

Middle East's leading cargo monthly

January 2024

CARGO talk

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Future of air cargo, logistics is young



2024 appears to be brimming with optimism, growth and confidence for the global logistics and air cargo sectors. As the industry gets ready to embrace the 'New Year' with open arms, the logistics veterans are more excited about the 'young blood' entering the sectors, taking the industry forward with strategic approach, and out-of-the-box ideas. The young Turks exclusively share their growth and innovation strategies to achieve sustained success with **CARGO talk**.



 Ritika Arora Bhola & Abigail Mathias

It comes as no surprise that the global aviation industry has resurged with confidence after three years of the pandemic. IATA has commended the aviation industry’s resilience and its innovative solutions to resurrect from not only COVID, but various geo-political challenges. The industry is brimming with dynamism with studies showing that it is on track for a full recovery with the Middle East taking the lead.

The United Arab Emirates (UAE) and Kingdom of Saudi Arabia (KSA) seem to be the strongest in the region with experts anticipating full recovery in the New Year, and continued growth thereafter every year through up to 2040 at the rate of 4.2 per cent. This growth is also trickling down to the wider air cargo industry with belly-hold capacity increasing to reach more destinations worldwide.

In the Middle East region alone, airport infrastructure projects costing approximately US\$151 billion are planned for construction to handle large amounts of cargo and about 1.1 billion passengers by the year 2040. With the recent opening of the Terminal I in Abu Dhabi and many additional airports, KSA’s business for air cargo has also grown exponentially.

When it comes to attracting new talent, the air cargo and logistics industry is dependable one for many young entrepreneurs.

Looking ahead, digital solutions, which benefit the cargo operations and airlines are speeding up deliveries across international boundaries. In terms of cargo terminals, the airports have been implementing new and advanced technologies to create smart cargo facilities. These advancements focus on improving visibility and automation.





Looking at AI to ensure smooth biz

“ When we look at innovations in Etihad Cargo, we want to accommodate the needs of our partners and ensure we are the easiest carriers to do business with. This translates to developing our apps and looking at AI to use techniques that ensure business runs smoothly and on time. When it comes to driving new talent, this is something that is important not just for us but for the entire air cargo industry. We need to look at the role of e-commerce, especially when there is an expectation for daily items be they pharma or from retail.”



Tim Isik
Senior Vice President, Cargo
Etihad Cargo

Use of technology essential to cut costs

“ In 2024, we will focus on AI and how to increase our productivity. This is because we believe that this is the future. For example, in JAFZA, we are working on the digital twin. The use of cutting-edge technology offers analytics to help establish efficiencies and cost reductions and serve to increase safety by using video analytics to reduce risks. At DP World, we are working on developing smart cities. When it comes to the next generation, they expect a lot from the country as there is support from the UAE government for developing tools for the future.”



Dr. Mohammed Rahmah
Group Senior Vice President
Ports and Terminals, DP World

Digitizing to make processes efficient

“ We have invested heavily in AI and we are the first to invest in Speed Cargo. If we do not invest in AI, we will be left behind. We need to digitalise our systems to make the cargo processes efficient. e-commerce has recorded growth after COVID, and the expectation is more for faster and timely delivery. We need to promote the industry more than what we are currently doing and need to make it more interesting for youth. The new generation is abreast with digitalisation. We need to give them an opportunity to explore the cargo and logistics arena.”



Rayan Ebrahim Al Haddar,
General Manager, Cargo Commercial
UAE and Government Accounts
Etihad Cargo

Middle East fastest growing air cargo hub



Celine Hourcade
*Founder & Managing Director
 Change Horizon*

“ The Middle East region benefits from a strategic geographical position to connect Asia, Africa and Europe. Boosted by the political will to make it a central logistics hub, the Middle East region is the fastest growing air cargo and logistics market and the place to be for attracting budding talent to join the sector. The number of big infrastructure projects and heavy investments in transport and innovative technologies in the Kingdom of Saudi Arabia, UAE, Qatar, Oman fuel the dynamism of the region and its success.”

ASEAN rapidly growing logistics market



Pongsathorn Sangasang
*Ground Operation & Commercial
 Director, Pattaya Airways*

“ The logistics industry in ASEAN region is fresh and agile in many aspects, especially in responding to changing demands and incorporating new technologies to enhance efficiency of transportation and distribution. The industry has adopted automation for warehouse management systems and drones for surveying and delivery. ASEAN is a growing e-commerce market, which has necessitated adoption of handling increased volumes of transportation and delivery, and investment in roads, airports and ports.”

Efficiency ramps up in supply chain sector

“ Supply chain and logistics is one of the world’s oldest industries. But thanks to advancement in technology such as cloud, AI, IoT, and data analytics, the industry has transformed from a cost centre to a revenue generator and a customer acquisition enabler. The modern technology-powered supply chain industry is delivering never-before-seen efficiencies for businesses across the globe, in terms of cost-efficiency, customer experience, business risk mitigation, and generating new revenue streams.”



Soham Chokshi
*CEO and co-founder
 Shippy*

Logistics on expansion mode in ME

“ With the logistics industry expanding in the Middle East region, those companies adopting technology advancement offer real-time information on capacity availability. While logistics have a longstanding presence in the Middle East, there has been a rise in airlines connecting Europe, the USA, and the GCC. This growth provides us with options to connect our clients from Asia to multiple destinations across Europe, the USA and South America, using the Gulf region as an important transit hub.”



Arshaq Jurangpathy
*Interline Business Development
 Fits Cargo Pvt Ltd*





Forging sustainable growth in New Year

“Expanding ECS Group’s global footprint, while maintaining excellence requires agility and data driven decision-making processes. That is why we are partnering with technology players and building in-house expertise to provide scalable solutions: business intelligence, advanced online distribution channels, and system-to-system connectivity. We are streamlining processes and providing operational and commercial teams with kits for an enhanced customer experience. This is our way of forging sustainable growth in 2024 and beyond.”



Dimitri Arnaudin
Director, Cargo Digital Factory
ECS Group

Industry must vouch by digital solutions

“I like to think our team embodies more than just startup enthusiasm. With a background rooted in years of experience within airlines, we understand the challenges from both ends of the spectrum. Risks should be calculated, but progress emerges from the willingness to venture beyond the familiar home ground. Going beyond initial skepticism always leads to learning something that can prove itself invaluable—so the New Year should be a year where digital and Artificial Intelligence (AI) solutions make the airlines shine!”



Nathanael De
CEO
Wiremind Cargo

2024 to provide visibility to forwarders



Cédric Millet
President
CargoTech

“The emerging trend that comes to mind is the usage of large language models to bridge the widening gap between what you could call the world of emails and the world of digital solutions. The LLMs can help boost the adoption of new solutions by reducing the time spent on filling in data that has been filled by someone else. The New Year 2024 will witness not only consolidation of solutions, but also provide visibility, driven by freight forwarders, shippers or advanced technology providers.”

Logistics positions itself as vibrant force



Varun Raghunath
Sales Manager
Orient Cargo Agency

“The logistics industry in the Middle East region embraces innovation and cutting-edge technologies. Its dynamic presence is evident from the strategic investments made in the region, fostering world-class infrastructure and agile supply chain solutions. As a significant international trade hub, the region is committed to adaptability, sustainability, and economic diversification. The logistics sector positions itself as an energetic and vibrant force in the ever-evolving landscape of international trade and commerce.”

Heavy investments in digital platforms



Camilo Garcia Cervera
Chief Sales and Marketing Officer
IAG Cargo

“ The air freight industry is embracing a digital future. We have made tech investments in our operation in our handling capabilities by opening a semi-automated premium facility at London Heathrow and implemented a new material handling system to enhance efficiency and automation of handling processes at Madrid. We are migrating all applications to cloud environments for scalability, flexibility, and data accessibility. In 2024, we will continue to invest heavily in our digital platforms, with enhancements to our online booking capabilities.”

Shift in attitude of air freight sector likely



Vitaly Smilianets
Founder and CEO
Awery Aviation Software

“ Awery is a software provider of air cargo delivering automated work processes and free information exchange across the supply chain. New Awery technology is under development to meet operational and compliance challenges head-on. To advocate air cargo to accelerate digitalisation, we launched the first free to use online booking platform, CargoBooking. Awery also attracts young talent to air cargo, and this commitment has seen them winning IATA’s Hackathon contest. We expect 2024 to see a shift in attitude towards digitalisation.”

Time to face new challenges ahead

“ The air cargo and logistics industry in the Middle East region mirrors its landscape, which is ever-evolving, innovative, and resilient. Young at heart, the industry consistently adapts to new challenges ahead and advanced technologies: the change is through demonstrating remarkable dynamism. The air cargo and logistics industry is not just about adapting to changes, but is more about leading them. In the New Year, the industry should establish itself as a trendsetter in the international air cargo and logistics landscape.”



Suchit Sehgal
Managing Director
MEA Logistics Plus

Will continue to empower forwarders

“ As the cargo demand grows, Pledge will continue to develop products and empower freight forwarders to meet this demand. Not only is this the best course of action for the planet, it helps the freight forwarders secure new business opportunities and foster customer loyalty. Our recent release of Accuracy™ allows the freight forwarders and shippers to understand the data quality of their shipment emissions measurement, serves as an example of how we are bringing clarity to sustainability efforts in the field of logistics.”



David de Picciotto
CEO and Co-Founder
Pledge



Tech innovation for logistics efficiency



Kaoutar Makrache
Founder and CEO
Win Sustainably

“ Our advanced technology and many business models at the WIN Sustainably and our innovative QALIL App, we have significantly mitigated food waste. By adapting the air cargo and logistics industry to meet the consumer expectations and pricing for convenience, we have achieved a balance that is both scalable as well as sustainable. This is not only innovation, but also is a necessary evolution, providing that environmental responsibility can align itself with consumer needs and logistical efficiency.”



New Year to be challenging for air cargo

“ Our focus in the New Year is to scale up automation capabilities, indicating adding additional support for a diverse range of pain points facing freight forwarders and customs brokers in their daily workflows. We intend to boost operational efficiency by addressing manual, low-value tasks for our customers. Technologies such as AI and Internet of Things heralded a different sort of technological landscape, with potential to redefine what was once thought impossible. We expect 2024 to be a challenging year for the air cargo industry.”



Nisarg Mehta
Chief Technology Officer and
Co-Founder, Raft

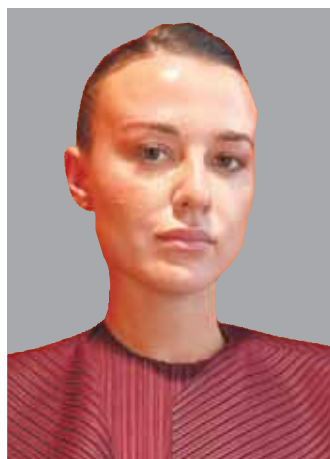
Growth tailored to meet users' needs

“ Breeze remains steadfast in its mission to transform cargo insurance through digitalisation. As we continue to see more uptake of digital solutions industry wide, we anticipate this acceleration to be reflected in the cargo insurance industry. Central to our growth strategy is the commitment to ensure our technology is tailored to meet users' needs. This user-first approach underscores our outlook for 2024, where we will focus on implementing fully embedded and digital processes for our partners and customers.”



Matthew Phillips
Chief Commercial Officer
Breeze

Committed to transform logistics



Jessica Panigari
Founder and Strategy Leader
Goods2Load

“ In my perspective, the logistics sector is undeniably youthful, pulsating with boundless creativity and dynamic energy. Its vibrant spirit is unparalleled, exemplifying an unwavering commitment to effectiveness and adaptability. As I witness the evolution of this industry, I am certain that its energetic essence will not only propel it to unprecedented levels but also spark revolutionary shifts in how we passionately approach and execute logistics operations, inspiring transformative change on our journey forward.”

Solving supply chain challenges key to growth



Megha Palkar
Manager, Member Operations
Cargo iQ


“ In 2024, our focus is to work with members to create, maintain, and enhance planning and visibility across the supply chain from end-to-end. A key strategy is to drive growth between industry partners by solving challenges facing the supply chain. This year we are doubling down on demonstrating the value of our membership to small and medium forwarders, handlers, and airlines, through Proof of Concepts. We hope to let our projects showcase the benefits our member types gain through the community spirit of Cargo iQ.” 🌟

Why the Middle East holds the key to future logistics?



In the New Year, the Middle East is all set to emerge as a linchpin for the future of the air cargo industry, as envisioned by industry experts. Located at the nexus of global trade routes, the region is poised to play a pivotal role in shaping the trajectory of international logistics. Aspirations for the Middle East's air cargo sector in 2024 are multifaceted, encompassing strategic objectives to fortify its position as a premier hub.



 Abigail Mathias

Infrastructure development takes center stage, with ambitious plans to expand and modernize airports and cargo facilities. These enhancements aim to facilitate smoother and efficient cargo movement, accommodating the escalating demands of a burgeoning global market. Simultaneously, there is a concerted effort to streamline customs procedures, reducing bureaucratic bottlenecks and enhancing the overall agility of the supply chain.

The region's strategic location continues to make it a pivotal hub for global logistics. Aspirations for the air

cargo sector in the Middle East revolve around enhancing infrastructure, streamlining customs processes, and embracing cutting-edge technologies. Stakeholders aim to capitalize on the region's geographical advantage by fostering innovation and collaboration.

Furthermore, there is a focus on sustainability, with initiatives to reduce the environmental impact of air freight operations. In summary, the Middle East's air cargo industry aspires to be a beacon of efficiency, technological advancement, and sustainability by 2024, contributing significantly to the global logistics landscape.

Cybersecurity must for navigating skies



Shankar Chatterjee
Chairman & Managing Director
S CLUBE Trans Continental Group

“ Forecasts predict 13.92 billion km in air freight and 376.30k carrier departures by 2023, with international surge hitting 35.0 billion tonne-kilometers (+14.28%) by 2028. I have witnessed the impact of sustainable aviation, drone deliveries, AI integration, and enhanced cargo tracking aligning with climate initiatives to reduce carbon footprint. Navigating these skies demands cybersecurity prowess. The e-commerce sector is eyeing a US\$8 billion boom by 2025, fueling last-mile delivery demand and steering the logistics market’s remarkable growth.”

Middle East region a vital air cargo hub



Pongsathorn Sangasang
Director, Ground Operation and
Commercial, Pattaya Airways

“ The location of the Middle East, situated at the crossroads of Europe, Asia, and Africa, underscores its importance as an air cargo hub. Investment in infrastructure has been made by many countries in the region, focusing on development of airports and related infrastructure, and enhancing capacity for air cargo management and transportation. The airlines, which have expanded their networks globally, play a vital role in air cargo. These factors make the region one of the key global points for air cargo transportation.”

Kingpin in supply chain movement

“ The Middle East has become a cargo and logistics hub for world cargo movement whether by air or sea. Two of the world’s best five airlines for cargo and passengers belong to the region thus making it stronger to meet the air cargo needs of the day. Dubai International, Hamad International and King Abdul-Aziz International make the region a kingpin in the supply chain movement. The cargo hub’s existing infrastructure can meet challenges in supply chain for next two decades, including e-commerce logistics and future AI.”



Shibu George
Chief Executive Officer
KRS Logistics

ME crucial spot in global air cargo

“ The Middle East stands as an indispensable force in global trade dynamics. Renowned for its geographic positioning, the region serves as a nexus linking continents. With cutting-edge infra and commitment to technological innovation, its hubs are transforming into epicenters of sustainable air cargo ops. As the world relies on rapid and reliable logistics, the Middle East emerges as an architect of the future cargo landscape, ensuring seamless flow of goods and positioning itself at the forefront of global commerce.”



Imtiaz Ahmed,
Manager, Warehouse & Operation
Orient Cargo Agency





Sustainable solutions must for air cargo

“ Digitalisation and innovation are here to stay in air cargo, with 2024 promising a narrative of sustainability and growth. Forward looking players are embracing sustainable and digital practices, optimizing routes, and investing in advanced technologies such as CargoMART and CargoWALLET to meet demand. Sustainability will become vital in air cargo with a need from governments and our partners of innovative and scalable solutions— where we hope to contribute with Cargo2ZERO.”



Matt Petot
CEO
CargoAi

Collaborations are keystone for sector

“ Technological innovation is the cornerstone of the future of air cargo, with a focus on adoption of latest solutions. The region seeks to lead air cargo, by embracing technology. In 2024, stakeholders would be attuned to sustainability. Initiatives are underway to mitigate impact of air freight ops, with a commitment to adopt greener practices. Experts recognize partner-ships for navigating the changing landscape. The industry aspires to be a sustainable logistics powerhouse in 2024.”



Supriya Salve
Strategic Director
Vegat Logistics Services

Exploiting opportunities in air cargo



Shafaf Shereefudheen
Director, Aerospace and Defense, Middle East & South Asia, Bolloré Logistics

“ The UAE is at the cutting edge of technology. The objective is not to miss out on the development of this region and the countries that make it up, as there are many opportunities to be found there. Since the year gone by, Bolloré Logistics holds EN/AS 9120 certification in the UAE, affirming our commitment to excellence in aeronautical and defense parts storage and distribution. This accreditation guarantees adherence to standards, assuring partners of our dedication to the safe, fast delivery in air cargo sector.”

Middle East logistics industry to expand




Shinod Jabbar
Warehouse Operations Manager
Qatar Navigation, QSC Logistics

“ The Middle East’s logistics industry is experiencing expansion and progress. With the region’s strategically advantageous geographical position, increasing trade activities, and ongoing investments in infrastructure, this region is undergoing substantial development. The air cargo and logistics sectors are not only rapidly evolving but are also young at heart, embracing modern technologies and innovations to enhance efficiency in transportation, supply chain management, and overall logistics operations.” 🇲🇪

dnata gets IATA certification to handle harmful products



It is a guarantee that the company ensures safety and security for transport of dangerous goods in consonance with other cargo aboard. In order to deliver highest quality standards, we will continue to work closely with IATA, says **Steve Allen, Chief Executive Officer, dnata Group**.

 CT Bureau

dnata, global air and travel services provider, has received IATA Corporate Certification for competency-based training and assessment (CBTA) for Dangerous Goods.

Its recent initiatives include the launch of a dedicated dangerous goods working group. This global team conducted an 18-month wholesale review of how dnata assesses and delivers dangerous goods training requirements, to comply with IATA's framework approach. The solutions were implemented in January 2023, ensuring



consistent quality and competency throughout dnata's global operations.

dnata's businesses underwent a formal and comprehensive audit process by IATA between March and August 2023, covering all aspects of its Training Management Systems and the delivery of the Dangerous Goods CBTA programme. dnata's participation in the programme provides a guarantee of quality to customers, while reducing additional auditing and training requirements and development costs.

Steve Allen, Chief Executive Officer, dnata Group, said,



“We regularly invest in our training programme and implement the latest global best practices to deliver the highest standards of safety and quality. We will continue to work closely with IATA and our partners to consistently provide best-in-class services to our customers and their customers. We are proud to continue to lead the way in the handling of dangerous goods across our operations.”

Frederic Leger, Senior Vice President, Commercial Products and Services, IATA, said, “The safe transport of dangerous goods is a priority for the industry, with training being a foundational element. We congratulate dnata on achieving IATA’s CBTA Center certification for Dangerous Goods across their entire network. This achievement underscores dnata’s dedication to uphold-

ing the highest standards in dangerous goods training and assessment. It also stands as a testament to their unwavering commitment to excellence. dnata’s customers can now have even more confidence that their products are being handled with the utmost safety and expertise at every touchpoint.”

In the recent years, dnata has invested in its operations to enhance safety and improve efficiency in the handling of dangerous goods. In 2021, it became the first global air services provider to adopt IATA’s Dangerous Goods Autocheck (DG Autocheck) platform for the acceptance of dangerous goods shipments.

SUSTAINABLE EFFORTS

dnata has continued efforts to optimize resources across



Steve Allen
CEO
dnata Group

its global network as part of its pledge to reduce its carbon emissions by 50 per cent by 2030. Previously, the company committed US\$ 100 million to implement green technology and initiatives across its businesses to achieve its strategic objective. The company’s recent key initiatives include con-

tinued significant investment in infrastructure, green ground support solutions and process improvement.

“ dnata has significantly invested in its operations to further enhance safety and improve efficiency in the handling of dangerous goods.”

As a recognition of its unwavering commitment to sustainability across its diverse portfolio of businesses in the UAE, dnata has also received IATA’s environmental management certification. 🌱





(From Left) Marwan Niazi, VP, Commercial, Saudia Cargo; Thomas Yu, Senior Director, Global Hub Operations and Product Development, Cainiao Group; Eric Xu, VP, Cainiao Group; Eng. Loay Mashabi, MD, Saudia Cargo; John Batten, CEO, EMEA, WFS/SATS; Teddy Zebtiz, CEO, Saudia Cargo; Mohammed Badri, VP, Operations, Saudia Cargo, and Assaad Sfeir, Key Account Director, Group Commercial, WFS/SATS, at the signing ceremony of the collaboration

Creating a model for e-commerce gateways

Saudia Cargo, Cainiao and WFS/SATS join hands to create future e-commerce logistics locations at international airports to optimize efficiency of cross-border air cargo and logistics operations in the Middle East and Europe, says **Teddy Zebtiz, Chief Executive Officer, Saudia Cargo.**

 CT Bureau

With growth of on-line shopping on an international scale, the need for efficient and innovative e-commerce logistics solutions is paramount. To this end, Saudia Cargo, Cainiao, and Worldwide Flight Services (WFS, a member of the SATS Group) have announced that the trio will reinforce the partnership to optimize the efficiency of global logistics operations.

This collaboration strengthens their existing relationship, focusing on optimizing logistics processes by streamlining operations and adopting

logistics innovations. A key component of this partnership is to set up a dedicated area in the air cargo station of Cainiao Liege eHub in Belgium, the company's European regional hub. WFS/SATS, in close collaboration with Cainiao, operates in the air cargo station.

This initiative responds directly to the rising demand for high-quality logistics operations in the cross-border e-commerce sector, particularly in the Middle East and European markets. Earlier this year, Cainiao unveiled its international express shipping service, Global 5-Day Delivery, in collaboration with AliExpress,





which is now available in the United Kingdom, Spain, the Netherlands, Belgium, and South Korea.

Saudia Cargo and Cainiao boast robust collaboration, with a history spanning several years. The latest agreement reinforces their relationship by giving precedence to Saudia Cargo freighters originating from Hong Kong and bound for Riyadh and Liege. This move is crafted to address the burgeoning logistics demands in the said regions, amplify-

ing the necessity of efficient e-commerce deliveries.

Additionally, the contract extension of WFS/SATS for handling 50,000 tonnes per annum of air freight on flights connecting Liege and Riyadh underscores Saudia Cargo's commitment to reliable logistics services. WFS/SATS's investment in subleasing part of the Cainiao facility in Liege emphasizes its focus on innovation and efficiency, creating a dedicated area for speedy and real-time processing. Their innovative technology solutions, including AGVs, advanced PDAs, digital dashboard, and live tracking systems, support a new generation of cargo management systems using IoT technologies to drive efficient and sustainable e-commerce handling.

Teddy Zebitz, CEO, Saudia Cargo, said, "Our collaboration with Cainiao and WFS/SATS builds on our existing commitments. We are poised to redefine the industry landscape, offering innovative and customer-centric solutions. Our collaboration ensures a seamless flow of e-commerce shipments from Hong Kong to Liege. With high frequency flights on the Hong Kong to Liege via Riyadh route, we have a capacity exclusively dedicated to Cainiao. Utilizing a meticulous process involving pre-built ULDs, we facilitate an uninterrupted supply chain, supporting



Teddy Zebitz
Chief Executive Officer
Saudia Cargo

Cainiao in achieving key performance indicators."

"With a 'human first' approach, we are committed to collaborating with customers and partners, offering tailored solutions. This collaboration strengthens our e-commerce operations, positioning us as a trusted industry provider. We anticipate expanding our e-commerce network in Asia and Europe to meet evolving industry demands and customer logistics needs," he added.

Eric Xu, Vice President, Cainiao Group, said, "Cainiao is committed to transforming the logistics industry through continuous innovation to enable a seamless e-commerce experience, and we are de-

lighted to find partners such as Saudi Cargo and WFS/SATS. By equipping our Liege eHub with cutting-edge technology solutions, we managed to boost the efficiency of logistics operations, while improving customer experience through greater transparency and traceability. We are confident this win-win collaboration will reinforce Cainiao's position as the world's leading cross-border e-commerce logistics provider by offering the valued customers of us three companies with enhanced experience."

John Batten, CEO, Europe, Middle East, Africa, and Asia (EMEAA), WFS, a member of the SATS Group, said, "e-commerce is important to WFS/SATS, to our customers, industry, and consumers. With the growth pro-

“We are likely to expand our e-commerce network in Asia and Europe to cater to our customers.”

jections for e-commerce, the industry's response must be more dynamic and tailored. This is what WFS/SATS aims to deliver in Liege working alongside Saudia Cargo and Cainiao. This partnership leverages operational excellence, skills, and requirements from the airline, cargo handler, and e-commerce logistics perspective, and exemplify our commitment to innovation, speed, and real-time information for the future of the e-commerce logistics ecosystem."

To be inaugurated on 1 March 2024, the collaboration between Saudia Cargo, Cainiao, and WFS/SATS aims to make a transformative leap in global logistics and set a new benchmark, propelling cross-border logistics into a new era, driven by efficiency and innovation. 🌟



Cargo demand likely to rise by 4.5% in 2024: IATA

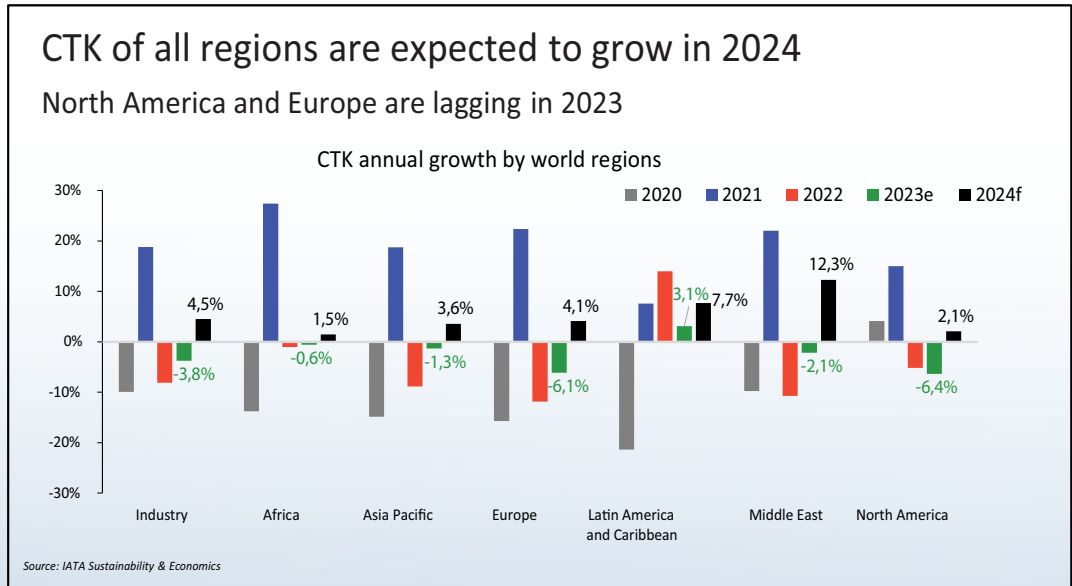
IATA indicates demand for cargo services in its data for the global air cargo markets. Global demand, measured in CTKs, rose by 3.8% in October 2023, while Middle Eastern carriers recorded the strongest performance, with a 10.9% YOY rise in cargo volumes, says **Willie Walsh, Director General**.

 CT Bureau

Looking at regional performance, Middle East carriers are likely to register 12.3 per cent increase in cargo demand, African carriers a 1.5 per cent, North America 2.1 per cent, Asia Pacific 3.6 per cent, Europe 4.1 per cent and Latin America is expected to post an increase of 7.7 per cent in cargo demand in the New Year.

“The growth rate is based on a low base. Air cargo has been decreasing for the past two years, especially this year when it declined by 3.8 per cent, so the growth for next year is based on that,” said Rachel Yuting Fan, Senior Macro Economist, IATA.

IATA is expecting cargo revenues to decline by 17.3 per cent year in 2024 to US\$111.4 billion. The revenue decline is based on yields continuing to fall in the New Year by 20.9 per cent, driven by the continued growth of belly capacity



related to strong growth on the passenger side of the business and trade stagnation.

However, yields will remain high, IATA stated. The association, however, pointed out “yield progression has been extraordinary” in the past years (-8 in 2019, +54 in 2020, +25 in 2021, +7pc in

2022, -32 in 2023). Air cargo’s share of the total airline revenues is likely to be 13 per cent next year (2024), roughly in line with the 12 per cent recorded in 2019.

Meanwhile, IATA also stated that global demand, measured in cargo tonne-kilometres (CTKs*), increased in

October 2023 by 3.8 per cent compared to October 2022. For international operations, the demand lagged slightly at 3.5 per cent, it added.

Capacity, measured in available cargo tonne-kilometres (ACTKs), increased by 13.1 per cent compared to October 2022 (11.1% for inter-





Willie Walsh
Director General
IATA



“Recovering cargo demand, slightly stronger yields and the uptick in trade are all good news.”

national operations). This was largely related to the growth in belly capacity. International belly capacity, for example, rose 30.5 per cent year over year on the strength of passenger markets.

REGIONAL PERFORMANCE

Middle Eastern carriers recorded the strongest performance in October 2023, clocking 10.9 per cent year over year increase in cargo

volumes. This was an improvement, 2.5 per cent, from the previous month's performance. Carriers in the region benefited from growth in the Middle East-Asia (+10.3%) and Middle East-Europe markets (+17.1%). Capacity increased 15 per cent compared to October 2022.

OPERATING ENVIRONMENT

- Economic activities slowed in October. With the Purchasing Managers' Index (PMI) for manufacturing output and export orders for major economies, excluding the USA, remaining below the critical 50 mark, there is a clear marker for economic challenges ahead.

- Inflation in major advanced economies continued to ease from its peak in terms of Consumer Price Index (CPI),

reaching 3 per cent and 4 per cent for the USA and for the European Union, respectively, in October. China's CPI, however, indicated deflation for the second time this year, raising concerns of an economic slowdown.

- Global trade reversed its downward trajectory and stabilised in September. Although below its 2022 peak, global cross-border trade was more than 5 per cent above the pre-pandemic levels.

- After a continuous 17-month decline, air cargo yields ticked-up in September and continued well into October with a 2.6 per cent month-on-month gain, remaining above pre-pandemic levels.

“The air cargo demand was up 3.8 per cent in October, marking three consecutive months of year over year growth, placing air cargo on course to the end of 2023 on a stronger footing than it began early last year. Recovering cargo demand, slightly stronger yields and the uptick in trade are all good news. But with cargo demand still 2.4 per cent below pre-pandemic levels, and uncertainty remaining over the trajectory of the global economy, optimism must be balanced with caution. A continued strong peak during the year-end season will help the air cargo sector to manage through the turns the international economy might take in the New Year,” said Willie Walsh, Director General, IATA. 🇸🇨





Is digital trade the currency of the future?

DP World has made a formidable name for itself in the international logistics arena. In an exclusive interview with **CARGO talk**, Mike Bhaskaran, Group Chief Operating Officer, Digital Technology, offers a ring side view of the mechanics behind the digital expansion of the organization.

Abigail Mathias

At the recently concluded second annual Global Freight Summit by DP World, a plethora of influential minds from the freight forwarding and supply chain communities came together to address the pressing challenges of untapped trade. “DP World sees the Global Freight Summit as a premier meeting of leading freight forwarding minds from across the globe,” Mike Bhaskaran, Group Chief Operating Officer, Digital Technology, explained.

Over two days, attendees from the supply chain industry have learnt about solutions to some of the more complex challenges currently keeping the freight forwarding industry awake at night. The summit’s theme for 2023



was, “Making the Future Supply Chain a reality,” a reflection of DP World’s evolving vision. As Bhaskaran explains it builds upon its initial theme, “Better information Builds Better Connections,”

which emphasised the importance of knowledge sharing among experts, participants, and DP World.

“By facilitating trade and connectivity in emerging

markets, DP World hopes to strengthen the industry’s ability to navigate geopolitical complexities and other hurdles,” said Bhaskaran.

He is responsible for driving the digital transformation of all parts of the company’s value chain globally and operates all aspects of its technology presence, driving global business process improvement and systems implementation. Incidentally he is also one of the main driving forces which brought cricket legend and DP World’s Global Ambassador to close the Global Freight Summit in Dubai.

Bhaskaran has valuable experience in blockchain, e-commerce technology, and driving innovative digital capabilities in complex supply chains at scale.

The market for cloud robotics is estimated to reach over \$34billion by 2029. DP World is taking one step ahead of the curve to ensure that it offers optimum digital solutions to meet all supply chain needs.

Aware of the extensive potential that DP World brings to not just the region, but the world at large, “We invite all our partners and customers through networking events and we get to constantly evaluate how we are doing. Also, we want to make sure that they use our ports to bring more goods,” he said.

“Those who trade with us are part of our network. Also we are not looking at partnerships with only large companies, we will continue to develop custom solutions for even smaller companies. Leveraging tools like the unified logistics passport is important for us. We already have 15 countries that are part of this. This only comes through understanding of data. We will be facilitating the trade,” Bhaskaran said.

A QUESTION OF SUSTAINABILITY

When asked about the COP 28 Summit which was soon to play out in the UAE, Bhaskaran is extremely optimistic. “Since I am in logistics, the area that confronts me with sustainability is about sequestering carbon. A lot of people are working to control carbon emissions and



Mike Bhaskaran
Group Chief Operating Officer
Digital Technology, DP World

“Changes came into the industry when moving to a paperless system, and they sometimes are met with resistance.”

that is a very positive sign. It is in the forefront of all logistic decisions. At DP World, we want to be in the forefront to increase sustainability and that is why we are taking a lot of initiative with growing mangroves in Abu Dhabi and those in Dubai. We are looking at new technologies and biochar is something we

Some of digital solutions in DP World's stables

The global wholesale e-commerce platform Dubuy.com, which serves as online marketplace that is integrated with an existing infrastructure.

The World Logistics Passport (WLP) programme, offers the world's first loyalty programme for traders and freight forwarders, counting more than 15 countries as part of its programme including Brazil, India and South Africa, amongst others, with major multinational corporations including UPS and Pfizer to name a few.

The Digital Freight Alliance is an online network designed to connect freight forwarders around the world, and provide them with the most effective digital tools to enhance the growth of their business.

Furthermore, CARGOES Flow, our enterprise multi-venor tracking tool for intermodal shipments, benefits large cargo owners that are working with multiple logistics vendors at any given time.

Additionally, to provide users with real-time information on vessel, gate, and yard movements, we created CARGOES TOS+ (Zodiac), an integrated platform encompassing all IT and operational systems under one umbrella.

Our digital change strategy is ambitious, but achievable. It is something to be proud of and will fundamentally change the way we do business at every step of the customer journey.

want to learn more about. We do not call ourselves experts, we bring experts and work with them on how we can bring solutions to our customers.”

ENABLING SMARTER TRADE

The digital transformation of the logistics industry calls for harnessing technology to make the physical infrastruc-

ture faster and more efficient, delivering a better service and enhancing transparency. A key driver of the digital success will be the seamless integration of offline and online capabilities and the blending of digital and human talent.

“Logistics is all about shipping from one place to another, and over time there will be a lot of disruption when changes is introduced. Radical changes came into the industry when moving from a paper to a paperless system, and undoubtedly, those changes sometimes come with resistance but that cannot be helped,” Bhaskaran emphasised.

INNOVATIVE STRATEGIES

COVID raised the stakes for international logistics, which meant that end-users are already putting extra pressure on their logistics chain for reduced costs amid demand reduction. Digital transformation offers a way of meeting those challenges without cutting corners on service levels or resilience. 🚚



ACE 2023: enhancing air cargo, logistics networking

Breaking boundaries in the air cargo industry, ACE 2023 soared to new heights, transcending conventional event landscape. The gathering in Abu Dhabi intertwined forward-thinkers from across the air cargo and logistics spectrum, forging bonds in a setting that radiated freshness and class.

CT Bureau

Then proceedings of ACE 2023 held in W- Hotel at Yas Island Abu Dhabi unfolded over three days from 4-6 December 2023. It saw 180 decision-makers immersed in an atmosphere of community and opportunity. This was an event of knowledge-sharing, curated one on one meetings, hi-class networking, and industry recognition.

The delegates included heads of industry associations, international freight forwarders, consolidators, time-critical experts, and decision-makers from major airlines and GSSAs, had intellectual exchange and meaningful interactions. “The event’s role as a powerful business enabler for companies of all sizes,” said



Céline Hourcade, Founder and Managing Director, Change Horizon, and co-organizer, ACE 2023. Looking ahead to ACE 2024, she promised an opulent affair, brimming with enhanced networking opportunities and a rejuvenated

conference programme. Maureen Bannerman, Chief Commercial Officer, Abu Dhabi Airports’ and Leonard Rodrigues, Acting Managing Director, Etihad Airways delivered the opening keynote address, introducing

the new Abu Dhabi’s Terminal I and welcoming a new era for the Middle East air cargo future.

A fireside chat was transformed into a strategic industry foresight with expert per-



spectives on the geopolitical challenges in 2024, the role of small and medium-sized forwarders, and the impact of maritime operations on air cargo and the crucial role of sustainability by Air Cargo logistics visionaries Turgut Erkeskin, President FIATA, and Glyn Hughes, Director General, The International Air Cargo Association (TIACA).

'Tomorrow's Air Cargo' panel discussion delved into key trends, challenges, and opportunities that will affect air cargo in the next decade. Eye-opening statistics and demographics about emerging countries, shifting powers, and the growing potential for air cargo logistics, the sustainable practices in air cargo logistics, paving the way for a greener future, and the importance of SME forwarders, consolidators, and shippers for the airlines and the industry. **CARGO talk** is the partner of the event.

Four innovative technology firms presented their concept and how they could help air cargo logistics players and the industry

'Digitalisation' played a big part of the air cargo logistics conference. 'Is air cargo accelerating its performance in the digital booking era?' Four innovative technology firms presented their concept and how they could help air cargo logistics players and the industry.

'Critical times for GSSAs'? Panelists discussed how does the role of GSSA evolve in the digital age and what does the future-ready GSSA look like. Is digital space a threat or an opportunity and if total cargo management (TCM) is a new trend or a business reality.



A great evening concluded Day 2 with the ACE gala dinner and awards, where four industry stars were felicitated for their achievements in demonstrating remarkable leadership and innovation.

Elodie Berthonneau of Qatar Airways Cargo and Charles E. Sarkis, Founder and CEO at Motion Supply Chain, Saudi Arabia. Visionary Vanguard was given to Turgut Erkeskin, President, FIATA were felicitated during the event. Tushar Jani, Group Chairman, Cargo Service Centre, was presented with the Lifetime Achievement Award.

On Day 3, the event extended beyond networking,

with new strategies and best practices when time is of essence: meeting emergency demands, complexity, and capacity. From expedited products to air charter solutions, onboard courier, and expedited ground handling, panelists explained how they compete against time, while ensuring quality and operational excellence. Delving into the delicate world of time-critical logistics across various verticals—donor hearts and CRISPR biotech, automotive mega-production chips and spare parts, aerospace and AOG giga engines, exploding tulips, flying dolphin tanks, were invigorating, and funny when delivered as a keynote address.

The last panel focused on the Middle East market. The region is expected to witness an increase in commercialization and industrialization, which would boost the demand for air cargo products and logistics services. The endless potential of the Middle East air cargo logistics market was discussed and explored in length by the panel.

THE ROAD AHEAD

The stage is set for December 2024, where ACE will redefine the industry narrative. "We craft a distinct approach to our events, delivering a lavish business experience for our esteemed delegates," Christos Spyrou, co-organizer, ACE and Founder, Air Cargo Plus, said. "We would like to thank our host Etihad Cargo, supporters TIACA, FIATA, Pharma.Aero, Neutral Air Partner, and Women in Aviation Logistics (WAL), among others," he added. The event combined panel discussions with networking and meetings.



KEY FEATURES

- 'Tomorrow's Air Cargo' delved into key trends, challenges, that will affect air cargo.
- The region's potential in air cargo market was also discussed.

ACE meet centre for air cargo, logistics experts

The third ACE event, which was organized between 4-6 December 2023, was hosted by Etihad Cargo and Abu Dhabi Airports. The focus of the conference was on the Middle East market, the transformation of air cargo, and cargo handling process and transportation of time-critical and special cargoes.








Boeing's efforts to increase SAF production globally

Boeing is accelerating collaboration locally to scale sustainable aviation fuel on global scale. It will sign an agreement with Masdar, the Abu Dhabi-based renewable energy company, to advance and support the development and adoption of SAF policies in the UAE and beyond.

 CT Bureau

Boeing is accelerating efforts to scale-up sustainable aviation fuels (SAF), which serves as the aviation industry's most significant lever in reducing emissions today and into the future. Focus areas include Boeing's efforts to catalyze collaboration, research and policy development around SAF, which can reduce lifecycle CO₂ up to 85 per cent.

The challenges for greater use of SAF are limited supply and high cost. Current use of SAF represents 0.1 per cent of global jet fuel demand. Renewable energy such as SAF is one of four strategic levers Boeing is pursuing to support the aviation industry's decar-



Mohammad Abdelqader El Ramahi, Chief Green Hydrogen Officer, Masdar, and Kuljit Ghata-Aura, President, Middle East, Turkey & Africa, Boeing signed the Memorandum of Understanding to support the adoption of SAF fuel in the UAE and beyond. (Photo source: Masdar)

bonization goals. The other levers are fleet renewal, advanced technology and operational efficiency.

"We are deepening our collaborative work across the globe in pursuit for more SAF," said Chris Raymond, Chief

Sustainability Officer, Boeing. "Since SAF has the potential to reduce carbon emissions, we are focused on continuing to innovate and collaborate to unlock the production of sustainable fuel around the world," he added.

In the lead up to the recent COP28 Summit in the UAE, Boeing worked together to:

- Bringing energy producers and aviation leaders in the UAE together in order to form a consortium called Air-CRAFT to accelerate research, scaling and production of renewable and advanced aviation fuels in the country

- Launch an initiative with the USA in a bid to catalyze the development and use of



Mohamed Al Ghailani, Regional Lead, Global Sustainability Policy & Partnerships, Boeing Middle East, Turkey and Africa, visits the Sustainable Bioenergy Research Consortium project in Abu Dhabi. The project examines how plants called halophytes that grow in arid/desert regions can be used to produce SAF (Photo source: Boeing)

SAF among the APEC member countries

- Announcing a collaboration with Zero Petroleum for testing and analyzing the Next Gen technologies to accelerate the supply of SAF

- Support discussions at ICAO's Third Conference on Aviation Alternative Fuels,

countries meet decarbonization and climate change goals through innovation and technology

- Provide technical expertise on the first 100 per cent SAF flight across the Atlantic on a commercial jetliner, a Boeing 787 Dreamliner. This was a Virgin Atlantic-led project, supported by

funding from the UK Department for Transport

- Signing an agreement with Masdar, the Abu Dhabi-based renewable energy company, to advance and support the development and adoption of SAF policies in the UAE and beyond.

Boeing sought to build on this momentum at COP28 and focus to help scale up SAF globally through:

- Boeing works with consulting firms, academic institutions and non-profit organizations to conduct studies in a dozen countries to iden-

tify viable pathways for locally produced SAF, using local feedstock solutions. One collaboration, with Roundtable on Sustainable Biomaterials, explores SAF opportunities in Southeast Asia, Ethiopia, South Africa, and Brazil

- Boeing is mobilizing its supply chain to complete the necessary testing to ensure its commercial airplanes are cent per cent SAF-compatible by 2030

- Since 2022, Boeing has signed pacts to purchase 7.6 million gallons of SAF for its commercial airplane operations in the USA. 🇺🇸

The challenges for use of SAF are limited supply and high cost. Currently, use of SAF represents 0.1% of global jet fuel demand

where governments from 100 countries fixed a goal aviation fuel in 2030 should be 5 per cent less carbon intensive than conventional jet fuel


- Join Corporate Coalition for Innovation & Technology toward Net Zero, a cross-sector business alliance to help





RSA Cold Chain & DP World to set up **cold chain** in JAFZA

RSA Cold Chain & Americold will construct new facility in the New Year; it is likely to be completed by 2025. The facility, to be built on 100,000 sq. mts., will be designed to optimize regional supply chain from farm to fork, minimize waste, and reduce operational costs, said **Abhishek Shah, CEO, RSA Cold Chain**.

 CT Bureau

RSA Cold Chain has signed a lease agreement with DP World to develop a new cold chain facility at the flagship trade and logistics hub of Jebel Ali (JAFZA). RSA Cold Chain is a JV of Dubai-based supply

chain company, RSA Global and Americold, which is based in Atlanta, USA, a leader in temperature-controlled warehousing and logistics.

This new facility will be designed, built, and operated by RSA Cold Chain on a 100,000-sq.mt. plot in

JAFZA. Construction of the new facility is set to begin in early 2024 with completion expected by Q1 of 2025. The facility will bring 40,000 new pallet positions to the port area while providing multi-temperature capabilities, bonded and non-bonded solutions, and connectivity

to DP World's best-in-class logistics solutions.

The development will combine RSA Cold Chain's temperature-controlled infrastructure and operational expertise with DP World's extensive port facilities and market reach to optimize tem-



Abhishek Shah
CEO
RSA Cold Chain

logistics leaders Americold and DP World, we are set to unlock exciting opportunities in the Middle East.”

George Chappelle, CEO, Americold, said, “Americold is committed to investing in new and innovative long-term solutions that optimize the cold chain from production to consumption. This partnership with DP World provides unique synergies that create significant value for both local and global customers. We are excited to bring this vision to life in Dubai with the first of many developments together.”

Abdulla Al Hashmi, Chief Operating Officer, Parks & Zones, DP World GCC, said, “Our world-class infrastructure at Jebel Ali Port and JAFZA, coupled with our global connectivity, provides the ideal platform to import, process and distribute food to the region. We look forward to breaking ground on this project, which will bring key



perature-sensitive food flows in and out of the Middle East.

Abdullah Bin Damithan, CEO and Managing Director, DP World GCC, said, “As a global leader in end-to-end supply chain solutions, DP World is always looking for ways to innovate and expand its logistics capabilities. We are delighted to partner with Americold and RSA Global to provide our customers with best-in-class temperature-controlled solutions for perishables, strengthening the resilience of the F&B industry in the UAE and the Middle East.”

Abhishek Shah, CEO, RSA Cold Chain, said, “Our initial collaboration with Americold laid the foundation for our expansion and reinforced our commitment to providing world-class cold chain solutions.”

Shah, who won the Face of the Future Award at the ACA 2023, said, “Today, joining forces with DP World elevates our capabilities to serve the industry and extend our regional specialization and reach, to reshape the food distribution landscape in the region. With the support of

players in the food sector together and enhance national and regional food security.”

EXPANDING NETWORK

Subsequent phases of development for RSA Cold Chain will nearly double its network capacity to 70,000 pallet positions. The strategic location of this new facility will provide easy access to high-growth markets, serving local as well as international distribution needs. JAFZA has a highly developed F&B ecosystem, which is designed to meet

“Partnering with DP World elevates our capabilities to serve the industry and extend our reach to reshape food distribution in the region.”

the dynamic requirements of the food industry and sectors such as retail and grocery, quick commerce, quick service restaurants, poultry and seafood, among many others.

The new cold chain platform is designed to provide world-class solutions that optimize the regional supply chain from farm to fork, minimize waste and lower costs, while serving as a cost-effective solution for businesses aiming to operate and cater to customers in the region.

In 2022, DP World and Americold had signed a partnership agreement to invest in a more resilient, efficient, and sustainable global food supply chain. The combination of Americold’s global temperature-controlled infrastructure and strategic customer relationships with DP World’s international port infrastructure and end-to-end logistics solutions will result in unprecedented optimization of global food flows. 🌍



Dronamics, QAC ink pact for world's first cargo drone

Dronamics and Qatar Airways Cargo signed an interline agreement to deliver cargo by drones to those areas difficult to reach by traditional air freight. Dronamics is likely to begin operations from droneports in Greece in the New Year, says **Elisabeth Oudkerk, SVP, Cargo Sales & Network Planning, QAC.**

 CT Bureau

Dronamics and Qatar Air Cargo (QAC) have signed an interline agreement under which allows the extension of the delivery networks of both partners, increasing their reach and providing access to areas previously hard to reach by traditional air freight. Under the agreement, Dronamics offers cargo services from any of its droneports, initially in Greece, to the wider Qatar Airways Cargo (QAC) network. The QAC's network includes destinations such as Singapore, China, Hong Kong, and the USA, and remote locations such as the Greek islands.

Through this network expansion, Dronamics customers can make a single booking to transport goods from a Dronamics droneport to any destination that the interline joint network covers, and vice versa. The potential for flow of pharma, e-commerce, mail and parcels, food to spare parts is significant, enabling



fast and reliable shipments to and from locations not covered by air freight.

“We are excited to have the QAC as our partner for the first of its kind interline agreement with our category-defining cargo drone airline. While currently less than 1 per cent of global trade moves by air, the reach of Qatar Airways Cargo and their world-leading capacity and service give us the perfect platform

to expand air cargo accessibility to countless more communities worldwide, enabling same-day delivery for everyone, everywhere,” said Svilen Rangelov, Co-Founder and CEO, Dronamics.

“As a part of our VISION 2027 five-year strategy, we are committed to remaining at the forefront of our industry by embracing new disruptive technology. It is within our DNA to support young com-

panies such as Dronamics, and we are looking forward to seeing what the future holds for this exciting business. It is a milestone in the advancement of autonomous cargo drone transportation and we are proud to be the first international airline to offer this service,” said Elisabeth Oudkerk, Senior Vice President, Cargo Sales & Network Planning, QAC.

Dronamics is likely to begin operations from Greece early in 2024, focusing on establishing a same day service linking Athens with the industrial north area of the country and islands on the south. Earlier, Dronamics became the first cargo drone airline to obtain IATA and ICAO designator codes, granting it recognition on par with other international airlines, and the ability to issue air waybills to enable seamless bookings with its airline partners. This agreement is a crucial next step in Dronamics' plan to establish a cargo drone airline network with worldwide reach. 🚀

JAFZA, Transworld to set up modern logistics centre

The facility will bolster Transworld's capabilities, featuring cold and frozen chambers, spanning 50,000 square meters, to accommodate a range of temperature-sensitive products. The construction of the logistics centre in JAFZA would begin in the New Year and is likely to be completed by 2025.

 CT Bureau

DP World's Jebel Ali Free Zone (JAFZA) and Transworld Group recently announced signing of an agreement for construction of a dry and temperature-controlled distribution centre spanning 50,000 square metre in JAFZA. The facility, which will be developed by JAFZA, represents a significant expansion for Transworld that will nearly double its capacity in the region, while expanding the logistics infrastructure in the free zone.

The construction of the logistics centre is scheduled to begin in the New Year and is expected to be completed by 2025, with the expansion coming on the heels of Transworld Group opening its new Cold Chain Distribution Centre in JAFZA earlier this year. "The agreement reflects our commitment to providing state of the art solutions

that cater to the diverse needs of our clients and foster business growth in JAFZA, while solidifying our position as a leader in the logistics sector,"

The facility represents an expansion for Transworld that will double its capacity in the region

Abdullah Bin Damithan, CEO and Managing Director of DP World GCC, said.

"The mega distribution centre will be a landmark for Transworld, symbolizing our growth and expansion over the last five decades. It will also complement our foray

into the food processing sector. We are thankful to JAFZA and DP World for facilitating this venture," Ramesh S. Ramakrishnan, Chairman of Transworld Group, said.

The upcoming facility will bolster Transworld's capabilities further, featuring cold and frozen chambers to accommodate a range of temperature-sensitive products. The agreement was officially signed in the presence of Damithan, Abdulla Al Hashmi, Chief Operating Officer, Parks & Zones, DP World GCC, Ramakrishnan, Ritesh S. Ramakrishnan, Managing Director and Anisha Ramakrishnan, Director, Transworld.

Since its inception in 2005, Transworld has grown rapidly, with its facility in the Jebel Ali Free Zone serving as a central distribution hub and complementing its logistics and ship-owning businesses. JAFZA is one of the world's leading

free trade zones and is home to over 10,000 multinational companies. JAFZA accounts for a significant FDI (Foreign Direct Investment) flow into Dubai, sustaining the employment of more than 135,000 people in the UAE.

Jebel Ali is the leading business hub between Asia, Europe and Africa, connecting some of the fastest-growing manufacturing and consumer markets globally. With over 30 years' experience, JAFZA focuses on long-term customer relationships, building alliances with global investors and providing world-class infrastructure and support.


Strategically located at the crossroads of a region providing market access to over 3.5 billion people, Jebel Ali Port and Free Zone create an integrated multimodal hub offering air, land and sea connectivity, complemented by extensive logistics facilities. 🌍





Hydrogen truck unveiled in Kingdom of Saudi Arabia

Transport General Authority has launched the first-ever hydrogen truck in the Kingdom. It is because of a partnership between Almajdouie Logistics and Al Jubail, Eastern Province-headquartered Air Products Qudra Company. The truck, boasting zero carbon emissions, is designed to cover longer distances.

 CT Bureau

This initiative underscores TGA's commitment to providing an environment free of carbon emissions and contributing to the National Strategy for Transport and Logistics, in line with the goals of the Saudi Vision 2030. "The hydrogen truck has zero carbon emissions and aligns with the Kingdom's initiatives for sustainable development. It is designed and prepared to transport goods safely and cover long distances exceeding 400 km," stated a release. It added the truck runs on hydrogen fuel (capacity of up to 35 kg)

This effort was earlier exemplified in the hydrogen train launched by TGA, which is also free of emissions

and a gas pressure of up to 350 bar. The launch is the result of a partnership between Almajdouie Logistics and Air Products Company, aiming at

building a green solution for hydrogen transportation in the Kingdom and enhancing the hydrogen transportation sector within the region.

This comes within a partnership between Almajdouie Logistics and Al Jubail, Eastern Province-headquartered Air Products Qudra Company to provide integration solutions for the trucks in terms of operation and hydrogen fueling. This comes with the aim of building an ecosystem for hydrogen transportation to offer integrated solutions to interested parties and enhance hydrogen transportation by trucks within KSA.

The partnership between TGA, Almajdouie Logistics and Air Products Qudra Company includes the design, financing, construction, operation and maintenance of hydrogen-related infrastructure, including hydrogen refuelling stations across various locations in the Kingdom. The pact is part of a feasibility study in line with the Kingdom's Vision 2030 and the Saudi Green Initiative. Almajdouie Logistics obtained the first operating card for hydrogen trucks in the Kingdom. The issuance of the operating card aims to ensure that all data related to the trucks are available and they comply with all techni-



cal specifications, ensuring efficiency of the logistics sector and promoting traffic safety.

The TGA's adoption of modern technologies in the sector is consistent with its efforts to provide transportation systems that are safe and eco-friendly. The launch of the first hydrogen truck in the Kingdom of Saudi Arabia (KSA) represents a pivotal moment in the region's transportation sector, "marking a milestone in the Kingdom's

efforts to create a sustainable future. This move reinforces the TGA's dedication to improving the quality of life for its citizens and achieving the National Strategy for Transport and Logistics", as per the statement.

NEW FEATURES

The main features of the hydrogen truck include net zero carbon emissions; safety-focused design; hydrogen-powered (35 kg capacity, 350 bar gas pressure) and ability to

cover long distances of more than 400 km.

KEY FEATURES

- Zero carbon emissions
- Safety-focused design
- Hydrogen-powered (35 kg capacity, 350 bar gas pressure)
- Ability to cover long distances exceeding 400 km

Al Majdouie has signed an MoU with Ma'aden, the KSA state-owned mining company headquartered in Riyadh, during the recently concluded Arab International Aluminium Conference and Exhibition 2023, held in November in Riyadh as a strategic collaboration. This is in line with the company's strategy to utilize cutting-edge hydrogen trucks for its on-site operations, thereby aligning itself with Saudi Vision 2030 and sustainable best practices. 🌱



EHang expands operations, joins SAVI cluster in Abu Dhabi

SAVI cluster, situated in Masdar city, provides state of the art facilities and value-added services within a supportive regulatory framework. This initiative encourages innovation and helps in the commercial application of smart and autonomous vehicle technologies.

CT Bureau

EHang Holdings Limited (EHang), the world's leading urban air mobility (UAM) technology platform company, recently announced that it is extending its operations to the UAE. The objective is to advance the development of urban air transportation and smart city management in the UAE and the Middle East and North Africa (MENA) region.

The expansion involves joining Smart and Autonomous Vehicle Industries (SAVI) Cluster in Abu Dhabi. Also, a long-term strategic partnership has been formed with Wings Logistics Hub, the passenger eVTOLs (smart mobility) and logistics tech subsidiary of Technology Holding Company (THC), being the technology arm of EIH Ethmar International Holding.

The SAVI cluster, situated in Masdar City and led by the Abu Dhabi Department of Economic Development and the Abu Dhabi Investment Office, is dedicated to establishing Abu Dhabi as a key hub for smart and autonomous



(Right) Mohamad Al Dhaheri, Board Member, WLH, and Conor Chia-hung Yang, CFO, EHang at the signing ceremony to announce the strategic partnership between two companies.

vehicles. SAVI provides modern facilities and value-added services within a supportive regulatory framework.

This initiative encourages innovation and aids in the commercial application of smart and autonomous vehicle technologies.

EHang, with its cutting-edge autonomous eVTOLs and the world's first eVTOL type certificate from the Civil Aviation Administration of China, has formed a strategic partnership with Wings Lo-

gistics Hub. The goal of this partnership is to introduce EHang's autonomous eVTOLs to the UAE.

As part of the strategic partnership, Wings Logistics Hub and EHang will work together to facilitate local certification and operations of the EH216 series eVTOLs in the UAE. This includes the EH216-S, EH216-L, and EH216-F models, designed for passenger transportation, aerial logistics, and firefighting respectively.

Wings Logistics Hub plans to purchase 100 units of the EH216 series eVTOLs from EHang with initial deliveries set to commence in the first quarter of 2024. WLH is a dynamic company specializing in smart mobility, logistics tech, and omnichannel solutions. It operates under the ownership of Technology Holding Company (THC), being the technology arm of Ethmar International Holding (EIH). Wings Logistics Hub will cater the passenger eVTOLs and logistic tech functions within

EIH Ethmar International Holding. "Introducing electric aviation to the UAE is anticipated to alleviate congestion with zero emissions and attract FDI and generate thousands of jobs in the region over the next decade. We take pride in our participation in the SAVI cluster and remain steadfast in our commitment to advancing smart and autonomous vehicle technologies for passenger transportation, mobility, logistics, and smart city management in the UAE," Mohamad Al Dhaheri, Board Member, WLH, said.

"We are excited to share our involvement in the SAVI cluster and our ally with the WLH and EIH as we broaden our reach in the UAE market. As the first company globally to receive a type certificate for an autonomous eVTOL from China's national civil aviation authority, we're eager to bring our leading-edge technologies to the UAE. Our aim is to work with our local partner to enhance safe, intelligent, autonomous, and eco-friendly air mobility in this region." 🇦🇪



‘Future of logistics sector looks bright in 2024’

For over 45 years, AFCO has catered to the growing needs of the seven emirates that make up the United Arab Emirates. Now that the country has just celebrated its 52nd year of independence, it is poignant to mention the industries that helped shape it into what it is today.

To discuss current and future of freight forwarding, it is important to define what freight forwarding is: the profession is a service coordinating the transportation of goods. Acting as intermediaries, forwarders manage logistics, book cargo space, and navigate regulations for importers and exporters. Al Fadhil Cargo Forwarding Company (AFCO) has been a vital part of International Federation of Freight Forwarding Association (FIATA) and National Association of Freight Logistics (NAFL).

They facilitate shipping by coordinating various tasks, including documentation, customs clearance, and choosing carriers for efficient transport from origin to destination. Dubai's strategic location, coupled with significant investments in infrastructure and logistics, has propelled the freight forwarding industry within our region.

STRATEGIC LOCATION

The Middle East functions as a critical global link, bringing markets together across continents and supply chains. Through strategic investments, the UAE, Kingdom of Saudi Arabia, Qatar, and Oman have transformed their infrastructure be it —ports, airports, and roads—into loading transportation hubs. This has allowed the Middle East to take its place as a central trade hub bridging Asia, Europe, Africa, and other countries.



TECHNOLOGY

In line with infrastructure investment, innovation in technology has revolutionized freight forwarding within the Middle East region and the world at large. Digitization, automation, and data analytics have streamlined processes, increased efficiency and provided transparency across the entire supply chain. This provided our freight forwarders and shippers as well as importers with real-time monitoring of shipments that come with enhanced shipping routes and minimal delays and disruptions.

With the abundance of special free trade zones, whether it is the well-established ones such as Jebel Ali Free Zone, or King Abdullah Economic City in KSA, such free zones have always attracted new freight investments, laying the foundation for future growth and demand for forwarding services to assist in the movement of cargo goods in and out of these zones to the world.

FUTURE OUTLOOK

Despite remarkable progress within the industry, there are still some challenges. Whether it be geopolitical tensions, regulatory discrepancies, new competition and players in the market and volatile international oil prices that affect the industry negatively. However, as industry players we can try to counter them by being pro-active, by looking into new and various trade routes as well as adaptable logistics strategies, and partnerships.

As the countries in the region continue to invest in innovation, infrastructure development, sustainable business environments, and bridge collaborations, Middle Eastern companies and global logistics firms, the future of the industry looks bright.

WORK WITH NAFL

At AFCO, we have participated in the NAFL since its establishment, being recognized as founding contributors. Our Managing Director, Ibrahim Abu Zayed, has dedicated significant time and effort to

serve on the board of directors. NAFL has played a pivotal role in facilitating connections between us and pertinent industry authorities—such as customs, ports, ministries, and government officials—enabling effective communication between freight forwarders and logisticians like us. This collaboration has empowered us to express our perspectives, contributing to the enhancement of Dubai's already exemplary work environments.

Our affiliation with NAFL has given us the opportunity to engage in diverse international freight events and conferences held across the globe, and to stay in touch locally with current events and new regulations within Dubai and the UAE.



Elesar A. Zayed
Branch Manager
AFCO

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

SAR, KSA's Aljabr firm ferry vehicles via trains

Bashar Al-Malik, Chief Executive Officer, SAR, says the pact is a step towards achieving transformation of transportation and logistics sector. It also assists in faster delivery of shipments to various locations and relieves pressure of trucks on King Abdulaziz port in Dammam.

CT Bureau

In a first of its kind, Aljabr Trading Company's strategy of building partnerships, the company recently signed a strategic partnership agreement with the Saudi Arabia Railways (SAR) to transport vehicles via railways in the Kingdom. It is also part of SAR's strategy to expand its provision of new transportation services and solutions.

The partnership agreement, signed by Bashar bin Khalid Al-Malik, CEO, SAR, and Abdulsalam bin Mohammed Aljabr, Managing Director, Aljabr Trading Company, enabling the latter to utilize trains for transporting vehicles. It contributes



to raising operational efficiency in transportation and handling of new vehicles from the port, in addition to environmental benefits in reducing the rates of CO2 emissions harmful to the environment by relying on trains to transport new vehicles.

"This agreement is a major step towards achieving the vision for a transformation in

the transportation and logistics sector. The contract aims to provide logistical transport solutions that contribute to reducing emissions and enhancing traffic safety levels," Bashar Al-Malik, CEO, Sar said. Also, it will assist in faster delivery of shipments to various places and relieves pressure of trucks on King Abdulaziz port in Dammam, he added.

"We are keen on concluding partnerships with entities, which support our strategy in relying on the best methods in various stages of work, including the transportation of vehicles and spare parts to different regions.

This agreement will ensure that we achieve access to destinations where we want to deliver new vehicles, such as Riyadh for example, with lower operational costs compared to traditional transportation by using trucks. We are delighted to be at the forefront of signing an agreement with SAR," Abdulsalam Aljabr, Managing Director and board member, Aljabr Trading Company said.

Upcoming Events 2024

FEBRUARY

- ▶ **Break Bulk UAE**
12-13 February 2024
Venue: Dubai
- ▶ **Freight Forwarder Conference**
22-24 February
Venue: London

MARCH

- ▶ **World Cargo Symposium**
12-14 March
Venue: Hong Kong

APRIL

- ▶ **International Exhibition of Handling Operations-Intralogistics**
22-26 April 2024
Venue: Germany

MAY

- ▶ **Saudi Smart Logistics 2024**
6-9 May
Venue: Riyadh International Convention & Exhibition Center, Riyadh
- ▶ **GPCA Supply Chain Conference**
16-17 May
Venue: H- AL Khobar Saudi Arabia

JUNE

- ▶ **Gartner Supply Chain Symposium/Xpo**
5-7 June
Venue: Barcelona, Spain

SEPTEMBER

- ▶ **Saudi Warehousing & Logistics Expo**
Date: 2-4 September
Venue: Riyadh International Convention & Exhibition Center, Riyadh

OCTOBER

- ▶ **Logistics Summit**
9-10 October
Venue: Dusseldorf

- ▶ **Arabian Cargo Awards**
21 October
Venue: Dubai

NOVEMBER

- ▶ **Transport and Logistics**
1-3 November
Venue: Singapore

DECEMBER

- ▶ **Automechanika and Logistics Exhibition**
10-12 December
Venue: Dubai

For more information contact: talk@ddppl.com

The dates shown on the annual event calendar are subject to change. Please refer to EventTalk in **CARGO talk** to track the changes in dates.

SAF production set to triple to 1.875 billion litres in 2024: IATA

IATA announced SAF production in the New Year to triple to 1.875 billion litres (1.5Mt), accounting for 0.53 per cent of SAF requirements, and 6 per cent of renewable fuel capacity. In 2023, SAF volumes reached over 600 million litres (0.5Mt) as against 2022.



Qatar, Ghana sign MoU for air transportation



Qatar Civil Aviation Authority (QCAA) held bilateral discussions with its counterpart in Ghana during the meetings of the International Conference on Air Services Negotiations (ICAN 2023) in Riyadh, KSA. The discussions resulted in signing of a MoU, which stipulates open skies air services for passenger and cargo flights to enhance travel options for travellers.

AUH announces: Light industrial units to be built in ADAFZ



Abu Dhabi Airports (AUH) has announced new development plans for their free zone arm, ADAFZ. The programme involves the construction of Light Industrial Units (LIUs). "The new additions will ensure ADAFZ continues to offer a diverse and customer-centric range of infrastructure solutions," Maureen Bannerman, CCO, AUH, said.

IAG Cargo's new Madrid-Doha air cargo route from December 2023

The cargo division of IAG has announced a new air route between Madrid, Spain and Doha, expanding its reach in the Middle East and enhancing its proposition in the APAC region. The direct service between Madrid and Doha will be operated by Iberia A330, commencing December 11. "With Madrid being a key hub, APAC customers will be able to link their goods into the network through Madrid, serving 17 destinations in Latin America. The service enables access for customers in Europe, Latin America and North America, where perishables are exported into the ME," a release stated.



Jazan Investment Forum 2023 witnesses signing of many logistics pacts



Prince Mohammed Bin Nasser, Emir of Jazan region, recently inaugurated the Jazan Investment Forum 2030 being held in Jazan city at Grand Millennium hotel, on behalf of Crown Prince and Prime Minister Mohammed Bin Salman, also chairman of the Council of Economic and Development Affairs (CEDA). The forum is held by Jazan Chamber in cooperation with the region's municipality, and Jazan Region Development Strategic Office, in addition to a number of governmental and private agencies. The Emir and the forum's guests toured the forum and also visited its accompanying exhibitions.

Geodis and Titan launch new China-UK air cargo route

Titan Airways and GEODIS have launched a new round-trip cargo route from Chongqing Jiangbei International Airport in southwestern China to London Stansted Airport in the UK. To serve the route, Titan is operating an Airbus A330-300 freighter exclusively leased by GEODIS. The aircraft will operate three times a week on Tuesdays, Thursdays and Saturdays.



Hellmann Worldwide Logistics forays into Ireland, opens branch



Hellmann Worldwide Logistics has expanded into the Republic of Ireland by opening its first branch. “The forwarder’s new business is close to Dublin Airport. The new company will target the time-critical pharmaceutical and healthcare, and electronics products,” said Jens Tarnowski, Regional Chief Executive, West Europe.

Swissport aims for net zero emissions across operations by 2050



Swissport would decarbonise its operations and supply chain by achieving net zero carbon emissions in 2050. The handler intends to reach this goal through a transition pathway addressing Scopes 1, 2 and 3 carbon emissions—categories introduced by the Greenhouse Gas (GHG) Protocol, a release stated.

TIACA Event-Latin America to be held in Sao Paulo on March 2024

TIACA announced that the TIACA Event-Latin America will be held in Sao Paulo immediately after Intermodal Brazil. The event will be held 6-8 March 2024 at the Gran Estanplaza. “TIACA is excited to organize its first event in Latin America and we feel by organizing the event after Intermodal, we will give the attendees the opportunity to attend both events,” said Steven Polmans, TIACA Chair. After the opening day on 6 March, TIACA will organize a conference programme focused on Latin America and will include keynote addresses, panel sessions and presentations over the next two days.



New York-based Atlas Air using 5% SAF in its flights to Spain



Atlas Air stated it is initially incorporating 5 per cent SAF for its flights. The agreement makes it the first cargo airline to use SAF regularly on cargo flights in Spain. The move is in line with the company’s commitments to achieve their carbon footprint reduction goals as included in the ReFuelEU Aviation regulations that require use of 2 per cent renewable fuels in 2025, 6 per cent in 2030 and 70 per cent in 2050. “We are contributing to the sustainability of the aviation sector and appreciate this opportunity to work with our valued partners at Inditex and Repsol,” said Richard Broekman, Chief Commercial Officer and Head, Sustainability.

Turkish Airlines orders five A350 freighters from Airbus



Airbus has secured another major A350 freighter customer with an order from Turkish Airlines for five of the new cargo aircraft. The order follows Cathay Cargo's recently announced decision to order six A350Fs, with the right to order 20 more. Turkish Airlines operates 10 Airbus A330-200Fs, eight Boeing 777Fs, two Boeing 747-400Fs and two Airbus A310-300Fs for air cargo. Turkish Airlines has ordered pax aircraft from Airbus. These include 50 A350-900s, 15 A350-1000s and 150 A321s, as per Turkish Cargo's website. This follows two orders from the airline for 10 A350-900s in September and four A350-900s in July.

Hactl introduces automated service kiosks for cargo collection



Hong Kong Air Cargo Terminals Limited (Hactl) is opening 12 new automated service kiosks to speed up collection of import cargo from its Super Terminal I facility. Under the paper-based system, freight agents collect import cargo from Hactl by obtaining a shipment release form, authorizing Hactl to release the bearer's goods. On presentation of the SRF at the imports reception counter, Hactl staff after verifying the SRF bearer's identity, release of the cargo via COSAC-Plus, Hactl's cargo management system.

Menzies Aviation goes live with Wipro's new cargo system



The new Menzies Aviation cargo management system has been launched at Romania's Bucharest Otopeni Airport, stated Menzies Aviation and Wipro. The new system will be deployed at 10 locations, with plans to implement it across MACH's network by 2024-end.

Air Canada Cargo signs pact for opticooler containers



Forwarders using Air Canada Cargo can now rely on DoKaSch Temperature Solutions' Opticooler RKN anywhere serviced by Air Canada's widebody freighters following its certification by Air Canada Cargo. In addition, the Opticooler RAP is available to shippers, providing reliable packaging of temperature-sensitive products.

Silk Way West Airlines' redesigned website for agents to send inquiries

Silk Way West Airlines, a member of the Silk Way Group, has launched its redesigned website, accessible at www.silkway-west.com. The website includes features, including a responsive, user-friendly layout, simplified navigation and newly integrated online booking services along with enhanced freight tracking and a CO₂ calculator. An online booking feature enables forwarders and sales agents to send cargo inquiries directly to the airline through the website and receive a booking confirmation with flight data by email.



Movements



DNATA
UAE

★ **Willy Ruf** has been appointed as the MD, Switzerland for UAE-based ground handler, dnata. He will oversee dnata's ground handling and cargo business and operations at Geneva Airport and Zürich Airport from January 2024. He has 30 years of experience in ground handling, cargo and travel industries. Ruf will replace Roberto Feijoo Lopez as the Managing Director, and report to Stewart Angus, dnata's Regional Chief Executive, Europe.



IATA
Qatar

★ **Engr. Badr Mohammed Al-Meer**, CEO, Qatar Airways Group, has been elected to the IATA's Board of Governors. He will support the association in shaping the future growth of safe, secure, and sustainable air transport, working with members to connect and enrich our world through air travel. His aviation sector experience and know-how will be used with his appointment as a Member, Executive Committee, Arab Air Carriers' Organization.



JAGGAER
USA

★ **Troy S. Meyers** has been appointed as the new Chief Customer Officer of Jaggaer. For the past seven years, Meyers, a senior executive with experience in global SaaS and Fortune 500 organizations, has managed customer success with B2B IT SaaS companies. "Meyers executes strategies to scale customer success ecosystems, drive growth and improve client engagement, loyalty and value. He is a valuable addition to the team," said Andy Hovancik, CEO.



ASF AIR
USA

★ **Angel Rodriguez** has joined ASF Air as its President. He is an industry veteran with 30 years of global end-to-end supply chain experience. In his recent role at Flexport, Angel created and delivered cargo solutions to meet Fortune 100 & 500 clients's needs. He went on to deliver the highest tonnage and revenue contributions worldwide by any single individual in the company's history. As ASF chief, he also brings an understanding of global logistics.



FIATA
Geneva

★ **Turgut Erkeskin** has been appointed as the President, FIATA. He has been president and chief executive of Istanbul-headquartered Genel Transport for 35 years was formerly the senior Vice President, FIATA. He was the President, Turkish NGO International Transportation and Logistics Service Providers' Association (UTİKAD) for 10 years, until November 2021. Erkeskin takes over the reins from outgoing President Ivan Petrov, a release stated.



SCHIPHOL GROUP
Netherlands

★ **Pieter van Oord** will join as the Chief Executive at Royal Schiphol Group from 1 June. The Group Supervisory Board intends van Oord to be in the role until 1 June 2028. He has managed maritime contractor Royal van Oord since 2008. He is a member, supervisory board, De Hoge Veluwe National Park and President, Feijenoord Stadium. He will succeed Ruud Sondag, who has been Interim Chief Executive and will stay in the role till 1 March 2024.

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