processes and provide better service to customers. Earlier, FedEx deployed a similar sorting robot at its FedEx South China e-commerce Shipment Sorting Center in Guangzhou.

Ameriflight orders 20 freighters from Natilus

Aircraft manufacturer Natilus announced on Friday that it signed a deal with cargo carrier Ameriflight. The charter agreed to purchase 20 of smallest feeder aircraft, making it the first regional carrier from the USA to sign a purchase order agreement with Natilus. The airline plans to use these aircraft to enhance operational efficiency, while combating the ongoing pilot shortage. The order represents an investment of US\$134 million by Ameriflight. Natilus has secured orders for 460 of its next-generation aircraft giving the airline over US\$6.8 billion in commitments.



Air France-KLM order 4 freighters, and three pax planes



Air France-KLM (AIRE.PA) has placed an order with Airbus for four freighters and three passenger aircraft, the Franco-Dutch airline said on Friday, as part of efforts to renew its fleet. Four Airbus A350Fs full freighter aircraft, which are expected to be delivered in the second half of 2026, will be operated by Martinair on behalf of KLM Cargo and based out of Schiphol airport in Amsterdam.

Aerolíneas Argentinas delivers first freighter

Aerolíneas Argentinas took delivery of its first cargo-only aircraft in 16 years to start a new freight venture stated news reports in Buenos Aires. It is a Boeing 737-800 fully reconfigured after having served as a passenger aircraft in the past. The unit has a cargo gate with an electro-hydraulic opening system and a manual emergency system. The capacity of the gate is 11 large pallets and one small pallet, which is 23,900 kg of goods.



Silk Way West Airlines cargo flights to Dammam, Tashkent



Silk Way West Airlines will expand its network in the Middle East and Central Asia. The airline will operate regular cargo flights twice a week to and from Dammam of Saudi Arabia and Tashkent, the capital of Uzbekistan. Dammam and Tashkent are among the air cargo gateways in their respective regions. Azerbaijan cargo carrier Silk Way West Airlines has served both destinations several times per year through charter services, shipping general cargo, including perishables, and other goods.

IAG Cargo to charge for paper airway bills

To move to digital operations, IAG Cargo is planning to introduce a charging fee for use of paper airway bills. From 3 April 2023, efforts are on to introduce sustainable initiatives and this is a part of that process. Clients will be encouraged to go paperless. For years, the industry has relied on paper processes for the contract of carriage between the freight forwarders and the airline. This adds up to 7,800 tons of paper documents processed per year, equivalent to 80 Boeing 747s full of paper, IAG Cargo stated. The eAWB offers a sustainable alternative and provides end-to-end service for its customers eliminating the risk of human error. With 50 per cent of customers using eAWB, IAG Cargo is targeting an adoption rate of cent per cent by this year-end.



Ethiopian adds China-Europe freighter service

Ethiopian Airlines recently added a freighter service between China and Belgium. The new service will operate twice a week flying between Shenzhen and Liege utilizing B777F aircraft. The carrier stated the service was its first scheduled cargo service from the Chinese airport. The service will carry cross-border e-commerce and other industrial products. The number of flights will be increased based on demand. The airport now has airlines offering freighter services to 57 destinations. In 2022, the cargo and mail throughput of Shenzhen Airport ranked third in China and in the top 20 globally.



South African freighter all set to launch in SQ 2023



A new South African cargo airline, Suid Cargo Airlines, will begin non-scheduled flights from its hub at Johannesburg's OR Tambo International Airport in SQ of 2023. The carrier, 25 per cent owned by Kenya-based cargo airline Astral Aviation, will utilize a leased Boeing B727-200F from Astral, in addition to Astral's B747-400F, B767 and B757F on a charter basis. The airline expects transition to scheduled services in 2024..

Movements



CHAPMAN FREEBORN
South Africa

★ **Jenny van Wyk** has been promoted as Country Manager, South Africa at the Chapman Freeborn. She has worked for Chapman Freeborn for more than nine years as a member of the passenger team based in South Africa. “The new role will see her managing operations, developing business and ensuring the operations of the office align with the company’s mission and objectives,” the charter broker stated. It said the appointment has helped boost the number of women it employs in leadership positions, with the news being announced just before International Women’s Day.



CHAPMAN FREEBORN
United Kingdom

★ **James Edwards** has been appointed as the new General Manager for the United Kingdom by Chapman Freeborn. He has worked with companies such as Airways Aviation Limited, British Airways and American Airlines in a variety of sectors, including commercial flight training, airline revenue growth and maintenance, repairs, and overhaul. Recently, he was based at London Stansted Airport at Inflight, The Jet Centre Limited. The new role has been created to ensure the business is prepared for future expansion, Chapman Freeborn stated.



CHAPMAN FREEBORN
South Africa

★ **Catriona Taylor** has been promoted to the role of Director, Global Supplier Relations, at Chapman Freeborn. In her role as global supplier relations director, Taylor will focus on building and strengthening operator relationships both new and old, with carriers and other operators across all products within the group, according to a press release. Taylor has worked for the company for more than 18 years, most recently in the role of group passenger operations director. The appointment comes soon after the broker recently announced an expansion of its team in Africa.



RELIABLE ROBOTICS
USA

★ **Brandon Suarez** has joined the Reliable Robotics as the Vice President, Uncrewed Aircraft Systems (UAS) integration. An instrument-rated commercial pilot, he will drive the development and adoption of technical standards and global aviation policy for the company. He will focus on defining aspects of the development roadmap, including airspace integration and global operational approval. Suarez will support the firm’s product strategy plans and future aircraft programmes. He brings a mix of conceptual, policy and technical expertise and maintains deep engagement with standards bodies.



RAFT
APAC

★ **Rod Talbot** has joined Raft as the Vice President, Sales, Asia, to help increase its presence and expertise in the APAC region. Talbot, a seasoned senior director, and business leader with 25 years experience in supply chain and logistics, was previously the Managing Director, Asia, global freight forwarding software platform provider, WiseTech Global. The company is expanding its international presence and he represents a tremendous asset to our team given his experience within Asia Pacific, which is an exciting market for us, he said.



AMERICAN AIRLINES CARGO
USA

★ **Clément Fau** has been appointed by the American Airlines Cargo as its new Country Sales Manager for France. Based at the airline’s France HQ at Paris Charles de Gaulle Airport, he will lead the sales team activities across the country and report to Emma Oliver, Sales Director for EMEA & APAC. Fau brings two decades of experience in the airline and cargo industry to his new role. He previously worked for Air France KLM Martinair Cargo where he served as the Key Accounts and Pharma Sales Manager. Prior to that role, Fau was a sales manager for four years in Lyon.



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