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October 2023

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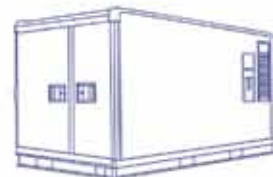
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Perils of ferrying hazardous goods by air



Unlocking innovative practices in air cargo



Celebrating the launch of Arabian Cargo Awards



Forwarders optimistic even as cargo demand falls



UAE, New Zealand enter CEPA preliminary talks

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Air Cargo is faced with myriad challenges when it comes to transportation of dangerous goods. Over 1.25 million dangerous goods shipments are transported by air, according to IATA. With air cargo growth predicted at 4.9% every year over next five years, number of dangerous goods shipments will rise significantly.

 Abigail Mathias

Safety and security are key pillars of WFS' business. They are built into our core values, our manuals, work instructions, shift briefings and training programmes. Handling dangerous goods is a large and growing component of our cargo business. With that, the risks grow too. To that end, in 2021 WFS developed a standalone Dangerous Goods Handling Manual, going above and beyond IATA Dangerous Goods Regulations to foster safe and consistent handling across our Europe, Middle East, Africa and Asia network.

Within this context, one area WFS has been concentrating on, has been our reporting of dangerous goods rejections.



Emma Deane
Regional Vice President Business Development, AMEA, WFS

While there are established industry practices for any dangerous goods incidents in the warehouse or ramp, to date

“The WFS has seen an overall upward trend in the number of dangerous goods (and lithium) shipments that are rejected.”

there has not been a lot of industry focus on the number of dangerous goods rejections. Over the past two years, WFS has focused on communicating the harmful goods rejection





tion information to our airline customers, giving visibility to a once opaque area.

We have seen an overall upward trend in the number of

dangerous goods (and lithium) shipments that are rejected. We record these rejections and the freight forwarders concerned. We present these figures to the airlines and are

starting to share them with the forwarders too. In some areas, we see a lack of awareness or concern about these shipments being presented incorrectly. In some cases, the shipments

come straight from the factory or agent's facility without going through the freight forwarders warehouse (and checks).

So, we as a global cargo community need to highlight the risks associated with these errors on dangerous goods. The cargo handler is a thin line of defense from stopping a wrongly presented shipment from getting on an aircraft.

Each airline and country have their own specific requirements for dangerous goods handling, and this is specified in the IATA Dangerous Goods Regulations. Any specific airline requirements beyond the IATA DGR are incorporated into our Working Instructions for that specific carrier. WFS has a wide programme of digital initiatives to



John Dowds
Vice President, Service Delivery,
EMEA, WFS



“Autocheck is an advantage as declaration of the shipment is scanned into the system and is validated against the IATA dangerous goods regulations.”

ensure shipments are handled as safely and efficiently as possible. One such example that WFS has recently completed is a pilot of the IATA DG Autocheck system. This proved to be very successful and will now be fully deployed across the EMEAA region over the coming 6-12 months. Autocheck is a real advantage as the dangerous goods declaration is scanned into the system and is validated against the IATA DG regulations in a real-time environment. This ensures we are following the most up to date version of the regulations and removes the risk of human error on the paperwork check. It also reduces the time to process the paperwork.

Air cargo has revolutionized the global economy, allowing the rapid movement of goods across vast distances. Although efficient, the industry faces the challenge of transporting dangerous goods safely and securely. As safety is Etihad Cargo's priority, we have a commitment to maintaining the highest standards of



Thomas Schürmann
Head of Cargo Operations & Delivery,
Etihad Cargo

safety in compliance with international and national regulations, while transporting dangerous goods.

The inherent risks of transporting dangerous goods by air can be mitigated. Such actions include Etihad Cargo's compliance with the IATA Dangerous Goods Regulations and instructions as provided by the various national civil aviation

authorities. Etihad Cargo offers training programmes focused on safely handling and transporting dangerous goods for all operational staff. We review documentation, packaging, and labelling during ac-

“With AI-powered tools, we ensure that incompatible materials are kept separate thus reducing the risk of chemical reactions.”

ceptance checks with the aid of our designed acceptance checklist. We utilize security screening technologies to detect undeclared dangerous goods, and report procedures to ensure the shipper is notified

and provide corrective and preventive actions to forestall a reoccurrence.

Some of the common risks in ferrying dangerous goods include safely transporting lithium batteries have the potential to ignite, explode or go into thermal runaway. Etihad Cargo prioritizes the safety of passengers, crew, staff, and cargo by adhering to classification, packaging, labelling, and handling guidelines, as documented in the IATA regulations. These norms prove to be effective in mitigating the risks associated with these power sources. In addition to strict adherence to regulations and continuous training, Etihad Cargo ensures the skies remain safe by stipulating additional conditions, apart from the regulatory requirements.

Etihad Cargo has invested in the latest technology to enhance safe cargo transportation. With the aid of AI-powered tools, shipment placements are planned on each unit load device and within





the aircraft to ensure that incompatible materials are kept separate thus reducing the risk of chemical reactions. Also, temperature-sensitive shipments are monitored throughout the journey. Safety is non-negotiable in the industry. So, Etihad Cargo remains committed to safety and compliance while ferrying dangerous goods, adhering to international regulations, investing in advanced technology, and paying attention to detail. All this contributes to our safety record as an airline.

Safety is the overriding priority at Emirates SkyCargo and we invest in widebody fleet and technology to ensure we maintain our safety record. Last year-end, Emirates completed the IATA Operational Safety Audit (IOSA) with zero findings, equivalent of a perfect score. Every employee plays a role in ensuring the safety of themselves, and the commu-



Henrik Ambak
Senior Vice President, Cargo Operations
Worldwide, Emirates SkyCargo

nity, so we conduct training regularly to keep both Emirates SkyCargo employees and contracted service providers up to date on the latest processes and safety measures. This also ensures that new or updated regulations set by governing

authorities are understood and enacted swiftly.

We follow stringent protocols when accepting all shipments and have established

“ We are rolling out TSA-certified FCE that can withstand lithium fire for 6 hours, allowing the crew time to find an alternate airport.”

separate practices for dangerous goods, ensuring they are handled, loaded, and stored in the safest way possible. We

hold ourselves accountable with regular audits to safeguard our teams and customers.

Emirates SkyCargo transports commodities classified as dangerous goods, such as lithium batteries, in accordance with ICAO rules and IATA Dangerous Goods Regulations as well as abiding by any national legislation of the import or export country.

After conducting our own risk assessment, we do transport lithium batteries, but only when they are packed with a product. We thoroughly investigate all lithium battery shipments before they are accepted to ensure they are fit to travel and, if there is any damage to the batteries, the shipment will be rejected and returned to the shipper.

As another line of defense, we are rolling out Fire Containment Equipment (FCE), which includes

fireproof containers, pallet covers and bags for smaller bulk loaded shipments. FCE is TSA certified and can withstand a lithium fire for six hours, allowing the crew time to find an alternate airport to safely land and evacuate the aircraft.

We place safety as the utmost priority and are dedicated to compliance with safety guidelines through a comprehensive approach. This commitment is ingrained in our company culture. We prioritize regular training for our personnel, ensuring they stay updated on safety protocols, emergency response procedures, and regulatory guidelines. Our adherence to regulations set forth by civil aviation authorities and other relevant authorities is paramount, and we regularly conduct audits to verify compliance.

Our safety management systems are robust, identifying, assessing, and mitigating risks associated with cargo aircraft ops. We foster a safety-first culture among our employees,



Patsong Ampawan
CEO
Pattaya Air Cargo

encouraging them to report near misses and safety incidents for continuous improvement. Continuous monitoring and evaluation, alongside technological solutions, automation, strengthen our safety measures. We regularly conduct emergency response preparedness drills to ensure our teams are well-prepared for various scenarios.

When it comes to transportation of lithium batteries, Pattaya Aviation follows international regulations such as the ICAO Technical Instructions

“In the current phase, real-time tracking, cargo management platforms, and IoT have been implemented to improve overall delivery.”

and IATA Dangerous Goods Regulations. Our approach includes precise aircraft load planning, secure packaging, proper labelling, and thorough documentation to guarantee the safe transport of lithium batteries.

In terms of digital solutions, Pattaya Aviation has strategic plans in place to enhance efficiency in handling high-risk cargo shipments. Future projects include Blockchain integration for end-to-end tracking and verification, an inventory management platform to monitor cargo stocks, and the integration of AI and ML for risk prediction and data analysis. In the current phase, real-time tracking, cargo management platforms, and IoT technology have been implemented to improve overall delivery efficiency and cargo safety. Pattaya Aviation is committed to leveraging these digital solutions to enhance safety, efficiency, and reliability in high-risk cargo transportation, continuously striving to meet evolving industry demands.

Based in Dar es Salaam, with its hub at the Julius Nyerere International Airport out of Terminals II and III, Air Tanzania Company Limited (ATCL) is a member of IATA and is IATA Operational Safety Audit (IOSA) certified. We have ex-





Anilash Nair
*Cargo Regional Manager, Air Tanzania
 (GSSA-ANA Aviation Services-A Network
 Aviation Group Company)*

expertise in operating the transportation of many categories of certified dangerous goods. The delivery of our aircraft to the carrier's hub at Matindi Julius Nyerere International Airport in Dar es Salaam, the African nation's largest city, not only augments the airline's air cargo capacity, but also its competitiveness.

The B767-300F can cover 3,255 nautical miles with a revenue payload of more than 52 tonnes and its arrival in Tanzania marks the delivery of Boeing's first freighter in the country. With a young fleet, ATCL maintains its position as the leading airline in Tanzania, providing extensive domestic and global linkage with 120 weekly flights to more than 15 destinations. Air Tanzania currently operates more than 10 domestic destinations from Dar es Salaam hub, namely: Dodoma, Kilimanjaro, Kigoma, Mpanda, Geita, Mbeya, Mtwara, Mwanza, Bukoba, Songea, Tabora, Iringa, Arusha and Zanzibar. Beyond our borders, ATCL operates to Mumbai (India), Lubumbashi (DRC), Nairobi (Kenya), Hahaya (Comoros), Ndola and Lusaka (Zambia), Harare (Zimbabwe), Bujumbura (Burundi), and Entebbe (Uganda). Soon we will be adding, Dzaoudzi (Mayotte), Dubai (UAE), Juba (Southern Sudan), Johannesburg (South Africa), Lagos (Nigeria), Accra (Ghana), and London (United Kingdom) to our network.

The freighter will be used for exports of fresh meat, fresh flowers, avocados, fish maws, fish fillet, rough gemstones, sea food and fruits and vegeta-

“ATCL as the leading airline in Tanzania, provides extensive domestic and global linkage with 120 weekly flights to 15 destinations.”

bles. “On the return leg, focus will be on pharmaceuticals, electronics equipment, garments, and spare parts. We have also supported UNICEF at the height of COVID when we moved vital vaccinations to the African region. We have already moved five flights to FIH

and two flights to LUN with UNICEF vaccines.”

The Air Tanzania Boeing 767-300 freighter is likely to cover Jomo Kenyatta International Airport, Nairobi, Kenya, Dubai World Central, Jebel Ali, UAE, Chhatrapati Shivaji Maharaj International Airport, Mumbai, India, Guangzhou Baiyun International Airport, Guangzhou, China and two airports in the Democratic Republic of Congo-N'djili International Airport, Kinshasa and Luano International Airport, Lubumbashi.

DHL Global Forwarding prioritizes compliance with dangerous goods transportation rules for ensuring the safety of freighters. Every year more than 1.25 million shipments of dangerous goods are transported by air, which requires strict adherence to international and national regulations tailored to each mode of transport. These regulations encompass various aspects, including packaging requirements, maximum allowable



quantities, and the types of goods permitted for co-transportation within the same unit.

To maintain consistency across these regulations, we have established mechanism for harmonizing hazard classification criteria and hazard communication tools, as well as transport conditions for all modes of transport.

Last year, we achieved a significant milestone by becoming the first organization in the UK to be certified as an IATA Center of Excellence for Independent Validators of Lithium Batteries (CEIV Li-batt). This certification represents our commitment to safety. We are working to audit and certify other critical facilities within our global air freight network.

DHL Global Forwarding, operating within the region, which encompasses Qatar, Kingdom of Bahrain, and Kingdom of Saudi Arabia, adheres to the International Civil Aviation Organization's (ICAO) Technical Instructions for the safe transport of dangerous goods by air.



Fabio Weiss
VP, Head of Airfreight, Middle East & Africa, DHL Global Forwarding

These guidelines serve as the foundation of our commitment to ensuring secure and compliant transportation of dangerous goods via air travel. Alongside compliance with ICAO standards, we collaborate with national aviation authorities, including the Qatar Civil Aviation Authority, Bahrain Civil Aviation Affairs, and the General Authority of Civil Aviation in Saudi Arabia, to implement these regulations.

Our commitment to hazardous materials training, proper classification and packaging, accurate documentation, and adherence to prohibited and restricted items lists coupled with robust emergency response protocols, underscores our dedication to safety and regulatory compliance in this vital aspect of our operations.

DIGITAL SOLUTIONS

At DHL Global Forwarding, we have implemented a range of digital solutions to enhance the efficiency and safety of dangerous goods shipments. Our One Global TMS provides checklists and handling requirements, streamlining operations. Through the myDHLi platform, customers can access and upload shipment documents, including MSDS, and benefit from near real-time tracking. Additionally, DHL's quote and booking system allows customers to compare quotations for different transport modes, while factoring in carbon emissions. These initiatives not only improve internal processes but also empower our customers by

ensuring the safe transport of dangerous goods and is a testament to our commitment to innovation and sustainability.

IATA Labelmaster, and Hazardous Cargo Bulletin just announced the results of their eighth annual 2023 Global

“DHL's quote & booking system allows customers to compare quotations for various transport modes, while factoring in emissions.”

Dangerous Goods Confidence Outlook. The survey results highlighted the need to reduce process complexity, establish effective staff recruitment and retention programmes, and enhance digitalisation to fa-

cilitate the safe and compliant transport of dangerous goods / hazardous materials (hazmat).

Robert Finn, Vice President, Labelmaster, said, “Ongoing supply chain disruptions along with the continued growth of e-commerce and markets that rely on dangerous goods—from consumer products to electric vehicles—has made shipping goods safely and compliantly increasingly difficult. While organizations showed improvement in their dangerous goods operations over the past year, the survey underscored the need to reduce process complexity and enhance digitalization to address future supply chain and regulatory challenges.”

Sponsored by Labelmaster, IATA and Hazardous Cargo Bulletin, 1,000 dangerous goods professionals from across the world were surveyed about their organizations’ operations and their expectations for the industry. The survey was conducted between April 18 and June 1, 2023.

Confidence among the professionals is high,



Nick Careen
IATA's senior vice president of operations, safety, and security

yet the challenges remain. In order to meet the future growth in dangerous goods shipments, we need trained personnel following internationally agreed standards and supported by the right technology and infrastructure.”

KEY FINDINGS AND RECOMMENDATION

- 85 per cent believe that their infrastructure is on par or ahead of the industry
- 92 per cent increased or kept

their investment the same year-over-year

- While 56 per cent believe their current infrastructure meets existing needs, only 28 per cent responded that it meets both current and future needs

“ We need trained personnel following internationally agreed standards and supported by the right technology and infrastructure.”

- 73 per cent of professionals stated their organizations have sustainability initiatives in place or planned
- However, 27 per cent do not have any sustainability initiatives planned, showing room for improvement

The survey results point to the challenges that the air cargo value chain continues to face in process simplification, digitalization, and training. Some key compliance tools from IATA and Labelmaster are helping to address these needs:

- **Reduce Complexity:** Establish repeatable processes with DG software such as Labelmaster’s DGIS.
- **Digitalization:** Integrate DG software into enterprise resource planning (ERP) and warehouse management system (WMS) to ensure complete, accurate data, for example, connecting DG AutoCheck via API Connect.

- **Training:** Strengthen employees’ understanding of DG regulations with Labelmaster’s immersive 3D experiences.

There are some specific practices, measures we exercise that contribute to ensuring the safety of cargo aircraft ops, while transporting dangerous goods which vary depending on the types of hazardous materials being transported.

- **Regulatory compliance:** we adhere to global and nation-



al regulations governing the transportation of hazardous materials by air

- Training and certification: all personnel involved in handling dangerous goods receive specialized training and certification to understand the risks and procedures

- Safety protocols: comprehensive safety protocols are established, covering packaging, labelling, loading, and unloading of hazardous materials

- Emergency response plans: robust emergency response plans are in place, and response teams are well-prepared to handle incidents

- Risk assessment: regular risk assessments identify potential hazards, and mitigation measures are implemented

- Security measures: security measures are implemented to prevent unauthorized access to dangerous goods

- Audits and inspections: regular audits and inspections ensure compliance with safety guidelines

- Technology and equipment:



Rohit Thakwani
CEO
Airglow Aviation Services

advanced technology and specialized equipment, such as temperature-controlled containers, enhance safety

- Reporting and documentation: thorough documentation of cargo contents and handling procedures facilitates tracking and auditing

Air carriers in the GCC region prioritize safety when transporting dangerous goods by adhering to a combination of local and international regulations:

1. IATA regulations: GCC airlines follow the IATA Dangerous Goods Regulations, which offer comprehensive guidelines on classifying, packaging, labelling, handling, and documenting dangerous goods for air transport. Personnel handling must undergo training and certification by IATA and

“It is vital to recognize rules and practices regarding dangerous goods may exhibit slight variations among GCC member states.”

Civil Aviation Authorities to ensure compliance with these safety procedures.

2. GCC civil aviation authorities: each GCC member state maintains its own civil aviation authority responsible for enforcing aviation safety rules, including those related to fer-

rying dangerous goods. They may either adopt IATA regulations or establish their own specific needs.

It is important to recognize that rules and practices regarding dangerous goods may exhibit slight variations among GCC member states. Consequently, airlines operating in the region must adhere to the requirements of the country where they are based and operate. Compliance with these regulations is imperative to uphold air travel safety in the GCC region. Trained personnel are at the heart of our strategy to ensure safe shipment of dangerous goods. Our team is trained and certified in handling dangerous goods.

Through e-learning platforms and virtual reality simulations, our personnel are imparted training. These tools not only equip them with the necessary knowledge but also instill practical skills for safely managing dangerous goods. We provide our employees with mobile apps granting them on-the-go access to critical information, including safety protocols, emergency procedures, and regulatory norms. 🚀



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Unlocking **innovative** **practices** in air cargo

Digital revolution has impacted aviation industry, leading to a transformative experience at airports worldwide. The Middle East has also adopted the same. By embracing digital and smart technologies, airports have revolutionized their operations, enhancing efficiency, improving visibility, and driving sustainability.



Ian Cruickshank
*Transport Taskforce Manager
 United for Wildlife*

years, this is one of the biggest single commitments by any airline on sustainability and by identifying partnerships with leading organizations. The cargo carrier will contribute to finding innovative solutions to the industry's most pressing challenges.

We are seeing lots of innovations in the GCC region and elsewhere from the use of drones for deliveries as well as within the facilities for inspections. We are seeing advanced automation and robotics in cargo facilities all of which enhance quality, speed of processing and productivity. We are seeing innovations in the digital space with increased degrees of customer personalization, capacity management and user self service solutions

becoming more creative daily. We are seeing new forms of transport being developed with multimodal vehicles that can float, foil and fly enabling shore to shore or port to port air cargo.

REGIONAL IMPACT

The GCC was the epicenter of global air cargo connectivity for over a decade with some of the world's leading carriers providing quality supply chain services connecting Asia, Europe, Africa, the Middle East,

“We are seeing innovations in digital space with customer personalization, capacity management and user self service solutions daily.”

South West Pacific region and North America to each other. The scale of this cargo connectivity is imperative to transport cargo in a quality-based environment that can only be achieved by leveraging the latest technological developments. The carriers,

 Abigail Mathias

Emirates SkyCargo has a longstanding and zero-tolerance policy on illegal wildlife trade and a complete ban on hunting trophies for the Big-4. In addition to Emirates SkyCargo employees, wildlife awareness training has also been extended to the employees in passenger services, including Cabin Crew, Emirates Airport Services, and the Emirates Group Security personnel. The IEnvA Illegal Wildlife Trade certification demonstrates the airline company's commitment.

As one of the United for Wildlife Transport Taskforce's longest-standing members, Emirates SkyCargo continues to demonstrate its leadership in combating wildlife trafficking. We congratulate the team on their achievement of this certification and look forward to ongoing collaboration to tackle wildlife crime around the world.

Earlier this year, Emirates SkyCargo committed US\$200 million to R&D projects focused on reducing the impact of fossil fuels in commercial aviation. Disbursed over three





Glyn Hughes
Director General
TIACA



“The eco-friendly, electrically powered aircraft are making strides in reducing emissions.”

forwarders, ground handlers and the regulatory authorities all recognize this crucial factor for success, and they continue to execute what is required to ensure the industry delivers on its promises and continues to grow.

TIACA plays a significant role in showcasing the latest trends and solutions. Through our events and communications, we shine a spotlight on what is possible today and we

hope to inspire the innovators in the air cargo industry to keep pushing the boundaries to deliver a better tomorrow. We also have a new membership category exclusively dedicated to start up organizations as a way of accelerating their industry connections and network. TIACA's Blue-Sky programme assists the organizations assess where they are on their sustainability journey, and our flagship Sustainability Awards recognizes inspirational

and transformational ideas and solutions.

In the GCC region and South-East Asia, innovation in the air cargo industry is thriving. A noteworthy development is the emergence of the battery-operated aircraft. These eco-friendly, electrically powered aircraft are making strides in reducing emissions and operational costs. We have been closely monitoring this trend and are exploring potential





Tosaporn Asunee
Chairman
Pattaya Airways

partnerships with manufacturers to integrate these aircraft into our fleet.

Furthermore, the use of drones for cargo deliveries is gaining momentum. In remote or challenging terrains, the drones could provide a cost-effective and efficient solution for last-mile deliveries. This technology is particularly relevant in Southeast Asia, where reaching remote locations can be challenging.

In addition, advancements in automation and Artificial Intelligence (AI) are enhancing cargo handling and tracking systems. These technologies improve cargo handling efficiency and accuracy, significant in the ever-evolving air cargo landscape.

“The use of drones for cargo deliveries is gaining momentum, especially in remote or interior areas.”

We are excited about these innovations and their potential to alter or transform the industry and are committed to staying at the forefront of these developments.

The air cargo industry is experiencing a breath of fresh air as new technologies



Fabio Weiss
VP, Head of Airfreight Middle East & Africa, DHL Global Forwarding

emerge. Electric aircraft (eVTOL) are offering eco-friendly and efficient options for short-distance and last-mile cargo deliveries. By using robots and cutting-edge technology, automation minimizes blunders, boosts efficiency, and handles cargo with precision. Deliveries and cargo monitoring with drones are becoming increasingly popular. Real-time cargo insights are provided by Internet of Things and tracking technology, while green initia-

tives are reducing the impact on the environment. Collectively, these innovations are reshaping air cargo systems, making them more efficient, sustainable, and adaptable to

“By using robots and other tech, automation minimizes blunders, boosts efficiency, and handles cargo with precision.”

evolving logistics needs. Innovations in the Middle East offer a multitude of benefits, including economic growth through enhanced trade and logistics efficiency. Innovations reduce CO₂ footprint, create jobs, and bolster security. They provide a competitive edge, diversify economy, and facilitate trade.

Logistics in the Middle East is a rapidly growing due to the region's strategic location as a crossroads between Europe, Africa, and Asia. Some of the major ports include Dubai, Abu Dhabi, Doha, and Jeddah.

While the Kingdom of Saudi Arabia continues to make ground-breaking plans about logistics as part of its Vision 2030, the UAE continues to steam ahead as a major name in the arena. We are forced to wonder which of the two will be the logistics king of the future.

According to a report by the World Bank, the Middle East and North Africa region (MENA) has the potential to become a major global logistics hub, with an estimated value of US\$3.7 trillion by 2025. The UAE is the largest logistics market, accounting for around 60 per cent of the region's logistics market, followed by KSA and Qatar.

The logistics sector in the UAE likely to grow at a CAGR of 4.8 per cent between 2021 and 2026, driven by e-commerce growth, infra investments, and



Shankar Subramoniam
CEO
Salt Tech International

India's strategic location. COVID has had an impact on logistics and shipping in the Middle East, with disruptions to global supply chains and changes in consumer behaviour leading to increased demand for e-commerce and last-mile delivery services.

One major trend in the industry is the adoption of new technologies, such as Blockchain, AI, and the Internet of Things (IoT), to improve efficiency and transparency

in supply chain ops. This is expected to reduce costs, increase speed, and improve security and sustainability.

With a host of mega-projects that have the power to change the world, KSA has made it a mission to lead the world in new ways of work-

“The MENA region could become a global logistics hub, with an estimated value of US\$3.7 trillion by 2025.”

ing and living. Projects such as NEOM, the futuristic city in the desert, and the Red Sea Project, and King Abdullah Economic City, KSA is wowing the world.

Another trend is the shift towards sustainable logistics practices, in response

to increasing environmental concerns and regulations. This includes the adoption of alternative fuels, such as LNG and electric vehicles, as well as the implementation of eco-friendly logistics. .

One of the most recent, the 'We the UAE 2031' vision represents a national plan through which the UAE will continue its development path for the next 10 years. The plan seeks to enhance the UAE's position as a global partner and an attractive and influential economic hub. The KSA launched its Vision 2030 in April 2016; it is a key pillar in transforming the Kingdom into the go-to logistics hub.

To build the gap between industry and service provider we are working on concepts such as:

- E To E-Education to Employment
- Campus to corporate employment for skilled and innovative workforce to meet the standards
- Work with a plan-Think local work global logistics
- Outsourcing, marketplace, online business management using technology 🚀



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Supply Chain Transformation.”*

Dr. Rakesh Singh | ISCM



Celebrating the launch of Arabian Cargo Awards

These awards are by the industry, for the industry and created by those who make the industry what it is today—a force to reckon with. The Arabian Cargo Awards represents the pioneering internet-based voting system for awards, ensuring impartiality.





Abigail Mathias

Join us as we prepare to recognise the key players of the region's logistics and cargo industry in the Arabian Cargo, which will take place on 24 October 2023 at Sofitel Dubai Downtown.

The awards will be held in honour of the 'unsung he-

Group, the exclusive B2B media company in the Middle East. With over 22 years of presence in the UAE, DDP Group is the trusted source of news for both the cargo and travel markets in the region.

The success of the India Cargo Awards, launched in 2013, steadily paved the way for emergence of the Arabian

ing excellence and nurturing industry advancement.

The Arabian Cargo Awards represents the pioneering internet-based voting system for awards, ensuring impartiality. With the backing of premier media partners, including CargoTV.News, CargoTalk Middle East, and Cargo Breaking News, these awards commem-



roes' of the Middle East's air cargo and logistics fraternity. Tipped to be the Oscars of the cargo industry, the Arabian

The Arabian Cargo Awards is a special night of glitz and glamour for honouring achievers of the cargo & logistics sector

Cargo Awards will give a clarion call to the best of the best in all regions to participate in the ceremony, which is only through invitation.

Expected to make an impact on the industry, the stalwarts of the fraternity will come together to witness a special black-tie event in the UAE. The event is organized by DDP

Cargo Awards. This is one special night of glitz and glamour for honouring the achievers of the cargo industry. These awards are by the industry, for the industry and created by those who make the industry what it is today—a force to reckon with.

THE CEREMONY

Anchored in a distinctive blend of jury judgment and voting, these awards embody a beacon of fairness and impartiality. The journey culminates in a ceremony that exudes sophistication and grace, attracting eminent figures from the sector. Join us in recognizing the unsung heroes, the trailblazers, and the innovators who shape the logistics and air cargo landscape. The event promises to be an evening of honour, inspiration, and networking.

Take part in this ceremony by nominating individuals, companies, or projects deserving of acknowledgement for their remarkable contributions in the air cargo and logistics sector. Your nomination signifies a commitment to honour-

orate the triumphs of the Middle East's cargo and logistics sector.

Discussing this event, San Jeet, Director, DDP Group, said, "These awards will set a benchmark for all in the cargo industry. We recognize the efforts of those working behind the scenes, motivate them and applaud them for their services." Planned as an exclusive event, the DDP Group will hold the event annually. To learn more about the awards, categories, and submission guidelines, please visit our website www.arabiancargoawards.ae.

WHO CAN BE NOMINATED?

- The Arabian Cargo Awards are open to anyone who is a part of the logistics and cargo industry in the GCC.
- Those who stand out for their exceptional work and those who are emerging victors of the market.



Forwarders optimistic even as cargo demand falls

Cargo capacity, measured in available cargo tonne-kilometers, rose 9.7% compared to July 2022, which was a slower rate compared to double-digit growth recorded between March and May, says **Willie Walsh, Director General**. Middle East carriers experienced a 1.5% year on year increase in cargo volumes, he adds.

 CT Bureau

IATA released data for July 2023 global air cargo markets showed recovering growth rates since February. July air cargo demand tracked 0.8 per cent below the previous year's levels.

Although demand is now flat as against 2022, this is an improvement on recent months' performance that is significant given declines in global trade volumes and rising concerns over the Chinese economy.

- Middle Eastern carriers experienced a 1.5 per cent year



on year increase in cargo volumes in July 2023. This was an improvement on the previous month's performance (0.6%). The demand on Middle East-Asia routes has been trending upward in the past two months. Capacity increased 17.1 per cent compared to July 2022

- Global demand, measured in cargo tonne-kilometers (CTKs), tracked at 0.8 per cent below July 2022 levels (-0.4% for international operations). This was a significant improvement over the previous month's performance (-3.4%)

- Capacity, measured in avail-



able cargo tonne-kilometers (ACTKs), was up 11.2 per cent compared to July 2022 (8% for international operations). The strong uptick in ACTKs reflects the growth in belly capacity (29.3% year on year) because of the summer season

OPERATING ENVIRONMENT

• In July, both the manufacturing output Purchasing Managers Index (PMI) (49.0) and new export orders PMI (46.4) were below the critical threshold represented by the

50 mark showing a decline in global manufacturing production and exports.

• Global cross-border trade contracted for the third month in a row in June, decreasing 2.5 per cent year on year, reflecting the cooling demand environment and challenging macroeconomic conditions. The difference between the annual growth rates of air cargo and the global goods trade narrowed to -0.8 percentage points in June. While air cargo growth is



Willie Walsh
Director General
IATA

still lagging world trade, the gap is the narrowest since January 2022.

• In July, the global supplier delivery time PMI was 51.9, signalling fewer supply chain delays. All major economies, except China, had PMIs above 50. The USA, Europe, and Japan recorded PMIs of 54.2, 57.7, and 50.4, respectively.

• Inflation saw a mixed picture in July, with the increase in consumer prices in the USA picking up pace for the first time in 13 months. In China, both consumer and producer prices fell, pointing to a possible deflationary economy.

“Compared to July 2022, demand for air cargo was basically flat. Considering we were

3.4 per cent below 2022 levels in June, that is a significant improvement. And it continues a trend of strengthening demand that began in February,” said Willie Walsh, Director General, IATA.

He also added, “How this trend will evolve in the coming months will be something to watch carefully. Many fundamental drivers of air cargo

“Many fundamental drivers of air cargo demand, such as trade volumes and export orders, remain weak or are deteriorating.”

demand, such as trade volumes and export orders, remain weak or are deteriorating. And there are growing concerns over how the Chinese economy is developing. At the same time, we are seeing shorter delivery times, which is normally a sign of increasing economic activity. Amid these mixed signals, strengthening demand gives us good reason to be cautiously optimistic.”

Air cargo market in detail - July 2023

	World share ¹ (%)	July 2023 (% year-on-year)				July 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%	-0.8%	11.2%	-5.1%	42.1%	-2.4	3.7	-2.7	43.2
Africa	2.0%	2.9%	11.0%	-3.3%	41.7%	5.3	-20.3	10.8	44.6
Asia Pacific	32.4%	2.7%	26.0%	-10.4%	45.7%	-6.1	5.5	-5.8	46.8
Europe	21.8%	-1.5%	5.3%	-3.3%	47.2%	-12.9	-8.7	-2.3	47.6
Latin America	2.7%	0.4%	10.0%	-3.1%	32.2%	3.8	12.7	-2.9	33.7
Middle East	13.0%	1.5%	17.1%	-6.3%	41.1%	5.2	6.6	-0.6	44.6
North America	28.1%	-5.2%	0.5%	-2.2%	37.0%	8.1	10.5	-0.8	37.4

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.

FACTFILE

- Middle Eastern carriers experienced a 1.5% year on year increase in cargo volumes in July 2023.
- Global cross-border trade contracted for the third consecutive month in June, decreasing 2.5% year on year.
- In July, the global supplier delivery time PMI was 51.9, signalling fewer supply chain delays.



Global air cargo spot rates sink to their lowest in Aug

We are picking up signals that it could take another few quarters before we see demand on a global level, says **Niall van de Wouw, Chief Airfreight Officer, Xeneta**. August was quiet, like July, and we see no meaningful signals from a qualitative or quantitative point of view of any kind of peak arising this year, he adds.



Niall van de Wouw
Chief Airfreight Officer
Xeneta

TCT Bureau

The global air cargo spot rates flattened to US\$2.19 per kg in August, its lowest since the onset of the pandemic as another weak summer month saw chargeable weight edge decrease by 1 per cent for the fourth consecutive month, according to the latest weekly market analysis from CLIVE Data Services, part of Xeneta.

While shippers and freight forwarders continue to benefit from the overall decline of general air freight rates, rising jet fuel prices should concern

an already contracted market, with the USA gulf coast jet fuel spot price jumping 21 per cent month-by-month.

Due to capacity shortage triggered by various geopolitical issues, air freight spot rates ex Northeast Asia to the Middle East and Central Asia, Northeast Asia to Europe, China to the USA and China to Europe remained highly elevated, still up by around 55 per cent from their pre-COVID levels.

August saw global air cargo capacity rise by 7 per cent year on year, while CLIVE's global dynamic load factor analysis,

which measures cargo load factor based on both volume and weight perspectives of cargo flown and capacity available, climbed one percentage point about the previous month to 56 per cent.

It is worth mentioning that the August global load factor continued to decrease year on year, down 3 per cent from the past year's level. Softened global demand and the capacity surge were the main reasons behind this.

The data dampened industry reports of a slight spike in demand in August, leading to



“Of 10 trade lanes, China-USA and Southeast Asia-USA recorded growth.”

hopes of a rise in volumes going into the final four months of the year. “We are picking up signals that it could take a few more quarters before we see more demand on a global level,” said Niall van de Wouw, Chief Airfreight Officer, Xeneta.

“August was quiet, like July, and we saw no meaningful signals from a qualitative or quantitative point of view of any kind of peak arising this year. There might be some early peak season charter requests floating around but they are backed up by very little demand. The (low) rates and the limited timeframe the requestors are looking for signal that they are not too concerned now about getting the required capacity when they need it.

“The market seems to have levelled out, but still holds a lot of uncertainty, and not just for air freight. There was also no peak for the ocean market, which precedes the air freight market by a couple of months. There are even blank sailings scheduled ahead of the Golden Week period.

“There is likely to be upward pressure on air freight rates in October second half as capacity is taken out of the market, but it is getting late in the game to impact the industry’s 2023 performance, and the signals for the rest of the year are not good given that the macroeconomic outlook has not improved,” he added.

Average general air freight rates in August dipped as low as US\$ 2.13 per kg in the first two weeks of the month, although this varies by trade corridor. Of 10 major trade lanes assessed, only China-USA and Southeast Asia-USA recorded growth—air cargo spot rates shot up 3-4 per cent on these corridors. This is attributed to a more resilient USA economy with retail sales and delayed re-

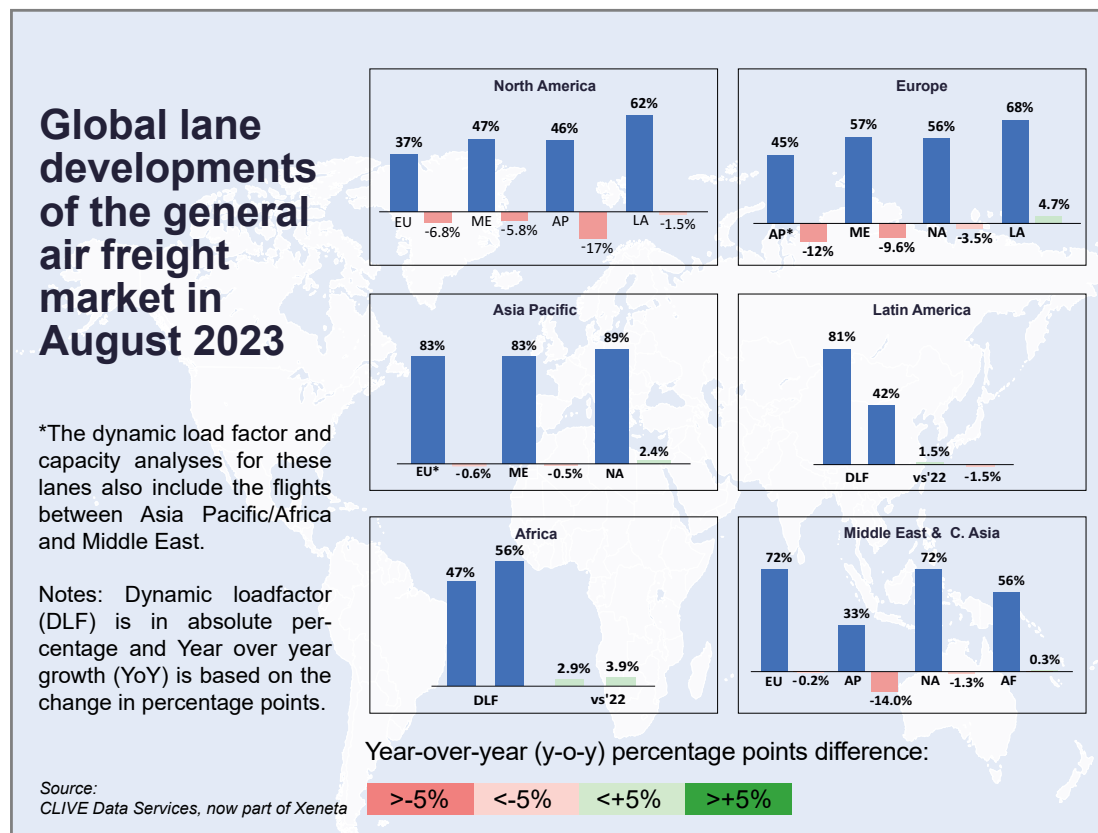
Global summary of the general air freight market in August 2023			
Region	Dynamic load factor		
	Aug '23 <i>Abs. in %</i>	vs Aug '22 <i>Change in p.pts %</i>	vs Jul '23 <i>Change in p.pts %</i>
Global	55	- 2.7	+ 0.4
Outbound:	-		
Asia Pacific	69	- 2.1	+1.0
North America	46	- 3.5	+ 0.7
Europe	57	- 4.5	- 0.3
Middle East & Central Asia	54	- 2.8	- 0.2
Latin America	61	+ 0.1	+ 1.9
Africa	48	+ 2.5	+ 1.5

Source: CLIVE Data Services, now part of Xeneta

covery of USA-China passenger belly hold, which is growing at a slower pace than Europe-China. Ocean freight might shed some light on where the air cargo is heading, given the former begins its yearly peak season a few months ahead of the air freight cycle.

coming to terms with the market conditions and not even the current and planned restrictions we see on container ships moving through the Panama Canal are likely to provide an uptick to air freight volumes Demand growth does not exist in this current moment or for the foreseeable future,” van de Wouw added.

“The air cargo industry is



UK-based forwarder joins NextGen FDI programme

Zencargo's utilization of advanced technology to revolutionize freight forwarding aligns with goals of the Trade Tech Initiative that seeks to digitize global supply chains, says His Excellency Dr Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade.

CT Bureau

The UAE Ministry of Economy has announced that Zencargo, a UK-based digital freight forwarder, is the latest company to join its NextGenFDI programme. The company will soon start operations in the UAE with a view to integrate into its technology, trade and logistics ecosystem. The company will also use the country as a platform to expand its operations into MENA, Africa and South Asia.

Zencargo's presence is an endorsement of the UAE's Trade Tech initiative, which was launched in partnership with the World Economic Forum to accelerate the digitalisation of international supply chains, enhance customs procedures, improve developing countries'

Zencargo's move to open ops in UAE is an example to pursue expand to other nations

access to the global trading system and spur a new era of trade growth.

His Excellency Dr Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade, said, "The UAE is a champion of trade innovation and sup-



ports advanced technology to catalyse global trade. Zencargo's decision to open operations in UAE is the latest example of a ground-breaking company taking advantage of our NextGenFDI program to pursue their next growth stage, which includes expansion into new markets. Their utilization of advanced technology to revolutionize forwarding is aligned with the UAE Trade Tech Initiative, which seeks to deploy the tools of the Fourth Industrial Revolution to bring the global trading system into the 21st century."

Commenting on Zencargo's decision to begin operations in the UAE, Co-Founder

Richard Fattal said, "It is my pleasure to be in the UAE. At Zencargo, we are delighted to be expanding to the GCC region. NextGen FDI and the UAE's free port strategy are clear examples of this, and we are excited to be helping businesses in the region to unlock smarter shipping decisions and connect them with the tools to gain more control over their supply chains."

Zencargo uses proprietary software to provide clients with an overview of their supply chains. Its platform, powered by ML, digitizes end-to-end inbound supply-chain process, offering visibility at each stage from order to deliv-

ery. Zencargo has developed a MNC client base and is adding the UAE to its operations.

The NextGenFDI program, launched last year, is supporting the growth of the UAE's knowledge-based economy by enabling rapid incorporation and licensing, access to banking, real estate and visa issuance for advanced technology firms who seek to operate in the UAE. The initiative comprises public and private sector stakeholders including DIFC, Abu Dhabi Global Market, the Dubai Multi Commodities Centre, Dubai Internet City, Dubai South, Emirates NBD and the digital banking platform Wio. 🇦🇪



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His Excellency Dr Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade and Honourable Damien O'Connor, Minister of Trade and Export Growth, New Zealand lead during an interaction in Dubai

UAE, New Zealand enter **CEPA** preliminary talks

His Excellency Dr Thani bin Ahmed Al Zeyoudi, UAE Minister of State for Foreign Trade received Honourable Damien O'Connor, Minister of Trade and Export Growth, New Zealand, in Dubai as the two nations explore deeper economic collaboration, including the pursuit of CEPA.

 CT Bureau

In preliminary talks between the UAE and New Zealand to enter CEPA, His Excellency Al Zeyoudi commended the relations shared by the two countries and reaffirmed their mutual interests in enhancing cooperation in key sectors, including healthcare.

The UAE Minister also informed Honourable Damien O'Connor about the preparations for the World Trade Organization's 13th Ministerial Conference to be held in Abu Dhabi next year.

Non-oil trade between the UAE and New Zealand

Delegation of New Zealand trade officials visited the UAE to discuss CEPA. UAE-New Zealand non-oil trade reached US\$805 million in 2022, an increase of 7% on 2021

reached US\$805 million in 2022, a growth of 7 per cent compared to 2021. As of 2022, the UAE is New Zealand's leading trading partner in the Arab World, accounting for 2.5 per cent of New Zealand's total foreign trade. His Excellency Al Zeyoudi said, "New Zealand is the UAE's valued

partner in the Oceania region. As we seek to expand our network of trading partners, exploring a potential CEPA demonstrates our commitment to delivering new markets and new opportunities for our private sector. We look forward to establishing the parameters of a future-facing,

resilient and mutually beneficial deal." O'Connor added, "These discussions are a vital step toward a trade pact with the UAE."

A cornerstone of the "We the UAE 2031" economic vision, which seeks to push non-oil foreign trade beyond AED4 trillion by the end of the decade, the UAE's CEPA programme is solidifying ties with strategic allies at an accelerated pace. A total of five agreements have been signed to date, with India, Israel, Turkey, Indonesia, and Cambodia, each designed to accelerate economic recovery and secure vital supply chains. 🇦🇪

Etihad Cargo ramps up capacity for China

Etihad Cargo now provides additional cargo capacity via a weekly freighter service to Guangzhou. The move will also strengthen relations between the UAE and China, says **Leonard Rodrigues, Head, Revenue Management, Fleet and Network, Etihad Cargo.**

 CT Bureau

Etihad Cargo has enhanced its freighter network with the addition of a weekly freighter service to Guangzhou. Offering a new freighter route to Guangzhou comes in response to increased



Leonard Rodrigues
Head, Revenue Management
Fleet and Network, Etihad Cargo

“We operate 10 freighters per week to China, including weekly flights to Guangzhou and Ezhou.”

demand for cargo capacity for China and bolsters Etihad Cargo’s existing freighter network, bringing the total number of freighters for mainland China to 10 per week.



“With the introduction of a new freighter service between our Abu Dhabi and Guangzhou, combined with increased frequencies across China via Etihad Cargo’s freighter and the airline’s pax flights, customers and partners benefit from increased capacity. Expanding Etihad Cargo’s reach into the Chinese market meets the increase in demand for capacity and strengthen relations between the UAE and China,” said Leonard Rodrigues, Head, Revenue Management, Fleet and Network, Etihad Cargo.

The Head, Marketing Department of Guangzhou, Baiyun International Airport said, “This milestone reflects our partnership since the launch

of Etihad Airways’ Abu Dhabi-Guangzhou pax flight route in October last, which played a vital role in the recovery of the Guangzhou market and Greater Bay Area. The introduction of this all-cargo scheduled flight route will enhance trade between Guangzhou and Abu Dhabi International Airport, while strengthening linkage between the Middle East, China, and other Belt and Road Initiative economies.”

In recent months, Etihad Cargo continued to add depth to its Asian network by launching a fourth Chinese gateway to its expanding network. The carrier’s maiden flight to Ezhou Huahu Airport landed on 18 August 2023.

Complementing Etihad Cargo’s expanding freighter network, the carrier offers additional belly capacity for China via 10 pax flights per week to Beijing, Guangzhou, and Shanghai. Etihad Cargo also offers customers and partners access to 25 domestic mainland Chinese destinations, providing seamless connectivity across the Chinese market.

Etihad Cargo continuously evaluates its international network and remains committed to increasing frequencies and introducing new destinations in order to ensure the carrier can fully meet cargo capacity requirements and remain the air cargo partner of choice. 



Qatar Cargo, DSV partner to increase cargo capacity

Qatar Cargo partners with DSV Global Transportation and Logistics to launch a new route from Huntsville, USA, increasing access to Europe, Middle East and beyond. By collaborating with QAC, we extend our market presence and create avenues for seamless access to the Middle East, says **Mads Ravn, Executive VP, DSV**.

 CT Bureau

Earlier this month global transportation group DSV formed a strategic partnership with Qatar Airways Cargo on flights between the Middle East, Mexico, the USA and Europe to cater specifically for the oil and gas industry. The

twice-weekly flights are part of DSV's air charter network and operate between Mexico City and Doha via Huntsville and Luxembourg.

"This route also has the potential to extend beyond Doha by seamlessly integrating with Qatar Airways Cargo's global

feeder network and becoming a pathway to other destinations," the partners said.

The newly launched route, named by the DSV as the 'Gateway Star,' will see twice weekly Boeing 777 freighters operating from Felipe Ángeles International Airport in Mexi-

co to Huntsville and arriving in Doha via Luxembourg.

Mads Ravn, Executive Vice President, DSV, said, "By collaborating with the Qatar Airways Cargo, we have not only extended our market presence but also created avenues for seamless access to the



Middle East region with a keen focus on boosting our oil and gas cargo.”

Elizabeth Oudkerk, Senior Vice President, Cargo Sales and Network Planning, Qatar Airways Cargo, said, “This initiative not only expands DSV’s market reach, but also estab-

lishes a direct scheduled service between Huntsville to the Middle East and beyond.”

lishes a direct scheduled service between Huntsville to the Middle East and beyond. The major exports from Huntsville that will be carried on Qatar Airways Cargo flights

On the new route, biweekly freighters will lift 200 tonnes of capacity per week. With addition of Huntsville, QAC network in the Americas has risen to 22 destinations

lishes a direct scheduled service between Huntsville to the Middle East and beyond.

“The route will see twice weekly Boeing 777 freighters offering 200 tonnes of capacity per week. With the addition of Huntsville, Qatar Airways Cargo’s network in the Americas now increases to 22 destinations.” The forwarder has been developing its charter network this


are automobile parts to various manufacturers in Europe along with perishables and cars from Mexico.

With the addition of Huntsville, Qatar Airways Cargo presently serves 22 destinations in the Americas with freighter and passenger belly-hold flights, providing a combined weekly cargo capacity of more than 5,500 tonnes. 🇸🇦



dnata **AI-solutions** to perk up Etihad Cargo's efficiency

Speedcargo's Artificial Intelligence-based Cargo Eye and Assemble solutions installed at dnata's facilities will help overall logistical efficiency, digitization and optimize cargo capacity of Etihad Cargo's customers and flights departing daily from Singapore, says **Dr Krishna Kumar Nallur, CEO, Speedcargo.**

 CT Bureau

dnata has partnered with logistics technology solutions provider, Speedcargo, to deliver cutting-edge cargo services to Etihad Cargo at Singapore Changi Airport (SIN). Cargo Eye uses advanced, vision-based 3D technology to scan and capture a cargo's exact dimensions, volume data, images, and labels, providing a

comprehensive digital record. This information is then fed into Assemble, which creates a digital plan, advising dnata's trained cargo handling teams of the optimal method of building a pallet.

Speedcargo's Artificial Intelligence (AI)-based Cargo Eye and Assemble solutions installed at dnata's facilities will improve overall logistical ef-

This is the first step towards industry transformation and will enable end-to-end optimization of cargo capacity

iciency, digitization and optimize cargo capacity for Etihad Cargo's daily flights departing from Singapore. Etihad Cargo is the first customer to take ad-

vantage of this tech. The roll-out of Cargo Eye and Assemble follows the airline's decision to implement the technology in response to successful trials.





Dr. Krishna Kumar Nallur
CEO
Speedcargo

“‘Cargo Eye’ and ‘Assemble’ maximize flight cargo capacity, improving operational efficiencies.”

enable us to provide Etihad Cargo and its customers with digital audit trails of how cargo has been handled, improving efficiency and providing a qual-

ity end-to-end service. We will continue to create value and enhance our service offerings.”

Dr. Krishna Kumar Nallur, CEO, Speedcargo, said, “This is the first step towards industry transformation and will enable end-to-end optimization of cargo capacity—from booking to cargo hold. Our solutions will help Etihad Cargo to maximize capacity, and enable dnata Singapore to digitize their cargo handling and improve their productivity and efficiency.”

Thomas Schürmann, Head, Cargo Operations & Delivery,

Etihad Cargo, said, “With the launch of Speedcargo’s AI-based solutions, we are altering air freight ops and optimizing cargo capacity as the latest step in the carrier’s digitalisation journey. Singapore has been selected as the first station to go live with these AI tools, which will boost efficiency, digitize and standardize cargo handling across Etihad Cargo’s network and enhance service levels for its customers and partners. Following trials of the AI-powered cargo handling solutions, Etihad Cargo sought out a ground handling partner to deploy Cargo Eye and Assemble.” 🇸🇬

The innovative AI-powered solutions ensure Etihad Cargo maximizes cargo capacity, while becoming more efficient and sustainable. Both Cargo Eye and Assemble integrate into dnata’s existing warehouse management system.

Charles Galloway, Regional CEO, Airport Operations, APAC, dnata, said, “dnata is proud to lead the digitization of cargo processes through innovative technology solutions. Working alongside Speedcargo, Cargo Eye and Assemble will




‘We are getting **future ready** to grow our business’

Transportation plays a big role in pollution and emissions worldwide, sustainability is important for us, we have a multitude of initiatives to increase our sustainability standards, says, **Martin Eberle, CFO, Hellmann Worldwide Logistics**. By Q4 2023, they will have 50% of their shipments on ‘Cargowise’ tech platform.



Martin Eberle
CFO
Hellmann Worldwide Logistics

 Suhani Sood

Tell us about the genesis of your business operations and offerings abroad?

We are doing mainly CNN Freight and contract logistics. So that is the scope of our business. We operate in 60 countries worldwide and have a partner network of 489 branches in 173 countries to expand our network, we have begun operations in six countries in the past three years and are planning to operate in four more in the next 12 months.

“ Our strategy is to grow our business. We are a medium-sized international network, so we must make sure that our inhouse companies have enough throughput.”

How was the year 2022 for Hellmann International? What are the growth strategies adopted to achieve 2019 levels in the new normal?

The year 2022 was a challenging one because the supply chain disruptions made it difficult to move cargo and that put a lot of pressure on our staff. Nonetheless, we were able to offer solutions to our customers and increase shipments throughout the year. Overall, we have recorded good financial results, which





will help us to pursue our strategic initiatives.

Can you elaborate upon your growth strategy to move ahead?

Our strategy is to grow our business. We are a medium-sized international network, so we must make sure that our inhouse companies have enough throughput. We feel we can work this out as a family company being long-term oriented, thereby also having long-term solutions for our customers.

How much emphasis has been laid on sustainable operations to cut down on carbon emissions?

Transportation plays a big role in pollution and carbon emissions worldwide. The topic of sustainability is important for us as a company but also for our shareholders because, as I said, we are a family company. We are not public listed, so the shareholders are concerned how the company uses its resources. We have a multitude of initiatives to increase our sustainability standards. One is buildings, we own to make them more energy efficient. Second is transport equipment that we own, trucks, trailers, to make them carbon friendly.

We are working with startups to find new ways of doing it. And then, of course, for sea and air freight, we are working on initiatives such as SAF. We are working on a project with drones for mid-range transportation. And I think it is important for us as a logistics supplier that we ensure transparency of emissions so that if a customer ships with us, he/she gets clear data about their carbon footprint. That is something we are working on, and with our “Smart Products” we have solutions in place that can secure that.

Tell us about the recent innovations and developments done by your company?

Our company has seen a massive transformation. Until 2017, it was managed by the family members and was then transitioned into a non-family management. We have spent time in building up structures necessary for a company of our size. We have adopted a major investment package to significantly drive digitization forward. Whilst we have sound systems in place, they must be renewed, as they are in parts outdated. By this year-end, we will have 50 per cent of our shipments on the new system, which is Cargowise and by next year-end, we will migrate

90 per cent of the files. This is the big initiative to make us future ready for new innovations. Given that logistics is a people business, we have also invested in the initiation of a new corporate culture—the Hellmann

What are the crucial areas of concern now?

There are, of course, the major global challenges that we all face. The central issue here is sustainability and, in this

We are changing all the company’s main operational systems, but that is just to provide a platform on which we can build our future innovations

Promise. It does not only define the values we stand for but also our common global vision: For the better. Together.

How crucial is technology to enhance operational efficiency, cut costs and transit time?

Digitalisation is something, which has been here for a long time, and that will never be completed. As such, digital developments are significant for making logistics more efficient and to fulfil the demands of our customers. As I said, we are changing all our main operational systems, but that is just to provide a platform on which we can build future innovations.

context, climate change. On the other hand, the world is changing, and so is the geopolitical situation.

What is your target for the coming years?

Technology, as I said, is the future. We will have our own digital system by 2024-end to track freight business. We are also changing our finance system, and customer relationship management system. Everything will be digital soon. We have a workforce of 14,000 people in 60 countries. Currently, we do not have digital systems to manage our tasks on a global level. We are trying to be agile enough to use these systems and technology that comes up to leverage. 🚀

ZCS delivers 42 million shipments, eyes expansion

The logistics and courier company is undergoing a major internal transformation within its organization to further improve and streamline its B2C and B2B services regionally and internationally and investing in various technologies, says **Nabeel Al Kharabsheh, General Manager**.

 Abigail Mathias

Launched in 2008, Zajel Courier Services is one of the fastest growing logistics and courier service companies in the UAE. With over a decade of experience, to date



Nabeel Al Kharabsheh
General Manager
Zajel Courier Services

“I see upward growth for the company and its scope of operations which have worldwide outreach

the company has delivered over 42 million shipments covering over 200 countries. In addition to domestic courier services

and e-commerce, the company also provides air, sea and GCC road freight.

“The logistics landscape has changed extensively in the past couple of years, especially during 2020 which has brought many challenges to the field. I believe that Zajel is one of the region’s most promising logistical provider and I only see upward growth for the company and its scope of operations which have worldwide outreach,” said Nabeel Al Kharabsheh, General Manager.

The company is undergoing a major internal transfor-

mation within its organization to improve and streamline its B2C and B2B services regionally and internationally. It is investing in innovative technologies within its organization to maximize efficiency as the leading logistics provider.

Al Kharabsheh comes with over a decade of experience, working with the world’s logistical giants in the UAE and abroad. He has comprehensive knowledge within the logistics and supply chain space, working closely with various courier businesses, in freight forwarding, project logistics and warehouse solutions. Al Kharabsheh moved from Jordan to

Egypt in 2008, working as logistics manager, then headed to Dubai in 2010 to 2012 to continue his professional career. Al Kharabsheh headed to Kazakhstan in 2012 spending over 6 years there serving as country manager for leading logistics firm, overseeing all logistics operations from domestic to international.

FACTFILE

- Apart from domestic courier services and e-commerce, Zajel also provides air, sea and GCC road freight.



Tech firm to **digitally alter** Aramtec's warehouse ops

UAE-based Zebra Technologies Corporation is modernizing its entire warehouse operations through digital transformation so it can respond faster to growing customer reach and changes in its supply chain environment, says **Hozefa Saylawala, Regional Director, Middle East.**

 CT Bureau

Zebra Technologies Corporation has recently announced that Aramtec, a prominent UAE premium food service distributor, will deploy a Zebra warehouse automation solution to further digitise and enhance its warehouse operations. Through this transformation, Aramtec aims to increase productivity by around 14 per cent.

Since its inception in 1979, Aramtec has operated as a family-run business, supplying premium quality food to the UAE's hospitality industry. The



Members of UAE food services distributor, Aramtec sign an MOU with Zebra warehouse automation, to further digitise and enhance warehouse operations.

Aramtec is deploying the Zebra solution in its Dubai and Abu Dhabi centres for inbound and outbound material

company imports and distributes worldwide selected food brands and products across the region including Qatar. With more than 2,500 stock keeping units (SKUs), it delivers to over 3,500 customers including luxury hotels, restaurants, airlines and other commercial food and beverage outlets.

“By deploying a more suitable and modern technology solution, we are able to give our frontline workers the tools they need to meet business goals and customer expectations,” said Edgard Chalhoub, Managing Director, Aramtec. “This Zebra solution will help us improve our end-to-end processes, achieve greater visibility and management of our complex supply chain and distribution network operations, and allow us to increase overall productivity.”

Aramtec is also collaborating with Zebra partner Al Tarmez Digit System Technology LLC who recommended warehouse automation mobile solution of Zebra, including Zebra's MC3300X

mobile computers, MC9300 ultra-rugged mobile touch computers, and ZQ320 Plus Series mobile printers with Certified Zebra supplies.

The merger will also help the company benefit from Zebra's OneCare support services which includes technical support, comprehensive repair coverage, advance replacement and the latest software releases. Al Tarmez is supporting the implementation which kicked off in June 2023.


Aramtec is deploying the Zebra solution in its Dubai and Abu Dhabi distribution centres for inbound and outbound material management applications, and the printers are being used for shelf edge

labelling in the warehouse and price tags. This Zebra solution offers a better value proposition overall, as the same devices can be used in different warehouse areas. After-sales support will help enable a smooth transition and integration into the customer's existing warehouse management system (WMS) SAP solution.

“We are delighted to support warehouse transformation and business growth of Aramtec,” said Hozefa Saylawala, Regional Director, Middle East, Zebra Technologies. “Aramtec is equipped to respond quickly to customer needs and changes in the supply chain environment, as well as enhancing the services it delivers to existing and new customers.” 🍌

Experts debate challenges of smart logistics at summit

Global logistics and supply chain experts discussed the latest trends, techniques, research, and innovations in the industry. Logistics and supply chain management in the KSA is one of the key elements of Vision 2030, as the Kingdom of Saudi Arabia is striving to position itself as a logistics hub.

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The Landmarks in Logistics Summit was held in Jeddah, Kingdom of Saudi Arabia (KSA) to discuss global logistics efficiency and sustainability. The summit embraced an array of global logistics and supply chain experts to discuss the latest trends, techniques, research, and innovations in the industry.

The open forum brought together logistics experts, practitioners, policymakers, government entities, and private organizations under a common roof to address the key chal-

Logistics & supply chain management in the KSA is one of the key elements of Vision 2030

lenges, review the available solutions with a regional focus, and engage in advocacy.

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entities, and private organizations under a common roof to address the key challenges, review the available solutions with a regional focus, and engage in advocacy.

Logistics and supply chain management in the KSA is one of the key elements of the Vision 2030, as Saudi is striving to position itself as the logistics hub of the region. This contributes toward supporting the logistics and supply chains of the country and around the world. The summit focused on the the advancements being made in the logistics and supply chain sectors.

The summit discussed the key challenges affecting the steady headway in the region. It provided the platform to analyze how smart logistics is used in many areas to apply optimal logistic structure management and to make the best traffic flow decisions based on the available data and how re-


cent technologies such as the IOT, big data analytics, smart transportation, and other cutting-edge technologies play an important role in discovering optimal logistics solutions.

It also put digitization, green logistics, and e-procurements in the focal point using various presentation formats, including keynote addresses by the eminent speakers, panel discussions, and question-and-answer sessions, to ensure the highest levels of interaction among the invited global participants.

Logistics and supply chain management in the Kingdom of Saudi Arabia (KSA) is one of the key elements of the Vision 2030, as Saudi is striving to position itself as the logistics hub of the region. This contributes toward supporting the logistics and supply chains of the country and around the world. A diligent summit focused on the sector is very much required

to stay abreast of the advancements being made in the logistics and supply chain sectors.

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Implications of trade policy, practical business logistics

Global Trade and Supply Summit was held recently in Dubai at the Address Dubai Marina hotel. It discussed how to transform trade and fuel growth for the Middle East. Key figures from the UAE's Ministry of Economy, those from UK, Brazil, China discussed logistics and globalization. **CARGO talk** was a media partner of the event.





Qatar Cargo joins hands with Xiamen Airlines

First Chinese airline to operate non-stop flights between Mainland China and Qatar. Xiamen Airlines will launch two weekly flights from Xiamen, SEZ of Fujian Sheng to Doha. Qatar is a huge air cargo hub in the ME, and this tie-up will strengthen our commitment, says Tong Qianju, VP, Xiamen Airlines Cargo.

CT Bureau

Qatar Airways Cargo has just announced a new partnership with Xiamen Airlines, the first Chinese airline to operate passenger non-stop flights from Mainland China to Qatar. The new partnership will allow Qatar Airways Cargo to provide additional belly cargo capacity for customers to and from Mainland China.

Under the cooperation agreement, Xiamen Airlines will launch daily flights between Beijing's Daxing International Airport (PKX) to Doha's Hamad International Airport. The flights will commence on 20 October 2023.

In addition to the flights from Beijing, Xiamen Airlines will also launch two weekly flights from Xiamen (XMN), the special economic zone of Fujian Sheng province, to Doha, commencing 31 October 2023. Xiamen Airlines will connect DOH with PKX (seven times a week) and XMN (two

Under the pact, Xiamen Airlines will launch daily flights, starting 20 October, between Beijing's Daxing International Airport to Doha's Hamad International Airport.

times a week), providing more than 100 tonnes of capacity on board both flights. The new direct services from Beijing to Doha will be operated by a Boeing 787-9 and Xiamen-Doha-Xiamen service will be operated by a Boeing 787-8.

Qatar Airways Cargo, the world's leading international air cargo carrier is based in Doha, State of Qatar. It serves a global network of more than 70 freighter destinations and 160 passenger destinations utilising freighters and belly-hold passenger flights. The airline's freighter fleet includes two Boeing 747-8 freighters, two Boeing 747-400 freighters, 26

Boeing 777 freighters and one Airbus A310 freighter.

Elisabeth Oudkerk, SVP Cargo Sales & Network Planning at Qatar Airways Cargo said: "China has always been a key market for us and our customers. We are delighted to be able to offer our clients even more capacity. We will now serve 9 destinations in Mainland China, offering over 2,800 weekly tonnes of cargo capacity. We welcome Xiamen Airlines and look forward to working closely with them."

Tong Qianju, Vice President of Xiamen Airlines Cargo said: "Xiamen Airlines Cargo is very happy to expand its

network reach for the first time to the Middle East, and we are very honored to do this with one of the top air cargo carriers in the world – Qatar Airways Cargo. Qatar is a huge hub for air cargo in the Middle East, and this relationship with Qatar Airways Cargo strengthens Xiamen Airlines' commitment to air cargo excellence. We look forward to working closely with Qatar Airways."

It also has an extensive road feeder service (RFS) network. With considerable investments in its products, services, quality handling, infrastructure, facilities, people, and procedures at each of its destinations, the carrier provides high operating standards for cargo transportation. Qatar Airways Cargo remains committed to sustainability and giving back to communities it serves through its sustainability programme WeQare, built on the key pillars of sustainability: environment, society, economy and culture. 🌱



AI-powered innovations showcased by firm in KSA

AI plays a pivotal role in building the foundation of autonomous supply chains. By 2035, 45% of supply chains are likely to be autonomous. The firm expects to clock a growth rate of 125% in the Gulf, instrumental in its growth trajectory, contributing 35% of overall revenue, says **Soham Chokshi, CEO and Co-Founder, Shipy**.

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Shipy recently showcased how it's helping the region's supply chain stakeholders leverage Artificial Intelligence (AI) and automation to drive business growth, reduce logistics costs, ensure resiliency, and deliver delightful digital customer experiences. The UAE and Kingdom of Saudi Arabia are experiencing a surge in the growth of AI expenditure, with an anticipated CAGR of 29.7 per cent between 2022-26, leading to total spending of US\$6.4 billion by 2026.

AI plays a pivotal role in building the foundation of autonomous supply chains.



By 2035, 45 per cent of supply chains are expected to be autonomous.

"Globally, the logistics industry is undergoing massive shifts. Food delivery aggregators are becoming logistics service providers. 3PLs are partnering with LSPs. Ship-

pers are seeing value in using not theirs but logistics service providers technology. But at the core of this lies three vital objectives—cost optimization, delivery reliability and delightful customer experiences. This is where autonomous supply chains make a winning difference. It will empower retailers, logistics service providers, and manufacturers in KSA to reduce logistics costs, boost delivery efficiency, mitigate transportation risk mitigation, optimize resource and capacity utilization, and provide superior customer experiences," said Soham Chokshi, CEO and Co-Founder, Shipy.

During Seamless, Shipy will showcase its AI and pre-



Soham Chokshi
CEO and Co-Founder
Shipy

ery operations and superior delivery experiences.

Early this year, Shipy announced it had signed a MoU with Monsha'at, the SME General Authority of the Kingdom of Saudi Arabia, to expedite Saudi Vision 2030. The MoU highlighted that Shipy would offer its technology at a concession for all customers channeled through Monsha'at. The leading logistics SaaS provider earmarked an investment worth US\$10 million over five years in the region to drive technology innovation, research, and development.

The SaaS provider further expects to clock a growth rate of 125 per cent in the region. The Gulf, Chokshi said, has been instrumental in the company's growth trajectory, contributing 35 per cent of overall revenue.


Seamless KSA 2023 offers an exceptional platform for industry leaders, innovators, and policymakers to converge and explore the latest advancements. Attendees can learn more about Shipy's contributions to digital transformation, sustainability, and AI-driven logistics solutions by visiting booth no. AE 32 during the event.

“At the core of this lies three points—cost optimization, delivery reliability and customer experiences.”

Shipy also enables businesses worldwide to build a resilient, connected, agile, sustainable, and autonomous supply chain. Its smart logistics management platform empowers businesses to reduce operating costs, lower carbon footprint, enhance customer experiences, boost productivity, and drive seamless cross-border freight movement. The team of the company is based out of India, Dubai, and Indonesia, serving over 200 customers across the globe. 🌍

Logistics firm opens another ‘future-ready’ office in Oman

With the opening of a new corporate office in the Qurum district of the capital, Muscat. This is DHL’s fifth office in the Sultanate. The new office opening is part of the company’s wider strategy to strengthen its footprint in the region, says **Roy Scaria, Country Manager, DHL Forwarding.**

 CT Bureau

DHL Global Forwarding has expanded its business operations in Oman with the opening of a new corporate office in the Qurum district of the capital, Muscat. This is fifth office of the DHL in the Sultanate of Oman. Opening a new office is part of the firm’s strategy to strengthen its footprint in the region.

The firm is focused on developing in-country value by expanding the scope of its services

The new office was inaugurated by Sheikah Amal Suhail Bahwan, Vice Chairperson of Suhail Bahwan Group (Oman JV partner), together with

Amadou Diallo, Chief Executive Officer (CEO), DHL Global Forwarding, Middle East, and Africa (MEA) among other guests.

Speaking to employees in Muscat, Amadou Diallo, said: “DHL Global Forwarding is focused on developing in-country value by expanding the scope of our services in various parts of the MEA. The Oman office is one of a modern one in the region and is in the heart of Muscat. We are excited for our customers and employees to enjoy a refreshed ambience and world-class services.”





Roy Scaria
Country Manager
DHL Global Forwarding

DHL is the leading global brand in the logistics industry. The DHL divisions offer an unrivalled portfolio of logistics services ranging from national and international parcel delivery, e-commerce shipping and fulfillment solutions, international express, road, air, and ocean transport to industrial supply chain management. With sustainable business practices and a commitment to society and the environment, the

Group makes a positive contribution to the world. The DHL Group aims to achieve net-zero emissions logistics by 2050.

Roy Scaria, Country Manager, DHL Global Forwarding, said, "The firm was voted a 'Great Place to Work' here in Oman for the second time. This is due to our people and we dedicate the office to them. This office also reinforces our

“The new office showcases DHL Group’s initiatives on green logistics, digitalization, among others.”

commitment to our customers. Being the biggest logistics company in the Sultanate, our new office also showcases our initiatives on green logistics, digitalization, women in logistics, among others.” 🌱

Regulating transfer of dangerous goods in UAE

The GCAA of the UAE enforces aviation safety regulations to ensure air transport operations involving hazardous materials adhere to the highest safety standards. The UAE's dedication to ensuring secure transportation of dangerous materials underscores its position as a global logistics and trade hub.

The transportation of dangerous goods in the UAE is a complex and highly regulated process, involving meticulous planning and strict adherence to international safety standards. Whether by road, sea, or air, the UAE places a paramount emphasis on ensuring the safe handling and movement of hazardous materials to protect both human lives and the environment.

ROAD TRANSPORT:

In the UAE, in case of road transportation of dangerous goods requires permits and licenses from relevant authorities, specifying the types and quantities of hazardous ma-

UAE aligns itself with the IATA rules for safe transport of dangerous goods by air

terials they are authorized to transport. This ensures only qualified personnel with specialized training are responsible for handling and ferrying such materials.

Drivers of vehicles carrying dangerous goods also undergo training to respond to emergencies and road accidents involving hazardous materials.



Additionally, the UAE designates specific routes for transportation of these goods, minimizing potential risks within densely populated areas and enhancing overall safety.

SEA TRANSPORT:

Given its extensive coastline along the Arabian Gulf and the Gulf of Oman, sea transport is a pivotal mode for movement of dangerous goods. The UAE adheres to the International Maritime Dangerous Goods Code, which provides a comprehensive framework for safe transportation of dangerous materials by sea. This code classifies dangerous goods, establishes packaging requirements, and outlines strict guidelines for handling.

Major ports in the UAE, such as Jebel Ali Port in Dubai and Khalifa Port in Abu Dhabi, are equipped with state of the art facilities and infra dedicated to the safe handling, loading, unloading, and storage

of dangerous goods. Shipping companies operating in the UAE must adhere to stringent regulations, including meticulous documentation, proper labelling, and adherence to safety protocols.

The maritime authorities, including the UAE Coast Guard, play a vital role in overseeing the sea transport of hazardous materials. They ensure compliance with global and national safety standards, enhancing the overall safety of sea transport operations within the UAE waters.

AIR TRANSPORT:

Air transport is instrumental for movement of time-sensitive shipments, including medical supplies and chemicals. The UAE aligns itself with the rules and norms set forth by IATA concerning the safe transport of dangerous goods by air. Air carriers operating within the UAE maintain strict procedures to ensure compli-

ance with IATA rules. These procedures encompass proper packaging, accurate labelling, and precise documentation. Personnel, including pilots and ground handling staff, are trained to respond to emergencies associated with dangerous goods.

The GCAA of the UAE enforces aviation safety regulations to ensure that air transport ops involving hazardous materials adhere to the highest safety standards. In conclusion, the UAE's dedication to ensuring secure transportation of dangerous materials underscores its position as a global logistics and trade hub, while prioritizing the well-being of its citizens and the environment.



Supriya Salve
Strategic Director
Vegat Logistics Services LLC

(The views expressed are solely of the author. The publication may or may not subscribe to the same.)

KEZAD Group launches AED 42 mn Al Ma'mourah project to boost trade



Khalifa Economic Zones Abu Dhabi (KEZAD) Group has launched a road development project in Al Ma'mourah costing AED 42 million. "The group will develop 24 kilometres of roads and roundabouts within the area, to facilitate movement of cargo and streamline traffic flow," said Mohamed Al Ahmed, Chief Executive, Kezad Group.

MSC elevates cargo and logistics operations in Kingdom of Saudi Arabia



MSC will expand its regional port range to include the Port of NEOM. Customers will benefit from inland transport solutions provided by MSC's logistics arm, MEDLOG. The strategic location of NEOM in Oxagon on Red Sea coast is one of the busiest trade routes in the world. Moreover, it provides access Asia, Europe, North America, and Africa, a company statement stated.

Dubai CommerCity unveils 'Logi-Flow' to empower businesses

Dubai CommerCity, a JV between Dubai Integrated Economic Zones Authority and Wasl Properties, launched 'Logi-Flow', a move towards integrating Blockchain with the logistics ops of SMEs. This initiative aligns with Dubai CommerCity's aim to fulfill the vision of HRH Sheikh Mohammed bin Rashid Al Maktoum, VP, PM and Ruler of Dubai.



FedEx to hike shipping rates, customs fees to bolster profitability

FedEx Corp has recently stated it would increase shipping rates and customs clearance service fees on imports from 1 January 2024 as the parcel delivery firm aims to boost its profitability. FedEx Express shipping rates will increase by an average 5.9 per cent for USA domestic, export and import services, the company stated in a statement. FedEx Freight shipping rates will rise by an average of 5.9-6.9 per cent, the firm stated, adding these rates would apply to only shipments within the USA. It added, "The price adjustments reflect incremental costs associated with the current operating environment."



Boeing sees Qatar as strategic partner for cargo

Boeing President, Middle East, Turkiye and Africa, Kuljit Ghata-Aura said, "We are proud to be a company that continues to contribute towards Qatar's growth, in terms of Qatar National Vision 2030 and look forward to supporting its plans. Qatar Airways has ordered Boeing 777s and 787 Dreamliners and these new flights will support Qatar Airways as it expands its passenger and cargo capacity."

Movements



JORAMCO Jordan

★ **Petra Lindemann** is appointed as the VP of Supply Chain by Joramco, the Amman-based aircraft MRO facility and engineering arm of Dubai Aerospace Enterprise (DAE). At Joramco, she will be leading the Supply Chain department. An aviation professional, she has two decades of experience. She worked in the Middle East at ADAT in Abu Dhabi. At Swiss International Air Lines in Zurich, she was Director and Head of Procurement Services and interior and was the Head of Strategic Logistics and Strategic Procurement Improvement and analysis at SR Technics in Zurich.



DHL SUPPLY CHAIN Asia Pacific

★ **Javier Bilbao**, Chief Executive Officer DHL Supply Chain Latin America, has been appointed as the CEO DHL Supply Chain, Asia Pacific by the DHL Supply Chain, the contract logistics arm of Deutsche Post DHL Group. "I am looking forward to this challenge and building on the strong foundation laid by my predecessor Terry Ryan. We will continue to deliver the best-of-class services for our customers, push our accelerated digitalisation programme and continue to climb the ranks of being a Great Place to Work, according to a statement issued by the company.



GEODIS France

★ **Xavier Avrard** has joined as the Chief Strategy Officer in GEODIS. He will be a member of the Group's Management Board. Avrard joined GEODIS in 2014 as Group Controller. After contributing to the acquisition of OHL in 2015, he was appointed MD, Projects Logistics for Africa and later for WEMEA region. In 2019, he was named Senior VP, Odyssey programme, focusing on managing the Group's digital transformation. In January 2023, he took over development of the Europe region. Since July 1, he has led the new Group Strategy Department, which will be responsible for corporate strategy, mergers & acquisitions.



CATHAY CARGO Middle East, Africa

★ **Shanna Docherty** has been appointed as the Regional Head, Trade Sales, Middle East and Africa, Cathay Pacific. An advocate of women empowerment in the aviation sector since joining Cathay Pacific in 2019 as Cargo Manager, her appointment marks a vital step in the airline's journey, underlining its dedication to excellence in aviation. Under her guidance, the airline aims to enhance its offerings and elevate customer travel experience, while reinforcing the importance of the Middle East and Africa to Cathay Pacific, operating scheduled passenger flights to Dubai and Johannesburg.



MAASTRICHT AACHEN AIRPORT Schiphol

★ **Jonas van Stekelenburg**, former head, cargo, Schiphol, has been inducted as Interim Chief Executive, Maastricht Aachen Airport (MST), a regional airport in Beek, Netherlands, to lead an "ambitious growth programme". The MST's new holding company, NV HBLM, anticipates the appointment will drive forward its strategic goals of sustainability, digitalisation, and cargo and passenger development. With a career spanning from 2002 to 2018 at the Royal Schiphol Group, van Stekelenburg is "well-positioned to guide MST through its transitional phase".



AVIANCA CARGO UAE, Africa, SAARC region

★ **Gabriel Oliva** is taking on the role of group COO in addition to his current role as chief executive in Avianca Cargo. He has joined the business as Senior VP of Avianca Cargo. He will be responsible for the daily day-to-day cargo business. Former COO Frederico Pedreira has been appointed Deputy Chief Executive, Avianca Cargo. He will be in charge of ops, technology, and institutional relations. "We congratulate Gabriel Oliva, who in addition to continuing to work towards achieving excellent results in our cargo business, takes on the role of COO, Avianca Group," stated Avianca Cargo.

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