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Our annual reference guide for airlines, airports, forwarders and other airfreight professionals from around the globe

GAME CHANGERS
Three top airfreight executives shaping the industry’s future

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Dear Reader,

It is with great pride that I write you as the new publisher of Air Cargo World following its acquisition by Royal Media, the New York-based publisher of Cargo Facts and owner of Air Cargo Management Group. Royal Media’s stewardship officially began on Sept. 22.

We at Royal Media have great affinity for ACW and the air cargo industry as a whole, as you would expect. Cargo Facts has passionately served the industry since 1978. And while that is relatively youthful compared to ACW’s launch date in 1942, it doesn’t subtract from our dedication to the air cargo industry.

This dedication will fuel our management of ACW. The acquisition of ACW marries the world’s premier commercial air cargo periodical with the world’s premier freighter fleet news source. We have every intention to build on ACW’s prestigious history, to make its coverage even better, to make the magazine experience more enjoyable, aircargoworld.com more essential, and to leverage ACMG’s great events (the Cargo Facts Symposium and Cargo Facts Asia) and consulting practice to your benefit.

These are exciting times for us and for the industry. Finally, we are emerging out of the deepest industry-wide recession in history. The enhanced efficiency of newer freighters, the removal of older, excess capacity, the vibrancy of the narrowbody freighter market, and the return to growth for global trade all point to enhanced profitability for participants in the air cargo business in the coming years. We aim to help you achieve that with a quality of information that guides you to better results.

Undoubtedly, we want to hear from you. Please don’t hesitate to reach out to me directly at hornblass@royalmedia.com with questions, comments, or ideas.

The best is yet to come for ACW, Royal Media and air cargo, and we thank you for being a part of this next chapter for all three. Or, to put it another way, enjoy the ride.

Sincerely yours,

JJ Hornblass,
Publisher, Air Cargo World
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The International Air Transport Association (IATA) Airline Industry Forecast 2014-2018 shows that international freight volumes are expected to increase at a compound annual growth rate (CAGR) of 4.1 percent over the next five years. Emerging economies, particularly in the Middle East and Africa, will be the fastest-growing markets.

“Air cargo remains as vital to the global economic system as ever,” said Tony Tyler, IATA’s Director General and CEO. “This year, more than $6.8 trillion worth of goods, equivalent to 35 percent of total world trade by value, will be transported around the world by air. So it is welcome to see a forecast for a return to growth for the air cargo sector after several years in the doldrums.”

October (mostly) good for North American carriers

Two of the big three U.S.-based airlines posted strong cargo results for October, paced by United Airlines, which logged 227,445 cargo ton miles, an increase of 15.8 percent over the same month a year ago, while American Airlines reported cargo traffic up 4.9 percent to 213,371 CTMs. But when it comes to air cargo, Delta Air Lines continues to miss the boat (so to speak), reporting October traffic down 0.9 percent to 214,679 CTMs. Air Canada’s cargo revenue for the third quarter was $128 million, up 6.5 percent from 2013. It registered a 0.5 percent yield decrease, which reflected yield declines in all markets with the exception of the Pacific market.

TNT plans ‘to move more by road’

After reporting a €47 million operating loss for the third quarter, compared to a €3 million profit for last year’s Q3, Dutch express delivery firm TNT Express NV announced a four-year, €185 million initiative to beef up its European road network. Citing the enormous road fleets of his chief competitors, such as Deutsche Post DHL, UPS and FedEx, TNT CFO Maarten de Vries discussed the company’s plans for improving its road service. For the next four years, TNT “will focus on 12 of our 19 international road transit hubs and will open a new hub in Madrid,” he said. “The investment will be spent on software and tools for route planning, and trailers. It will give us operational excellence and productivity improvement.”

Li Ka-shing makes his move

Hong Kong-based Cheung Kong Holdings Ltd., the flagship company of Asia’s richest man Li Ka-shing, will enter the aircraft leasing business. The company agreed to pay US$1.9 billion to buy 45 aircraft from a variety of sources for its own leasing operation. In addition, Cheung Kong will form a 60/40 leasing joint venture with MC Aviation Partners (the aircraft leasing subsidiary of Japan’s Mitsubishi Group), and will buy an additional 15 aircraft for $734 million to launch that operation.

Farewell, MD-11

KLM operated the last scheduled MD-11 passenger flight on Oct. 26.

“What’s happening now is real. Since late 2013, we have seen slow, sustained growth ... This didn’t come out of nowhere, and it’s not a one-time blip. It’s not worldwide, but the last three years have shown signs of real recovery.”

—Shawn McWhorter, President-NCA Americas for Nippon Cargo Airlines, encouraging the crowd in the opening session at the October Cargo Facts Symposium in Miami.
DHL Express broadened its cargo operations to various Southeast Asian destinations by increasing freighter frequencies and partnering with Thailand’s K-Mile Air.

On Nov. 7, DHL Express, owned by Deutsche Post DHL, boosted the frequency of flights between Hong Kong International (HKG), Penang International in Malaysia and Tan Son Nhat International (SGN) in Ho Chi Minh City, Vietnam, from five to six days per week. This extra weekly flight, using an A300-600F, has raised DHL’s capacity on the routes by 20 percent.

Meanwhile, under its agreement with DHL, K-Mile now flies its newly converted 737-400SF – its sole aircraft – five times a week from Bangkok’s Suvarnabhumi Airport to HKG and Noi Bai International in Hanoi, Vietnam.

According to Jerry Hsu, chief executive of DHL Express Asia Pacific, the new K-Mile service shortens the transit time for intra-Asia shipments to and from Hanoi to a single day. K-Mile is part-owned by Switzerland-based Farnair Group, soon to be acquired by ASL Aviation Group.

DHL expects freight demand on these routes to be strong, he said, given the International Monetary Fund’s robust GDP forecast of 5.6 percent for Vietnam, 3.7 percent for Hong Kong and 2.5 percent for Thailand in the next year.

DHL Express Asia Pacific currently operates about 20 dedicated aircraft and four main air hubs in the Southeast Asia region. In September, the express carrier opened a $10 million, 26,900-square-foot processing facility at SGN in Ho Chi Minh City.

DHL expanded intra-Asia network via K-Mile

A new Chinese all-cargo carrier may spread its wings over the Pacific to launch scheduled service to the U.S. Or perhaps it will serve the Asian region. Or perhaps some routes to Europe. Or perhaps it will not get off the ground at all.

Cargolux and minority shareholder Henan Civil Aviation Development and Investment Company (HNCA) have been working on a feasibility study for a freighter airline based in Zhengzhou. Such a scenario is part of the agreement signed a year ago under which HNCA took a 35 percent stake in Cargolux, with the immediate objective of establishing a direct freighter link between Zhengzhou and the Cargolux home base in Luxembourg. HNCA would be the main source of funding for the enterprise, while Cargolux would run the operation, second managers to it and act as its global GSA.

According to a recent news report from Europe, the venture is a done deal. The report quoted Cargolux CEO Dirk Reich as saying that the question was not “if,” but “when” and “how” the new carrier would be set up. Reich also indicated that several scenarios are under consideration in terms of aircraft types and markets. Management has been looking at large wide-bodies for a long-haul operation, but also at 737 freighters for a domestic feeder operation to supplement international flights.

However, in response to the report, the airline’s board of directors published a statement declaring that a decision had not been made, and that any decision would hinge on the feasibility study. It read, “As foreseen in the cooperation agreement between Cargolux and its shareholder, HNCA, a feasibility study for the set-up of a joint-venture cargo airline, based in Zhengzhou, is currently undertaken. At this point, the airline does not exist; its set-up depends on the outcome and evaluation of the feasibility study that is expected to be finished [in December]. Only then will the Cargolux board and management decide on future actions.”

But the response of the Cargolux board begs the larger question of the potential for success of such a venture. Notwithstanding the recent improvement in global air cargo demand, led
by traffic out of Asia, market conditions are not exactly inviting for a new entrant. Titus Diu, chief operating officer of Air China Cargo, reported that, while demand has improved in recent months, yields have remained under pressure due to ample capacity.

Other observers have also questioned a foray into China’s domestic market. Stan Wraight, executive director of Strategic Aviation Solutions International, remarked that this would face strong competition from belly-hold carriers, as well as from China Post, which has a dedicated freighter network. In addition, the large established Chinese carriers would be tough competitors, he said.

Zhengzhou, which saw a 69 percent rise in its throughput in 2013 to reach 255,000 metric tons, has registered an influx of freighter operators. Cargolux ramped up its Zhengzhou-Luxembourg route to four weekly flights, and other airlines such as AirBridgeCargo and major Chinese carriers like Air China Cargo have inte-

“...the airline does not exist; its set-up depends on the outcome and evaluation of the feasibility study that is expected to be finished [in December].”

—Cargolux Board of Directors

grated the airport into their freighter routings to long-haul destinations.

Diu said that output from production facilities in Zhengzhou, which consists largely of the Foxconn production there, has been sporadic. In the absence of other large shippers to smooth out fluctuations in output from the electronics manufacturer, load factors have bounced up and down, forcing Air China Cargo to cancel some flights.

As for feeding long-haul departures with 737 flights, this would require considerable revamping of pallets to fit the respective fuselage widths, resulting in additional cost and lost capacity, Wraight pointed out. “Even with a 767, you need to contour pallets to interchange with a 747.”

Reich has signaled that a Zhengzhou-based offshoot would not fly on routes served by Cargolux, as the plan is to avoid overlaps as much as possible. Most likely it would target some Asian points and fly across the Pacific. But such a trans-Pacific venture would have its hands full competing with the combined heft of belly-hold and freighter capacity of the incumbent Chinese carriers.

China Southern recently boosted its trans-Pacific freighter network with the launch of all-cargo services linking Los Angeles with Tianjin via Shanghai and Guangzhou. Air China Cargo, which reduced its trans-Pacific frequency as it retired its 747-400Fs freighters and belly space in its passenger fleet. As a result, cargo yields increased by 1.9 percent in the first half, while the load factor rose slightly, by 0.2 percentage points, to 62.2 percent.

Demand during the carrier’s third quarter, which coincides with the traditional end-of-year peak season, is projected to be stronger, the company said. “However, overcapacity in the airfreight market is expected to continue to put pressure on yields. While there has been a reprieve from cost pressures arising from the decline in fuel prices in recent months, there is concern that the decline reflects a slowdown in major economies in the world.”

SIA Cargo also recorded a first-half impairment charge of $7 million on two surplus 747-400Fs that have been removed from the operating fleet and are expected to be sold. The division suspended freight operations to Lagos, Nigeria, in July and added services to Amsterdam, Brussels and Delhi in September to handle increased demand.

SIA Cargo reduced its operating losses

Thanks to a moderate recovery in airfreight demand in recent months, SIA Cargo, the airfreight subsidiary of Singapore Airlines, reported a nearly 50 percent year-over-year reduction in its second fiscal quarter operating loss, improving from a loss of US$71 million in Q2 2013 to US$34 million in this year’s quarter (ended Sept. 30).

SIA Cargo said revenue for Q2 was down 0.5 percent, due in part to a 4.1 percent drop in capacity and balanced by a 2.8 percent increase in cargo yield. For the first half of fiscal 2014/15, freight revenues fell 1.6 percent, driven by a 3.8 percent cut in capacity.

However, the carrier said the first-half losses were partially offset by “better capacity management” of its eight 747-400Fs freighters and belly space in its passenger fleet. As a result, cargo yields increased by 1.9 percent in the first half, while the load factor rose slightly, by 0.2 percentage points, to 62.2 percent.

62.2 percent.

ACW
India’s Jet Airways recently appointed Martin Drew as vice president, cargo. Drew has more than 20 years of experience in the air cargo industry at companies such as Lufthansa Cargo, ANA Aviation Services and DAS Air Cargo. He most recently worked at Etihad Airways as head of freighters and business partnership. At Jet Airways, Drew will be based in Mumbai. He spoke about India’s air cargo industry with Air Cargo World.

What is your outlook for India’s airfreight market in the next year?

Next year, the outlook for India’s airfreight market is positive, according to current indications and trends. An important element of India’s airfreight market is the growth of domestic airfreight. The main driver of this growth is the e-commerce sector, and this is expected to double next year. The sheer size of the country, limitations with the road infrastructure, and the required speed to consumer very much plays into the hands of airfreight. The market will continue to benefit from growth in India’s garment industry, resulting from increased labor costs in China, China’s strategy to move to high-value manufacturing, and Bangladesh’s trouble with its garment industry. The continuous expansion of the pharmaceutical industry will further strengthen the market.

What plans do you have for Jet Airways as vice president for cargo?

At Jet Airways, cargo is a serious growth priority. My plans are to grow the business through broader distribution and increased customer engagement. We have launched a Global Key Account program, increasing our engagement with the largest global forwarders, and we will continue to build on our strong relationships with the independent forwarders. Furthermore, we will increase revenues through the development of high-yield products, greatly increased focus on partnership – a critical area in enabling us to expand our network reach – and improved optimization of our vast domestic network.

What geographic sectors is Jet Airways concentrating on?

Our new Mumbai-to-Paris flight that launched in May added much-needed capacity into Europe from India, and allows us to serve all European main ports via Paris, as well as from our European hub in Brussels, from India and our network. Our strategic partnership with Etihad has also opened up many new destinations for Jet Cargo’s customers, meaning we can now offer more destinations over Abu Dhabi. It also gives us access to main-deck capacity – not only from India, but also from Hong Kong – and allows our network to feed to Etihad’s freighters that operate out of India.

What trends do you see in the air cargo industry?

The market this year has shown a positive trend. When we look at our growth year-on-year, in both tonnage and yields, the figure is very positive, and we are growing market share, which is a good achievement, given the increases in capacity we have seen in many key markets. For example, despite a slight reduction in capacity on our domestic network, we have continued to see double-digit growth in domestic revenues, and our international revenues continue to show a very positive year-on-year trend. Looking towards the peak, all indications are that we are going to see a positive period on domestic and international routes, particularly from the Far East.

What developments are going on at Jet Airways regarding cargo? Any other new routes or services?

We are currently examining many opportunities to grow revenues, many of which are driven by the synergies with Etihad. One of note is the definition of our product strategy, which we are aiming to align closely with Etihad’s, which will start with the launch of the Fast Track Guaranteed [cargo uplift service] in domestic India, but will quickly expand to international. We are also looking to do the same with both valuables and pharmaceuticals. We commenced a new route to Ho Chi Minh City in November, which will provide online feed from a market that has shown good offline support.

How can the air cargo industry improve?

Increased focus on partnership will drive improvements in the air cargo industry. With the continued consolidation of freight forwarders effectively turning some into superpowers, closer and more transparent relationships are critical for carrier survival. Unlike the integrators, most carriers do not engage directly with shippers, so are completely dependent on freight forwarders, placing the forwarder in a very powerful position.
Winner – Air Cargo Industry Customer Care Award, World Cargo Awards 2014

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etihadcargo.com
Cargo carriers continue service in hot zones

While news about conflicts and crises in certain parts of the Middle East and Africa has reduced passenger travel to these locations, a number of airfreight carriers continue to see economic promise in some of the most unstable and hazardous areas.

In most of these cases, the cargo routes that still operate are about more than mere global commerce; they are lifelines that provide vital supplies to help keep the local populations alive. Here is a roundup of a few carriers and freight handlers that manage to provide these services in the hope that some of these dangerous hot spots will cool down in the near future.

China, Russia assist with Ebola battle

As the focus of the world’s attention on the West African outbreak of the Ebola virus intensifies, cargo airlines continue to step in and do their part.

For example, in the last few months Volga-Dnepr Airlines has flown one of its An-124-100 freighters to Kinshasa, Congo; Accra, Ghana; Bamako, Mali; Bissau, Guinea-Bissau; and Abidjan, Ivory Coast; delivering urgently needed equipment to help fight the outbreak of the Ebola virus in the region.

Operating in accordance with the recommendations of the United Nations Security Council, the flights to the five cities originated from Tianjin, China, each carrying five 20-ton containers of relief supplies donated by the Chinese government. The cargo included one-use protective suits, respirators, glasses, boot covers and other protective equipment being used by healthcare workers in the afflicted areas.

Another Volga-Dnepr flight on Oct. 14 involved the transport of three Mi-8 helicopters on behalf of the UN emergency health mission responding to the Ebola outbreak. The An-124 flight began in Moscow, Russia, and delivered the helicopters to Freetown, Sierra Leone.

To the shores of Tripoli

Libya’s Tripoli International Airport (TIP) has been shut down since July, when two rival militia groups began battling for control over the facility during the Libyan Civil War. Today, about 90 percent of the aircraft and structures at the airport lie in ruin a few miles south of the nation’s capital.

Despite the ongoing conflict, some passenger and cargo flights have switched to Mitiga International (MJ), a small but more centrally located facility near the Mediterranean coast. MJ is also the headquarters of Global Aviation, which runs a warehouse at the airport and operates a 747-200 freighter leased from a Pakistani owner.

This September, Global Aviation – which also operates a weekly flight from Sharjah, United Arab Emirates, to Tripoli – was cleared by the Libyan Civil Aviation Authority (CAA) to resume flights roughly every two weeks from MJ to Ostend-Bruges International in Belgium. A spokesperson from Global’s GSA, Strike Aviation, told The Loadstar that most of the cargo that has been shipped so far has been pharmaceutical products, hospital equipment and live animals.

Meanwhile, on the eastern side of the war-torn country, there have been reports in the local media about the reopening of Benina International Airport in Benghazi, which has been closed since May due to continued factional fighting. Benina was a secondary hub for the government-owned Libyan Airlines, which operates 13 aircraft, including three A320-200s, one A330-200, two ATR42s and three CRJ-900s; four of the carrier’s aircraft were damaged in the conflict at TIP, but the airline is said to have six A350-900s on order.

According to The Libyan Herald, the CAA is investigating the feasibility of resuming passenger and cargo flights before the end of 2014, while officials were inspecting of the runways, taxiways, terminals and air navigation aids that had been damaged. At press time in early November, however, there was no clear indication as to which militia was in charge of the country.
Hope for northern Iraq

Even in northern Iraq, ground zero for this year’s ISIS/ISIL uprising, at least one company, dnata, is optimistic that its cargo operations will become successful again in spite of its location in Kurdish-controlled territories.

Dubai-based ground handling firm dnata holds the cargo contract at Iraq’s Erbil International Airport (EBL), servicing a wide range of cargo-carrying airlines, including Air Arabia, Etihad, Emirates, flydubai, Lufthansa, Qatar Airways, Royal Jordanian and Turkish Airlines. Most of the cargo shipments were lucrative contracts involving oil and gas exploration in the semi-autonomous region of Kurdistan.

After launching operations at EBL in 2010, cargo volumes handled by dnata quickly quadrupled to 40,000 tonnes per year by the spring of 2014. The city of Erbil was seen at the time as a relatively stable economic oasis in a country still reeling from the Iraq War.

In June, however, the Islamic State forces began their attacks in north-west Iraq and neighboring Syria. For several tense weeks, most passenger and cargo flights were grounded. Eventually, some major carriers began to return, realizing that Erbil, located several miles east of the crisis zone, posed little threat of attracting military action. In August, Lufthansa resumed its twice-weekly passenger service to EBL. Fellow Lufthansa Group carrier Austrian Airlines also returned with daily service that month. Emirates announced that it would resume twice-weekly passenger flights to EBL on Nov. 16.

Although much of the passenger service through EBL has returned to pre-ISIS levels, cargo traffic has yet to recover, said Ross Marino, dnata’s senior vice president, international airport operations. Speaking to Air Cargo News in October, he said, “The business won’t come back until the longer-term situation is clearer, but we see good growth prospects there.”

Middle East to continue leading global air cargo growth

Rapidly developing countries in the Middle East and Africa are expected to lead worldwide air cargo growth in the next five years, according to data released by the International Air Transport Association (IATA).

While demand for global airfreight growth is expected to rise at a compound annual growth rate (CAGR) of 4.1 percent per year through 2018, the booming economies in certain Middle Eastern and African regions will fuel a CAGR of 4.7 percent in cargo demand over the same time period, IATA predicted.

By 2018, IATA said the United Arab Emirates will likely leapfrog Germany, Hong Kong, Korea and Japan to become the third-largest airfreight market in the world, ranking just below the United States and China. Cargo volumes at the country’s Abu Dhabi International Airport were up 16 percent, year-over-year, for the first six months of fiscal 2014, as Etihad Airways expanded its route network.

Much of this demand will come from restaurants, hotels and other produce importers in Dubai and Abu Dhabi that are increasingly turning to airfreight to deliver fresh perishable goods.

Another growth leader in the region will be Qatar, which IATA said should enjoy a cargo demand CAGR of 5.7 percent through 2018. This rate of expansion will see freight volume at Doha International grow from 1.12 million tonnes annually in 2013 to 1.48 million tonnes in 2018.

Even Iran, which is expanding from a small base, is expected to see significant growth of 7 percent per annum between 2014 and 2018, boosting its cargo volume from 112,000 annual tonnes in 2013 to 156,000 tonnes by 2018.

Lufthansa Cargo strengthens African presence

In an effort to meet rising demand across the continent, Lufthansa Cargo has recently increased its cargo flights to several destinations in Africa.

In mid-September, the German carrier began twice-weekly MD-11F flights to Lagos, Nigeria. At the end of October, it incorporated the Tunisian capital, Tunis, into its route network, with weekly MD-11F service every Tuesday.

“As a growth market, Africa is becoming more and more important,” said Hermann Zunker, director Africa at Lufthansa Cargo. “Tunisia has become one of the most competitive countries in Africa. Strong imports of consumer goods as well as growing demand for exports to the automotive and textile industries, above all, are continuing to increase the need for air cargo.”

Nigeria provides good opportunities for import goods, according to Zunker. “The standard of living is increasing, and with it, the need for consumer goods,” he said. “Traditionally speaking, another important customer of freight airlines is the oil and gas industry in Nigeria, with the industry dependent upon fast airfreight connections.”

Separately, All Nippon Airways, Japan’s largest airline, and Lufthansa Cargo will begin a strategic joint venture on routes between Japan and Europe, and vice versa, towards the end of the year. The first shipment from Japan is planned for the beginning of December 2014.
IAG Cargo launched a new service in November that it hopes will increase utilization of its narrow-body aircraft cargo space on its European short-haul network.

The service, called EuroConnector, will allow customers to send shipments to IAG Cargo's 114 European destinations within either 24 or 48 hours. The carrier said the launch was timed to coincide with peak business demand in the run up to Christmas.

All routings are via London Heathrow, London Gatwick, Madrid or Barcelona, and are serviced by more than 6,000 weekly flights. The service is available for shipments of less than 300kg (661 pounds). Booking cut-off times range from two to six hours, depending on whether the cargo is loose or intact. This new time-definite service is designed for companies that need to ship many small, high-value shipments to and from Europe. For those customers choosing the 24-hour service for any of these routes, IAG Cargo will offer a 50 percent rebate on the rate if the delivery deadline is not met by them.

“We took internal and external views when thinking about this service,” said Camilo Garcia, head of global key accounts for IAG Cargo. “We talked with customers around the globe and discussed how we can help them obtain financial benefits by placing their freight at their destinations at the time they need it.”

Garcia said IAG sees EuroConnector as an alternative to trucking. He expects some of the larger European airfreight hubs to be the largest users of EuroConnector.

“EuroConnector offers global businesses a choice of time-definite, cost-effective solutions for shipping goods into, around and out of Europe,” said Steve Gunning, CEO of IAG Cargo. “Innovative services such as EuroConnector will prove hugely important to our continued long-term success; improving capacity utilization and helping us grow market share.”

With the Budapest economy on the upswing in 2014, Emirates SkyCargo recently launched cargo services to the Hungarian capital.

Budapest has drawn accolades this year from fDi magazine as being one of the top cities in Eastern and Central Europe for foreign direct investment.

Hungary’s economy is built on high-tech sectors and manufacturing. One of the latest manufacturing expansions in the country comes from ZF Lenksysteme, a producer of electric steering systems for automobiles, which recently opened a new production site in the town of Maklár. The automotive sector accounts for about 18 percent of Hungary’s exports. Other products include high-tech equipment and electronics.

Emirates’ daily flight to the city is operated with a wide-body Airbus A330-200 and offers 168 tonnes of cargo capacity per week. On its first flight into the country, Emirates SkyCargo mainly carried consolidated cargo from the Far East and points in India, including a shipment of pharmaceuticals from Hyderabad.
AirBridgeCargo Airlines Increases Freighter Services from Dallas/Fort Worth International Airport to Europe and Russia

Effective October, 2014, AirBridgeCargo Airlines is pleased to announce the addition of another weekly 747-8 freighter service from Dallas/Fort Worth to Frankfurt and Moscow’s Domodedovo Airport (DME). This new frequency increases to three the number of AirBridgeCargo’s weekly all-cargo services from Dallas/Fort Worth International Airport, with connections to our extensive network of destinations in Europe and Russia.

Our key advantages:

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As another year turns, the difficulty of predicting the vagaries expected to befall the European air cargo business becomes ever more evident. There will be highs, there will be lows, no doubt. But what about the real fundamentals? Perhaps it’s time to take a more cynical approach.

Early in the year, Air France Cargo and KLM Cargo confirm they are to sell off all their remaining freighters. Although not totally unexpected, there is shock at the follow-up decision to also stop marketing all belly-hold cargo capacity. The airlines argue that their cargo division can finally become profitable if it flies with empty belly-holds. Instead, a new premium-grade cargo product will be offered to customers using overhead cabin stowage bins.

The e-freight initiative takes a giant step forward in industry harmonization with the introduction by participating airlines of new e-freight surcharges. This, they say, is to cover the cost of eliminating paper air waybills.

During the course of the year, several high-profile air cargo executives are expected to make high-profile moves to other high-profile companies within the industry, thus sustaining the myth of renewal in an otherwise largely moribund business. A number of other executives will announce their retirement, only to re-emerge back on the scene as air cargo consultants, a commodity of which there is always an apparent shortage.

Plans to put the giant An-124-100 freighter back into serial production appear to falter as it is realized the project would require a close working co-operation between Russia and its former satellite, Ukraine. Antonov Design Bureau of the Ukraine was the aircraft’s original designer and holds all the original blueprints. Russia would provide most of the production facilities. But the venture is dependent on Russia’s armed forces placing substantial orders for a military transport variant, which the Ukrainians fear could be used for a future invasion of Ukraine.

The industry is accused of becoming too product-centric after it is revealed that several cargo carriers have announced that they will concentrate solely on the carriage of pharma and perishables products.

Alitalia Cargo makes a successful comeback in the cargo business, following the acquisition of a major stake in the airline by Abu Dhabi’s Etihad Airways. As a result, the Italian carrier launches a new premium product range offering fresh pizza express, dough balls on demand and mozzarella by morning.

The emergence of new European cargo carrier Air Cargo Global proves short-lived. Rising from the ashes of previously failed cargo operator Air Cargo Germany, the ACG acronym proves a bad omen. However, news quickly comes of the launch of a new European cargo carrier, Air Cargo Galactic, which confidently predicts a successful future.

Cargolux denies that the launch of double-daily flights to Zhengzhou in China to strengthen ties with its new Chinese partner Henan Civil Aviation & Investment Co, threatens the carrier’s future status as a Luxembourg-based operator. This comes as the airline is renamed “Cargozhen,” Mandarin becomes its working language and schedules are attuned to the Chinese lunar year.

The major forums and organizations representing the air cargo business will, it is expected, announce a range of initiatives aimed at encouraging further cohesion, co-operation and collaboration across the industry to enable it to shuffle forward.

In particular, following the last Air Cargo Forum (ACF) in Korea, it is agreed by The International Air Cargo Association (TIACA), the International Civil Aviation Authority (ICAO) and the World Customs Organization (WCO) to set up a working committee to establish a new acronym for all the participating partners.

Airplane manufacturer Boeing, in the meantime, confidently predicts strong demand for new freighters in the future. It is not clear why its optimistic forecasts somehow never refer to actual demand.

IATA’s long-term predictions see optimistic growth rates for airfreight of 4 percent per year over the next five years. Well, optimistic by industry gloom-and-doom standards. What the IATA bean counters do not reveal is that all this growth will come in a one-month peak season each year. Otherwise, what passes for growth will continue to bump along the floor.

This, of course, may or may not be what the future holds for the industry. Reality may just be a little different.
Could JFK’s airfreight move upstate?

In an announcement that sent waves of protest throughout the freight forwarding industry, New York Gov. Andrew Cuomo proposed a plan in late October to move most of the air cargo operations out of New York City’s JFK International Airport and relocate them about 80 miles northwest to Stewart International (SWF) in the lower Hudson Valley.

Negative reaction to the proposal was swift. Brandon Fried, executive director of the Airforwarders Association (AfA), told Bloomberg that “there will be one big political fight to stop it.”

More than 600 forwarding and ground handling companies have operated at JFK since the 1960s and would probably not be willing to move to the Newburgh, N.Y.-based facility, AfA said. In addition, more than half of the airfreight sent through JFK is carried in the belly cargo holds of passenger jets, which would be even less likely to transfer their flights to the spacious but less-convenient SWF, a former military facility.

Should the transfer of these services to SWF occur, “there will be a huge shift in the cargo transport in and out of the New York area, and it would result in a huge hit to the economy,” Fried said.

JFK currently handles 1.34 million tonnes of airfreight through its long-established cargo terminals, making it the sixth largest cargo airport, by volume, in the United States, according to Airports Council International.

Under Gov. Cuomo’s plan “Start-Up NY”, the state would create a tax-free zone in the Orange County area that would provide incentives to manufacturers to move their operations to the Orange County area that would provide incentives to manufacturers to move their operations to the

Continued on page 18
region and transform SWF into a new airfreight hub. Already, major parcel carriers FedEx, UPS and the U.S. Postal Service have regular flights in and out of Stewart, as does the U.S. Department of Agriculture.

Meanwhile, by moving the currently overcrowded cargo terminals out of JFK, the Port Authority of New York and New Jersey, which operates the airport, would have more room to make planned expansions to passenger terminals and mass transit improvements, as part of an $8 billion plan to modernize JFK, LaGuardia (LGA) and Newark Liberty (EWR) airports over the next 10 years.

Though the Governor is launching Design competitions this year for revamping JFK and LGA, no specific timetable or completion date was set for the cargo transfer proposal.

Claudine Bonthoux is passionate about cargo. She’s passionate about aviation in general, for that matter. It’s a fervor cultivated through nearly 30 years in the business. “If you are not passionate in this job, you cannot achieve anything,” she says.

Bonthoux, a graduate of the University of Nantes in France, joined Worldwide Flight Services (WFS) in 2006 and has since held a succession of management positions, becoming executive vice president North America in May of this year, giving her oversight of both ground handling and cargo for the region. Before joining WFS, she worked at Aviapartner from 1999 to 2006, in charge of operations and sales; at British Airways/Air Liberte from 1996 to 1999; Accor Group from 1991 to 1995; Continental Airlines from 1987 to 1990; and Air Inter (following the merger with Air France) from 1985 to 1987.

WFS currently operates 26 cargo stations in North America, mostly on the East Coast of the U.S. But Bonthoux expects that number to grow. “We are becoming more aggressive on the cargo side. I like to put my flag everywhere,” she said from her base in Miami. “I expect we will open some new stations. We have some negotiations in progress. We would like to see some more stations on the West Coast, certainly, and very shortly on the East Coast as well.”

WFS considers 2014 a successful year in the U.S. It garnered a new cargo-handling contract with Qatar Airways in Philadelphia, Miami, Dallas/Fort Worth and JFK. Bonthoux says growth has been especially good at JFK, where WFS opened a new freight building at the end of 2013. WFS has also increased its business with Aer Lingus, Air India and Ukraine International Airlines. The company expects that overall revenues in North America will be up by 7 percent in 2014, she says.

WFS made further moves as 2014 drew to a close. It began handling for it will replace many of AA Cargo’s older ULDs with newer, lightweight containers by March 2015. The new ULDs, Jettainer says, will save more than 500,000 gallons of fuel and cut carbon dioxide emissions by over 5,000 tonnes annually.

Other planned locations for Jettainer Americas include Miami, New York, Chicago-O’Hare and Los Angeles. The ULD handler will also introduce new “ground operation supervisors” at each location to manage all coordination efforts with the airline via its “JettApp” application, which can track the movements of each individual ULD.

“The American continent is one of the most important growth markets for us,” said Carsten Hernig, managing director of Jettainer. “That’s why we are investing in our on-site presence.”
Leisure Cargo in Montreal at the beginning of November. It also expanded in Los Angeles, where it signed a contract with Asiana Cargo and took over its cargo facility. WFS previously shared the building with Asiana. Bonthoux says this gives WFS a foundation to become a major cargo player in Los Angeles.

“We are being more aggressive on the cargo side, but we have a lot to do,” Bonthoux says. “We have a lot of potential to grow.”

Looking ahead

WFS currently has 26 cargo-handling stations and 38 ground-handling stations in North America, where it employs nearly 3,000 people, about equally split between cargo and ground handling operations. Bonthoux anticipates the number of stations will grow and says she hopes to establish more cargo-handling stations on the West Coast.

WFS is also expanding in Latin America. The company views its recent acquisition of a controlling stake in Brazil’s Orbital Group as a springboard to enter the cargo handling market in that country. Orbital, which specializes in ground handling, operates at 19 airports in Brazil, handling some 23,000 flights a year for more than 30 major airlines. Orbital employs 1,700 and is headquartered in São Paulo.

Bonthoux says the main challenge for WFS in North America is one of perception. WFS began as AMR Services Corp., a company formed by American Airlines in 1983 to outsource its ramp, passenger and terminal services. She says there is still a perception in the U.S. that WFS is an airline subsidiary. She hopes to cultivate a perception of WFS in North America that is equal to that in Europe, where she says WFS is held in high regard.

“Our challenge is to show airlines that WFS North America offers the same quality as in Europe. We have to convince all of the international airlines and also the local carriers that we are really a part of the WFS network. I arrived here from France and I have a long experience with WFS in Europe.”

Although WFS’ North America headquarters is in Dallas, Bonthoux chose Miami as her base because it is home to the company’s biggest U.S. cargo operation and its location on the East Coast puts it closer to WFS’ global headquarters in France.

“I have a lot of energy and we have a lot of goals. WFS has been in too much of a defensive position in the past in North America. We have to be more aggressive and show all the players in North America that WFS is back.”

WFS believes its acquisition of Brazil’s Orbital Group will lead to more cargo-handling business in Latin America. This loader is seen at Mexico City.

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Air Canada Cargo approves more GPS usage

Air Canada has expanded the list of approved satellite-based tracking devices that can be carried on all of its aircraft, enabling customers to monitor the location and environmental conditions of their shipments in real-time.

Effective immediately, the following global positioning system (GPS) devices have been approved for carriage on all Air Canada Cargo shipments:

- FedEx SenseAware 2000
- OnAsset SENTRY 400 FlightSafe and SENTRY 500 FlightSafe
- Key Seven EPS2 Microtracker
- Sendum PT300 and PT300D

By allowing GPS tracking devices on board, shippers can access critical data that enables them to intervene to reduce or eliminate loss related to the integrity of the cargo.

“Part of Air Canada Cargo’s mission is to provide customers with innovative shipping solutions that meet their evolving needs,” said Vito Cerone, Air Canada’s director, marketing and sales, Americas. “With multiple GPS tracking devices approved for use on all our flights, shippers can benefit from the numerous advantages offered by real-time visibility and data collection for their shipments on Air Canada Cargo.”

Air Canada Cargo approved these devices for use onboard its aircraft following rigorous testing by the airline’s engineering and cargo operations teams. The devices are accepted on board both Air Canada and Air Canada Express flights.
Oliver Evans has spent nearly 40 years proving that linguistics and logistics are a good mix. Evans, Chief Cargo Officer for Swiss WorldCargo, the cargo division of Swiss International Airlines, nearly became a translator following his graduation from the University of Manchester in 1976.

“I had imagined I would be a linguist, which was my father's profession,” Evans recalls. “Interpreting is what I studied at university, and I got to the stage of having attracted offers in that, when I asked myself ‘Why am I doing this?’ The best answer I could give myself was ‘It’s what my father wanted,’ and I decided that was not a good-enough answer for me.”

Evans, a native of Chaville, France, and fluent in five languages (English, French, German, Dutch and Italian), decided to take his skills in another direction. “I wanted to use my languages, and I wanted to travel the world and live in different parts of the world. The international transportation business, of course, was an ideal industry to enter to do that.”

The industry has benefited from Evans’s skills and leadership ever since. After launching his career by holding various management roles with Ocean Transport and Trading of Liverpool, he moved over to airfreight in 1987 with KLM Cargo. He joined Swiss International Airlines in 2002 and has developed a continuing success story.

Swiss WorldCargo’s success

Evans says the growth of the Swiss WorldCargo operation over the past dozen years has been a great success story and a source of pride for his entire team.
strategy of the new SWISS would be to zero in on and develop strategies to serve the key industrial sectors of Switzerland – pharmaceuticals, high-tech, precision instruments and banking.

“In Switzerland and worldwide, it’s been a strategy that has made perfect sense, and we have communicated it externally and internally ever since,” Evans says. “We have followed it through methodically and passionately. That is the essence of our success. Switzerland is an exceptional country and has a fantastic tradition of quality and care, which we leverage.”

Evans says parent airline SWISS has reached an interesting stage in its development as it has added capacity in recent years with bigger bellies. That trend will accelerate in 2016 as the carrier will receive the first of six 777-300ERs. They will replace the leased A340s the company added in 2003 and 2004.

The Zurich-based carrier has regularly drawn industry accolades in recent years, including recognition by Air Cargo World’s Air Cargo Excellence Awards (ACE). Evans says Swiss WorldCargo also benchmarks its success with Cargo 2000 statistics and the airline’s financial results.

“We have extremely high load factors year-round and therefore are encouraged that our strategy is the right one for the market, but we want to go much further in terms of developing value-added services,” he says.

He came to Switzerland at the end of 2002 in the early days of the new Swiss International Airlines as executive vice president, cargo, following the bankruptcy of Swissair. He soon discovered he had inherited an experienced team, which, as he describes it, “was already going about their business and running a satisfactory cargo operation.”

But Evans says a clear cargo strategy was missing, and developing one became his top priority. He didn’t want to duplicate cargo operations of the defunct Swissair, nor did he want to compete with the giants of the industry by creating a new freighter hub in a region already served by Frankfurt, Amsterdam and Luxembourg. The

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Executive of the Year

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“Is it enough? No, absolutely not. We need to redouble our efforts, and that’s what I am personally committed to doing.”

TIACA’s looming transition

TIACA is heading into a transition period, both with its leadership and its objectives. Several long-time board members are leaving, and Vice Chairman Enno Osinga, who would ordinarily ascend to the chairman’s role next May, is retiring. Evans says the leadership change is just part of the process that happens every other year.

“We now have a board that is very committed and very active, participating in regular calls, far beyond what we had in the past,” he said. “It’s also highly representative of the entire spectrum of the industry. For me, the transition is not the organizational change, as we will have no difficulty nominating the successors and welcoming new board members. What is a challenge is adapting ourselves to remain relevant and retain the ability to lead the industry going forward.”

Evans acknowledges that, in the past, TIACA was essentially an event organizer, with the biennial Air Cargo Forum (ACF) as its primary focus. That gradually changed to more broader industry involvement, with active engagement with the World Customs Organization and the International Civil Aviation Organization (ICAO), which he says are now much more aware of the cargo industry.

A financial challenge looms, as TIACA can no longer rely so much on income from the ACF. “The industry is changing and people tend to spend less on exhibitions,” Evans says. “Part of the industry has consolidated into airline alliances and occupy one booth at an exhibition rather than individual airline booths. We are looking to significantly increase the number of members by delivering value to our members and the wider industry. I am convinced we can do that. We are already doing that, and we can do it even more in the future. I foresee a bright future for TIACA for the essential reason: we are the association open to every stakeholder group in the industry.”

Evans believes the ACF planned for Paris in 2016 will be far more successful than the event held in Seoul, in October. He says that, while he is pleased with the attendance in Seoul, and the quality of the event’s sessions, the number of exhibitors was smaller than planned, which negatively affected revenue.

Although Seoul was an attractive location and Korea is an exciting country and a major hub of airfreight, it is in the far northeast of Asia and is not necessarily the easiest place to access for people who wish to participate in an exhibition. Paris will be different, with France located at the heart of Europe. We are preparing now with all of our resources to make sure that it is a successful event.”

Evans acknowledges that some organizational changes in the period between the 2012 ACF and the Seoul event, which resulted in the hiring of current Secretary General Doug Brittin in August 2013, distracted TIACAs leadership and took its attention away from planning the Seoul ACF. He also says that, although TIACA received good support from Korean authorities, a leadership change at Incheon International Airport, the main sponsor for the event, also took attention away from ACF planning.

Cargo growth and the 48-hour proposal

Evans is optimistic that air cargo will maintain the momentum that has seen progress at a relatively steady pace in 2014. He cites an improving global economy and new technological developments that are creating new companies and new business, all of which he believes will sustain a growing market for airfreight.

“Factories need to be kept going through global trade, therefore the outlook is bright,” he says. “It’s still been a year of tremendous challenge with gross overcapacity. Even if there is growth in volume, there is not necessarily growth in terms of profitability and some companies are having to scale down.”

These trends will continue in 2015 and beyond, Evans believes. Business models will continue to be strained. More companies will specialize on specific roles in the market.

Ever since former IATA Head of cargo Des Vertannes issued his parting challenge of trimming 48 hours from airfreight transit time at the World Cargo Symposium in Los Angeles last March, there has been an ongoing, vigorous debate on the proposal. Evans believes the ensuing discussion has been good for the industry and that it is producing new ideas.

“Of course, it is possible to reduce transit time significantly,” he says. “Is that what the customer always wants? No. Certain customers are happy enough with an air supply chain lasting six days, including stops for consolidation. On the other hand, with cargo delivered straight to the airport, consolidated at the airport and uplifted, absolutely times can be shortened. There is a lot of creativity going on, and this will lead to a multiplication of options for customers who will be able to choose a multiplication of options.”

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There’s more to life than work

Evans’ duties with Swiss WorldCargo and TIACA keep him busy and constantly traveling, leaving scant time for hobbies and relaxation. He says it’s hard to maintain a work-life balance, but he focuses his free time on his family.

“I am a husband and proud father of two children, ages 29 and 26,” he says. “I enjoy the partnership of my wife, a beautiful lady from Ireland who I met in the States. I’m an avid reader and I also row on the lake here, sometimes twice a week and certainly on the weekends. I also enjoy hiking, and Switzerland is an exceptional country for that.”
“When Cargolux thought about replacing the 747-400 Freighter, we wanted an airplane with significantly more payload, considerably less fuel consumption and improved environmental performance. That is precisely what we got with the new Boeing 747-8 Freighter.”

— Dirk Reich, President and CEO, Cargolux

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Before taking over as CEO of Netherlands-based global logistics firm Jan de Rijk Logistics (JDR) in 2010, Sebastiaan Scholte held several positions in the airfreight world, including five years at Aeromexpress (the cargo division of Aeromexico and Mexicana airlines) and eight years at Cargolux Airlines.

Today, through Jan de Rijk’s road feeder service (RFS), Scholte oversees the movements of more than 900 trucks on the road, 600 of which are owned by JDR. The company also offers around 115,000 square meters of warehousing capacity as well as intermodal rail services.

To make such a shift in perspective, a little culture shock can be expected. “It’s a lot easier to plan the movements of 20 planes in the air than 900 trucks on the ground,” Scholte says. But in many ways, he says it feels like he never truly left airfreight. “Around 40 percent of our business is related to RFS for the airlines, so in that sense we are still ‘in the air.’ It represents the backbone of overall operations.”

With a wealth of experience from the air carrier and RFS sides, Scholte has a unique point of view on the industry, from ground level on up to 39,000 feet. “The big difference, however, is since JDR is very diversified in its services, ranging from retail, pharma, tobacco, airlines, high tech, intermodal, retail to fresh produce, I get the chance to learn a lot from different industries.”

Scholte has also gained additional insight into the lucrative pharmaceutical transportation sector by serving as chairman of the Cool Chain Association. Today, as he nears the end of his three-year term at CCA, he sees a promising future for JDR as it delves deeper into the healthcare supply chain.

At the start of 2014, Scholte spearheaded Jan de Rijk’s decision to purchase the Benelux-based patient home delivery service of medical giant Baxter International. He sees outsourcing arrangements such as these, along with an increase in home-based nursing care, as a way for hospitals across Europe to cut costs and reduce shipping times. “Why deliver healthcare products to a warehouse or a hospital when you can send them directly to the patient? The logistics of homecare will become more important, since patients will spend less time at the hospital.”

Regarding the current IATA goal of shaving two days off the average six-day shipping time for air cargo, Scholte says this would be an admirable achievement, and one that can benefit everyone in the supply chain.

“The airline has a contractual relationship with the forwarder and the handling agent. RFS firms have a contractual relationship with the airline, and so does the handling agent,” he explains. “We all operationally interact, but do not have the contractual means to enforce certain service levels.”
For their part, RFS firms can play a significant role by reducing transit times. JDR truck drivers, he adds, spent close to 20,000 man-hours last year just sitting in traffic.

But speed may not be the only factor that shippers care about. “We have seen a modal shift with a lot of commodities, not only due to cost reasons but also because of reliability issues,” he says.

One solution Scholte advocates is greater “transparency and clarity” of the supply chain via advanced IT. For instance, JDR uses “geo-fencing” technology to provide more accurate estimates of arrival times. When a truck gets within a pre-determined distance of a destination, an automatic email or text message is sent to the shipper to let them know their cargo’s progress.

“If the information is shared openly amongst all players in the air cargo supply chain, we all will be able to optimize our results,” he says. “We should cooperate to make the pie bigger, and then later on compete to slice up the bigger pie.”

Whether on the ground or in the air, airfreight and RFS operations need to optimize load factors, yields and asset utilization by being flexible, Scholte says. “Products are getting smaller, so the value density is increasing. Therefore many products become more suitable to be transported by bellies rather than freighters.”

As for the future, Scholte says JDR plans to expand its intermodal services. Over the last three years, the company has arranged for dedicated cargo trains to connect Amsterdam’s Schiphol Airport to Malpensa Airport in Milan, Italy, in 36 hours. JDR plans on adding a third dedicated train to Italy within the next three years, “which may mean that we will expand beyond Europe,” Scholte says.

Aside from uncontrollable factors, such oil-price volatility and the ripple effects from other world crises, Scholte expects a “modestly positive” outlook for 2015. “Obviously there are still challenges. As a logistics service provider we can only survive if we can react flexibly and in an agile way to market changes. The technology is there but the will to change is not always there.”

**Tim Scharwath: The dynamics of change**

Switzerland-based forwarder and logistics services provider Kuehne + Nagel has enjoyed a successful 2014, with earnings up 8.6 percent through September. This has been buoyed by improved results in airfreight, where Executive Vice President Tim Scharwath has successfully navigated the company through a gauntlet of challenges to achieve impressive results.

The rebound in airfreight volume in 2014, with about 4 percent growth, came as a pleasant surprise to Scharwath. “That was not foreseen last year because last year was flat and the two years before that were negative – a declining market,” he told *Air Cargo World*. “From what I hear and see, the market will grow in the same manner in 2015, around 4 percent. But you never know.”

Scharwath, also a member of K+N’s management board, believes overcapacity will continue to be the industry’s biggest challenge – one with no end in sight as the industry continues its move to aircraft with larger bellies, and as Middle East-based airlines continue their fleet expansion. “As long as we have overcapacity at such an amount, we will have an issue,” he says.

Scharwath supports the call for a 48-hour reduction in airfreight transit time issued by former IATA Head of Cargo Des Vertannes. “It takes much too long to get a shipment from door to door or airport to airport, depending on what the customer ordered,” he says.

Scharwath says that without a paperless system in place, it will be difficult for the supply chain to move much quicker. He said that because of the industry’s downturn in recent years, companies have been hesitant to invest in infrastructure.

“It’s a hen or egg discussion. The entire industry is suffering from the overcapacity we have. The cost is too much if companies are not making enough money. What we do is plan every shipment on a door-to-door or door-to-airport or airport-to-airport basis. We measure every day based on the Cargo 2000 methodology.”

As for modal shift, Scharwath believes anything that can be shipped by ocean is already going that route and there will be little shift in the future. While there has been some testing in South America and Africa regarding development of containers for ocean shipping of flowers, he doesn’t believe there will be a big movement in this direction.

“For modal shift in perishables, you have to separate the types. For example, with fish, anything which is frozen is using seafreight already, so there won’t be much more movement,” he explains. “Anything fresh is more or less flown. This is true with produce such as cucumbers, peppers and tomatoes. It is important to look at shelf life.”

Likewise, Scharwath says the modal shift with pharmaceuticals has already happened. Most consumer pharmaceuticals, which have a longer shelf life, are shipped by ocean. Higher-value pharmaceuticals, particularly those based on biotechnology and having temperature-control requirements, go by air.

Scharwath is confident that pharma growth will continue at a nice clip for the foreseeable future. He believes companies like K+N that can meet the increasingly stringent governmental regulations for handling temperature-sensitive products will maintain an advantage. “We want to differentiate ourselves from our competition because we can do more than just ship medicine from A to B. Kuehne + Nagel has a global network with specialists.”

Another hot topic is the issue of fuel

Continued on page 26.
surcharges, which Scharwath says should be abandoned. “The surcharges have somehow become an income source for airlines,” he says. “Our customers are a bit annoyed, if that’s the right word, because they cannot manage costs. The all-in rate would provide more transparency. Surcharges sometimes are a third or a quarter of the entire costs of the airfreight shipment.”

Scharwath, born in Cologne, Germany, has spent his entire career with K+N since graduating from the University of Hamburg in 1992. “People trust you here. I was a branch manager at 33 and had 150 people reporting to me,” he said. “What I enjoy about the airfreight part is the dynamics of the business. …You have to see things coming and you have to react quickly.”

People to Watch in 2015

**Paul Griffiths – CEO of Dubai Airports**

Since 2007, Griffiths has managed the spectacular growth of Dubai International Airport, making it the fifth-largest freight hub in the world with an annual capacity of 2.4 million tonnes. Now, he is tasked with the transition of cargo and passenger traffic to the nearby Dubai World Center, the world’s largest airport project.

**Steve Gunning – CEO of IAG Cargo**

Gunning has initiated cost-cutting measures and redlined IAG Cargo’s network while pushing the carrier’s premium products. Will its new time-definite EuroConnector service be successful?

**Jan Krems – President of United Cargo**

One of the architects of the Air France-KLM-Martair merger, this 27-year industry veteran was brought in to lead United Cargo in June as the carrier begins its recovery from several years of underperforming the market following the merger with Continental.

**Fred Lam Tin-fuk – CEO, Airport Authority, Hong Kong**

Lam was appointed in June and his agenda at the world’s busiest cargo airport includes navigating the progress of the long-planned third runway.

**Dirk Reich – CEO of Cargolux**

Cargolux execs have attracted controversy in recent years, and Reich, who joined the all-cargo carrier in March, is no exception. His remarks about possibly launching a Zhengzhou-based “Cargolux China” airline, with routes through German airports, raised the ire of the Cargolux board, the Luxembourg government and labor unions. Stay tuned for an eventful 2015.

**Akira Okada: Moving forward at ANA Cargo**

It’s been a busy year of expansion plans for Tokyo-based All Nippon Airways (ANA), Japan’s largest airline. The man at the center of the action in 2014 has been game-changer Akira Okada, president of the ANA Cargo Inc. division and member of the ANA board of directors. He is also the president of Japan’s Board of International Air Freight Carriers.

Okada, an ANA veteran who has been with the airline since 1979, was part of the executive team that developed the cargo hub on the island of Okinawa, the southernmost island in Japan’s archipelago. From there, ANA Cargo has focused much of its effort on short- to medium-haul flights to Asian cities, catering to the high demand for fresh produce, live animals, and other perishable commodities – products that Okada said are “approved as the so-called ‘Japan Quality.’” Because most of these cities, such as Hong Kong, Singapore, Shanghai and Seoul, are less than a four-hour flight from Okinawa’s Naha Airport, ANA Cargo’s flights can provide overnight service for shippers.

On the other side of the globe, ANA Cargo recently earned EU approval to form a joint-venture with Lufthansa Cargo AG, which will establish a stronger airfreight link between Europe and Japan. Beginning in early 2015, the two carriers will coordinate shipments from Japan to Europe; by mid-2015, the joint venture will expand to include flights from Europe to Japan. Likely hubs will include Narita and Nagoya in Japan and Dusseldorf and Frankfurt in Germany.

“ANA Cargo and Lufthansa Cargo will act as a single company” to collaborate on route plans, prices, sales and handling on all routes between Japan and Europe, said Okada in an interview with Air Cargo World. “Since we are building a network centering on Asia, our operations will not change drastically due to this partnership.”

After five years of operating at its Okinawa hub and developing economies of scale, Okada also said ANA Cargo is planning a “second stage” that will involve expanding its freight logistics business and establishing deeper connections to other parts of Asia. “Until now, we have proceeded with expansion of express cargo in Shanghai, Taiwan, and Hong Kong in combination with OCS (Overseas Courier Service), a part of ANA group, and Yamato Transport Co., Ltd. We would like to make an effort to offer this kind of service to more cities.”

Currently, most ANA Cargo flights operate in a simple hub-and-spoke configuration, in which flights from the Naha hub fly out-and-back to a single destination. However, the carrier is considering changes. Although he could not provide specifics on the new South Asian routes, Okada said they are expected to begin in 2015 and will likely include India, to tap into the growing South Asian demand for car parts and electronic components. He also said that, in addition to the current hub-and-spoke operation, ANA Cargo will consider creating triangular routes. “For example, we fly an aircraft from Okinawa to City A, then from City A to City B, and return from City B to Okinawa.”

“We are the only Japanese combination carrier holding passenger and freighter aircraft,” he added. “On the basis of a well-developed network of passenger flights, we will set cargo flight routes where demand for air-cargo service is highest.”

ANA Cargo currently operates ten 767-300Fs – three production units and seven Boeing-converted -300BCFs. By 2016, the carrier expects to add two more 767 freighters, but Okada said the company has not yet decided whether these new aircraft will be production freighters or conversions.
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Air Cargo World presents its annual Worldwide Airfreight Directory. Across the next 12 pages you will find a comprehensive compendium of scheduled cargo carriers, airports, freight forwarders, and other aviation services, both domestic and international. We also publish an online listing of air express carriers and a trucking guide. These can be found at www.aircargoworld.com/directories.

Airports by Country

ARGENTINA
AEROPUERTO INTERNACIONAL DE EZEIZA

AUSTRALIA
BRISBANE AIRPORT
MELBOURNE AIRPORT

PERTH AIRPORT – WESTRALIA AIRCARRIERS CORPORATION

SYDNEY (KINGSFORD SMITH) INTERNATIONAL AIRPORT
Sydney, ID:SYD, www.sydneymunicipality.org

ARGENTINA
AEROPUERTO INTERNACIONAL DE EZEIZA

AUSTRALIA
BRISBANE AIRPORT
MELBOURNE AIRPORT

PERTH AIRPORT – WESTRALIA AIRCARRIERS CORPORATION

SYDNEY (KINGSFORD SMITH) INTERNATIONAL AIRPORT
Sydney, ID:SYD, www.sydneymunicipality.org

AUSTRIA
BLUE DANUBE AIRPORT LINZ

INNSBRUCK AIRPORT
Innsbruck, ID:INN, www.innsbruck-airport.com

VIENNA INTERNATIONAL AIRPORT
Vienna, ID:VIE, www.viennaairport.com

BAHRAIN
BAHRAIN INTERNATIONAL AIRPORT
Manama, ID:Bahrain, www.bahrainairport.com

BELGIUM
BRUSSELS AIRPORT COMPANY
Zaventem, ID:BRU, www.brusselsairport.be

LIEGE AIRPORT
Liege, ID:LGG, www.liegeairport.com

OSTEND-BRUGES INTERNATIONAL AIRPORT
Oostende, ID:OST, www.oost.br

BRAZIL
RIO DE JANEIRO-GALEAO INTERNATIONAL AIRPORT

SAO PAULO/GUAULULHOS INTERNATIONAL AIRPORT
Sao Paulo, ID:GIG, www.guarulhosairport.com.br

CANADA
CALGARY AIRPORT AUTHORITY
Calgary, ID:YYC, www.yyc.com

EDMONTON INTERNATIONAL AIRPORT
Edmonton, ID:CYE, www.flyeia.com

GANDER INTERNATIONAL AIRPORT
Gander, ID:YQX, www.ganderairport.com

GREATER MONCTON INTERNATIONAL AIRPORT
Dieppe, ID:YQM, www.mna.ca

HALIFAX STANFIELD INTERNATIONAL AIRPORT
ID:CYHZ, www.hiaa.ca

1 Bell Blvd, Enfield, Nova Scotia, B2T 1K2 Canada
Contact: Andy Lyall, Manager, Air Service Cargo Sales, Phone: 902-873-6300, Fax: 902-873-4750, E-Mail: andrew.lyall@hiaa.ca

AIR SERVICE: Total Carriers: 26, All-Cargo: 4, Non-Scheduled Charter Cargo Carriers: 3, Freight Forwarders: 5, Total Ramp/Tarmac Surface for Cargo Handling: 1.4 million ft², Warehouse Space: 5,000 ft², Occupied: 99.9 percent

TRAFFIC: Total Estimated Tonnage: 33,000 mt, +11 percent, Total Estimated Aircraft Movements: 41,000, + 2.3 percent, Certified Cargo Screening Facility: Yes, FTZ: No, Customs: Yes, Avg Customs Clearance Time: 2 hours, Agriculture Inspector: Yes, Special Services/ Facilities: Existing refrigeration for pharmaceuticals, cut flowers, perishable food, quarantine, haz mat, bonded & secure storage

DISTANCE TO CONNECTING TRANSPORT (KMS): Rail Terminal: 35, Ocean Port: 35, Interstate Hwy: 1, Truck Terminal: 15, Intermodal Center: 15

VANCOUVER INTERNATIONAL AIRPORT
Richmond, ID:YVR, www.yvr.ca

VANTAGE AIRPORT GROUP
Vancouver, www.vantageairportgroup.com

WINNIPEG INTERNATIONAL AIRPORT
Winnipeg, ID:YWG, www.winnipegairport.com

CHILE
ARTURO MERINO BENITEZ AIRPORT
Santiago, ID:SCL, www.airports.cl

CHINA
BEIJING CAPITAL INTERNATIONAL AIRPORT

GUANGZHOU BAIYUN INTERNATIONAL AIRPORT
Guangzhou, ID:CAN, www.agoda.com

HONG KONG INTERNATIONAL AIRPORT
Hong Kong, ID:HKG, www.hongkongairport.com

MACAU INTERNATIONAL AIRPORT
Taipa, ID:MFM, www.macauairport.com

NANJING LUKOU INTERNATIONAL AIRPORT
Nanjing, ID:NKG

PRINCESS JULIANA INTERNATIONAL AIRPORT
Curacao, ID:CUR

CZECH REPUBLIC
OSTRAVA AIRPORT

DENMARK
BILLUND AIRPORT
Billund, ID:BLL, www.billund-airport.dk

COPENHAGEN AIRPORT
Kastrup, ID:CPH, www.copenhagen-airport.dk

ECUADOR
MARISCAL SUCRE INTERNATIONAL AIRPORT
Quito, ID:UIO, www.aeropuertoquito.pulito

CONTRAINTES
- Import: No CEPAL (Mexico, Central America, Caribbean)
- Export: No CEPAL (Mexico, Central America, Caribbean)
- Facility: Security

CONTACT
Phone: 593-2-3960218, E-Mail: info@tobinairports.com
FINLAND
Helsinki / Vantaa International Airport

FRANCE
Aeroport de Lille
Chateauroux Airport
Deoex, ID: CRR, www.chateauroux-airport.com
Lyon-Saint-Exupery Airport
Marcelle Provence Airport
Paris Charles de Gaulle Airport
Paris-Orly Airport S.E.V.E.
Toulouse Airport

GERMANY
Airport Nuremberg
Nuremberg, ID: NUE, www.airport.nuremberg.de
Berlin Brandenburg Airport
Berlin Schoenefeld Airport
Berlin Tegel Airport
Cologne/Bonn Airport
Dusseldorf International Airport
Dusseldorf, ID: DUS, www.dusseldorf-airport.de
Flughafen Hamburg Gmbh
Hamburg, ID: HAM, www.hamburg-airport.de
Frankfurt Airport
Frankfurt, ID: FRA, www.fraport.de
Frankfurt-Hahn Airport
Lautzenhausen, ID: HHN, www.hahn-airport.de
Hannover Airport
Hannover, ID: HA, www.hannover-airport.de
Leipzig/Halle Airport
Muenster / Osnabrueck International Airport
Greven, ID: FMX, www.fmde.de
Munich Airport
Munich, ID: MUC, www.airport-munich.de
Rostock Airport
Laage, ID: RLG, www.airport-rostock.de
Stuttgart Airport

GREECE
Athens International Airport
Spata, ID: ATH, www.aia.gr

HUNGARY
Budapest Airport
Budapest, ID: BUD, www.bud.hu

ICELAND
Keflavik Airport
Keflavik, ID: KEF, www.keflavik.is/english

INDIA
Delhi Indira Gandhi International Airport
Delhi, ID: DEL, www.delhiairport.com

IRELAND
Shannon Airport
Shannon, ID: SNN, www.shannonairport.com

ISRAEL
Tel Aviv/ David Ben Gurion International Airport

ITALY
Aeroporto di Venezia S.P.A.
Venezia, ID: VCE, www.veniceairport.it
Malpena International Airport
Milano, ID: MXP, www.sea.aeroportomilano.it
Rome Fiumicino - Leonardo da Vinci Airport
Roma, ID: FCO, www.adr.it

JAPAN
Chubu Centrair International Airport
Tokoname, ID: NKM, www.chubu-centrair.jp
Kansai International Airport
Nazansan-Shi, ID: KIX, www.kansai-airport.or.jp
Narita International Airport

KENYA
Jomo Kenyatta International Airport
Nairobi, ID: NBO, www.jomo.mkia.co.ke

KOREA
Incheon International Airport
Unseo-dong, ID: ICN, www.airport.kt

LITHUANIA
Siauliai International Airport

LUXEMBOURG
Findel Airport

MALAYSIA
Kuala Lumpur International Airport
Penang International Airport
Bayan Lepas, ID: PEN, www.penangairport.com

MEXICO
Aeropuerto de Monterrey

NAMIBIA
Hosea Kutako (Windhoek) International Airport

THE NETHERLANDS
Amsterdam Airport Schiphol
Amsterdam, ID: AMS, www.schiphol.com/cargo

NORWAY
Oslo Airport
Oslo, ID: OSL, www.osl.no

PERU
Jorge Chavez International Airport
Callao, ID: LIM, www.lim.pe

PORTUGAL
Ana-Aeropostos de Portugal
Lisboa, www.ana.pt

RUSSIA
Domodedovo International Airport
Moscow Region, ID: DME, www.domodedovo.ru

SINGAPORE
Changi Airport

SPAIN
Barcelona Airport
Barcelona, ID: BCN, www.aena.es
Madrid-Barajas Airport

SWEDEN
Goteborg-Landvetter Airport
Goteborg, ID: GOT, www.fv.se

SWITZERLAND
Flughafen Basel-Mulhouse

TAIWAN
Taiwan Taoyuan International Airport

THAILAND
Bangkok International Airport
Bangkok, ID: BKK, www.suvarnabhumiairport.com

TURKEY
Istanbul Sabiha Gokcen International Airport

UNITED ARAB EMIRATES
Abu Dhabi International Airport
Abu Dhabi, ID: AUH, www.abudhabiairports.com

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**UNITED KINGDOM**

**EAST MIDLANDS AIRPORT**
Derby, ID:EMA/EGNX, www.emacargo.co.uk

**EDINBURGH AIRPORT**
Hayes, ID:EDI, www.edinburghairport.com

**GLASGOW PRESTWICK INTERNATIONAL AIRPORT**
Prestwick, ID:PIK, www.gpia.co.uk

**LONDON Gatwick AIRPORT**
Hayes, ID:LGW, www.gatwickairport.com

**LONDON Heathrow AIRPORT**
Hayes, ID:HR, www.heathrowairport.com

**LONDON Stansted AIRPORT**
Hayes, ID:STN, www.stanstedairport.com

**MANCHESTER AIRPORT**
Manchester, ID:MAN, www.manchesterairport.co.uk

**U.S. AIRPORTS**

**ALABAMA**

**HUNTSVILLE INTERNATIONAL AIRPORT**
Huntsville, ID:HSV, www.hsvairport.org

**ALASKA**

**FAIRBANKS INTERNATIONAL AIRPORT**

**NEW STEVENS ANCHORAGE INTERNATIONAL AIRPORT**
Anchorage, ID:ANC, www.anchorageairport.com

**ARIZONA**

**PHOENIX-MESA GATEWAY AIRPORT**
Mesa, ID:AZA, www.phmesagateway.org

**PHOENIX SKY HARBOR INTERNATIONAL AIRPORT**
Phoenix, ID:PHX, www.phxskyharbor.com

**TUCSON INTERNATIONAL AIRPORT**
Tucson, ID:TUS, www.tucsonairport.org

**YUMA INTERNATIONAL AIRPORT**
Yuma, ID:YUM, www.yumaairport.com

**CALIFORNIA**

**CASTLE AIRPORT**

**JOHN WAYNE AIRPORT**
Costa Mesa, ID:SNA, www.ocair.com

**LOS ANGELES INTERNATIONAL AIRPORT**

**ONTARIO INTERNATIONAL AIRPORT**
Los Angeles, ID:ONT, www.lawa.org/welcomeONT.aspx

**MARCH GLOBAL PORT**
Moreno Valley, ID:BV, www.marchglobalport.com

**NORMAN Y. MINETA SAN JOSE INTERNATIONAL AIRPORT**
San Jose, ID:SJC, www.sjc.org

**OAKLAND INTERNATIONAL AIRPORT**
Oakland, ID:OAK, www.oaklandairport.com

**SACRAMENTO Mather AIRPORT**
Mather, ID:MHR, www.sacairport.org

**SAN BERNARDINO INTERNATIONAL AIRPORT**
San Bernardino, ID:SBD, www.sbdairport.com

**SAN DIEGO INTERNATIONAL AIRPORT**
San Diego, ID:SAN, www.san.org

**SAN FRANCISCO INTERNATIONAL AIRPORT**
San Francisco, ID:SFO, www.flySFO.com

**SANTA BARBARA MUNICIPAL AIRPORT**
Goleta, ID:SBA, www.flySBA.com

**STOCKTON METROPOLITAN AIRPORT**
Stockton, ID:CK, www.stocktonmetro.com

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**COLORADO SPRINGS AIRPORT**

**DENVER INTERNATIONAL AIRPORT**
Denver, ID:DEN, www.flydenver.com

**CONNECTICUT**

**BRADLEY INTERNATIONAL AIRPORT**
Windsor Locks, ID:BDL, www.flybradleyairport.com

**DISTRICT OF COLUMBIA**

**WASHINGTON REAGAN NATIONAL AIRPORT**
Washington, DC, ID:DFC, www.metwashairports.com

**FLORIDA**

**FORT LAUDERDALE-HOLLYWOOD INTERNATIONAL AIRPORT**
Fort Lauderdale, ID:FLL, www.fll.net

**JACKSONVILLE INTERNATIONAL AIRPORT**
Jacksonville, ID:JAX, www.flyjacksonville.com

**MIAMI INTERNATIONAL AIRPORT**
Miami, ID:MIA, www.miami-airport.com

**MIAMI Dade Aviation Dept, PO Box 25504**
Contact: Chris Mangos, Division Director, Marketing.
Phone: 305-876-7862, Fax: 305-876-7398,
E-mail: marketing@miami-airport.com

**AIR SERVICE:**
Total Carriers: 96, All-Cargo: 39, Non-scheduled Charter: 13, Cargo Space: Total Ramp/Tarmac Surface for Cargo Handling: 4.4 million s.f., Warehouse Space: over 3.4 million s.f. of warehouse, office and support space, Occupied: 90 percent

**TRAFFIC:** Total Estimated Tonnage: approx. 2.2 million tons, +2.5 percent, Total Estimated Aircraft Movements: approx. 417,000, +0.5 percent, CCSF: Yes, FTZ: Yes, Customs: Yes, USDA Inspector: Yes, Special Services/Facilities: Existing handling for large animals, equine; refrigeration for pharmaceuticals, cut flowers, perishable food, frozen goods. Quarantine, HazMat, bonded and secure storage

**DISTANCE TO CONNECTING TRANSPORT (MILES):**
Rail Terminal: 1, Ocean Port: 8, Interstate Hwy.: 1, Truck Terminal: 1, Intermodal Center: 1

**ORLANDO INTERNATIONAL AIRPORT**
Orlando, ID: MCO, www.orlandoairports.net

**ORLANDO Sanford INTERNATIONAL AIRPORT**
Sanford, ID: SFB, www.flysanford.net

**PENSACOLA REGIONAL AIRPORT**

**SARASOTA BRADENTON INTERNATIONAL AIRPORT**

**SOUTHWEST FLORIDA INTERNATIONAL AIRPORT**
Fort Myers, ID:RSW, www.flyFLorida.com

**TAMPA INTERNATIONAL AIRPORT**
Tampa, ID:TPA, www.tampaairport.com

**GEORGIA**

**HARTSFIELD JACSON ATLANTA INTERNATIONAL AIRPORT**
Atlanta, ID: ATL, www.atlantaairport.com

**HAWAII**

**HONOLULU INTERNATIONAL AIRPORT**

**ILLINOIS**

**CHICAGO O’HARE INTERNATIONAL AIRPORT**
Chicago, ID: ORD, www.flychicago.com

**CHICAGO ROCKFORD INTERNATIONAL AIRPORT**
Rockford, ID: RFD, www.flyRFD.com

**GREATER PEORIA REGIONAL AIRPORT**
Peoria, ID: PIA, www.flydpi.com

**MIDAMERICA ST LOUIS AIRPORT**
Mascoutah, ID: BLV, www.flyMidAmerica.com

**QUINCY REGIONAL AIRPORT**
Quincy, ID: UNI, www.quincylg.gov/government/CityDepartments/Airport

**INDIANA**

**FORT WAYNE INTERNATIONAL AIRPORT**

**INDIANAPOLIS INTERNATIONAL AIRPORT**
Indianapolis, ID: IND, www.indianapolisairport.com

**SOUTH BEND REGIONAL AIRPORT**
South Bend, ID: SBN, www.sbnair.com

**TERRE HAUTE INTERNATIONAL AIRPORT**
Terre Haute, ID: HUF, www.huf.com

**IOWA**

**DES MOINES INTERNATIONAL AIRPORT**
Des Moines, ID: DSM, www.desmaairport.com

**KEN TUCKY**

**LOUISVILLE INTERNATIONAL AIRPORT**
Louisville, ID: SDF, www.flyLouisville.com

**LOUISIANA**

**CHENNAULT INTERNATIONAL AIRPORT**
Lake Charles, ID: CWL, www.chennault.org

**LOUIS ARMSTRONG INTERNATIONAL AIRPORT**
New Orleans, ID: MSY, www.flyMSY.com

**MAINE**

**BANGOR INTERNATIONAL AIRPORT**
Bangor, ID: BGR, www.flybangor.com

**MARYLAND**

**BALTIMORE/WASHINGTON INTERNATIONAL AIRPORT**
Baltimore, ID: BWI, www.bwiairport.com
MASSACHUSETTS

BOSTON LOGAN INTERNATIONAL AIRPORT
Boston, ID:BOS, www.massport.com

NANTUCKET MEMORIAL AIRPORT
Nantucket, ID: ACK, www.nantucketairport.com

MICHIGAN

DETROIT METROPOLITAN WAYNE COUNTY AIRPORT
Detroit, ID: DTW, www.metroairport.com

GERALD R. FORD INTERNATIONAL AIRPORT
Grand Rapids, ID: GRK, www.flygrandrapids.org

KALAMAZOO/BATTLE CREEK INTERNATIONAL AIRPORT
Kalamazoo, ID: AZO, www.aeroairport.com

SAWYER INTERNATIONAL AIRPORT
Gwinn, ID: MQT, www.sawyerairport.com

CAPITAL REGION INTERNATIONAL AIRPORT
Lansing, ID: LAN, www.portlansing.com

MINNESOTA

MINNEAPOLIS/SANT PAUL INTERNATIONAL AIRPORT
Minneapolis, ID: MSP, www.mspairport.com

MISSISSIPPI

GULFPORT-BILOXI INTERNATIONAL AIRPORT
Gulfport, ID: GPT, www.flygpt.com

JACKSON-EVERS INTERNATIONAL AIRPORT
Jackson, ID: JMN, www.jmaa.com

MISSOURI

KANSAS CITY INTERNATIONAL AIRPORT
Kansas City, ID: MCI, www.flykci.com

LAMBERT ST. LOUIS INTERNATIONAL AIRPORT
St. Louis, ID: STL, www.flystl.com

MONTANA

GALLATIN FIELD AIRPORT
Belgrade, ID: BZN, www.gallatinfield.com

NEBRASKA

EPPEL AIRFIELD
Omaha, ID: OMA, www.eppeyairfield.com

LINCOLN AIRPORT
Lincoln, ID: LNK, www.lincolnairport.com

NEVADA

MCCARRAN INTERNATIONAL AIRPORT
Las Vegas, ID: LAS, www.mccarran.com

RENO-TAHOE INTERNATIONAL AIRPORT
Reno, ID: RNO, www.renoairport.com

NEW HAMPSHIRE

MANCHESTER AIRPORT
Manchester, ID: MHT, www.flymanchester.com

NEW JERSEY

NEWARK LIBERTY INTERNATIONAL AIRPORT
Newark, ID: EWR, www.panynj.gov

NEW MEXICO

ALBUQUERQUE INTERNATIONAL SUNPORT

NEW YORK

ALBANY INTERNATIONAL AIRPORT
Albany, ID: ALB, www.albanairport.com

JOHN F. KENNEDY INTERNATIONAL AIRPORT

LA GUARDIA AIRPORT

PLATTSBURGH INTERNATIONAL AIRPORT
Plattsburgh, ID: PBG, www.flyplattsburgh.com

STEWARD INTERNATIONAL AIRPORT

NORTH CAROLINA

CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT
Charlotte, ID: CLT, www.charlottairport.com

WILMINGTON INTERNATIONAL AIRPORT
Wilmington, ID: ILM, www.flyilm.com

OHIO

CINCINNATI/NORTHERN KENTUCKY INTERNATIONAL AIRPORT
Cincinnati, ID: CVG, www.cwairport.com

CLEVELAND HOPKINS INTERNATIONAL AIRPORT
Cleveland, ID: CLE, www.clevelandairport.com

DAYTON INTERNATIONAL AIRPORT
Vandalia, ID: DAY, www.flydayton.com

RICKENBACKER INTERNATIONAL AIRPORT
Columbus, ID: CCK, www.port-columbus.com

TOLEDO EXPRESS AIRPORT
Swanton, ID: TOL, www.toledoexpress.com

WILMINGTON AIR PARK
Wilmington, ID: ILN, www.wilmingtonairport.com

OREGON

PORTLAND INTERNATIONAL AIRPORT

PENNSYLVANIA

ERIE INTERNATIONAL AIRPORT
Erie, ID: ERI, www.erieairport.org

LEHIGH VALLEY INTERNATIONAL AIRPORT
Allentown, ID: ABE, www.lvca.org

PHILADELPHIA INTERNATIONAL AIRPORT

PITTSBURGH INTERNATIONAL AIRPORT
Pittsburgh, ID: PIT, www.flypittsburgh.com

WILKES-BARRE/SCRANTON INTERNATIONAL AIRPORT
Avoca, ID: AVP, www.flywp.com

PUERTO RICO

LUIS MUÑOZ MARIN INTERNATIONAL AIRPORT
San Juan, ID: SJU, www.san-juan-airport.com

SOUTH CAROLINA

COLUMBIA METROPOLITAN AIRPORT
West Columbia, ID: CAE, www.columbiaairport.com

SOUTH DAKOTA

SIOUX FALLS REGIONAL AIRPORT AUTHORITY
Sioux Falls, ID: FSD, www.info@sfairport.com

TENNESSEE

MCGLEEHAN TYSOON AIRPORT
Knoxville, ID: TYS, www.flyknoxville.com

MEMPHIS INTERNATIONAL AIRPORT
Memphis, ID: MEM, www.mscas.com

NASHVILLE INTERNATIONAL AIRPORT
Nashville, ID: BNA, www.flynashville.com

TEXAS

AUSTIN-BERGSTROM INTERNATIONAL AIRPORT
Austin, ID: AUS, www.ci.austin.tx.us/austinairport

BROWNSVILLE SOUTH PADRE ISLAND INTERNATIONAL AIRPORT
Brownsville, ID: BQI, www.flybrownsville.com

DALLAS/FORT WORTH INTERNATIONAL AIRPORT
DFW Airport, ID: DFW, www.dfwairport.com

EL PASO INTERNATIONAL AIRPORT

FORT WORTH ALLIANCE AIRPORT
Fort Worth, ID: AFW, www.allianceairport.com

GEORGE BUSH INTERCONTINENTAL AIRPORT
Houston, ID: IAH, www.flyhouston.com

LARED 0 INTERNATIONAL AIRPORT
Laredo, ID: LRD, www.laredointernationalairport.com

SAN ANTONIO INTERNATIONAL AIRPORT

VALLEY INTERNATIONAL AIRPORT
Harlingen, ID: HRG, www.flythevalley.com

VIRGINIA

NORFOLK INTERNATIONAL AIRPORT
Norfolk, ID: ORF, www.norfolkairport.com

RICHMOND INTERNATIONAL AIRPORT
Richmond, ID: RIC, www.flyrichmond.com

WASHINGTON DULLES INTERNATIONAL AIRPORT

WASHINGTON

SEATTLE-TACOMA INTERNATIONAL AIRPORT
Seattle, ID: SEA, www.portseattle.org/Cargo/AirCargo

WISCONSIN

DANE COUNTY REGIONAL AIRPORT
Madison, ID: MSN, www.msnairport.com

GENERAL Mitchell INTERNATIONAL AIRPORT
Milwaukee, ID: MKI, www.mitchellairport.com

OUTAGAMIE COUNTY REGIONAL AIRPORT
Appleton, ID: ATW, www.atwairport.com
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<th>Air Carriers</th>
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<td>ABX AIR</td>
<td><a href="http://www.abxair.com">www.abxair.com</a></td>
<td>Wilmington, USA</td>
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<td>AER LINGUS CARGO</td>
<td><a href="http://www.aerlinguscargo.com">www.aerlinguscargo.com</a></td>
<td>Dublin, Ireland</td>
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<td>AEROLOGIC</td>
<td><a href="http://www.aerologic.aero">www.aerologic.aero</a></td>
<td>Schkeuditz, Germany</td>
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<td>AIR ATLANTA ICELANDIC</td>
<td><a href="http://www.airatlanta.com">www.airatlanta.com</a></td>
<td>Kopenhagen, Denmark</td>
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<td>AIRBRIDGECARGO AIRLINES</td>
<td><a href="http://www.airbridgecargo.com">www.airbridgecargo.com</a></td>
<td>Moscow, Russia</td>
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<td>AIR CANADA CARGO</td>
<td><a href="http://www.aircanadacargo.com">www.aircanadacargo.com</a></td>
<td>Dorval, Canada</td>
</tr>
<tr>
<td>AIR CHINA CARGO</td>
<td><a href="http://www.airchina.com.cn">www.airchina.com.cn</a></td>
<td>Beijing, China</td>
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<td>AIRCRAFT CHARTERING SERVICES LTD.</td>
<td><a href="http://www.aircraft-chartering.com">www.aircraft-chartering.com</a></td>
<td>Surrey, UK</td>
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<tr>
<td>AIR FRANCE-KLM CARGO AND MARTAINAR CARGO</td>
<td><a href="http://www.afkcargo.com">www.afkcargo.com</a></td>
<td>Amsterdam, The Netherlands</td>
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<td>AIR GHANA LTD</td>
<td><a href="http://www.airghana.com">www.airghana.com</a></td>
<td>Accra, Ghana</td>
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<td>AIR HONG KONG</td>
<td><a href="http://www.airhongkong.com.hk">www.airhongkong.com.hk</a></td>
<td>Hong Kong, China</td>
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<td>AIR INDIA</td>
<td><a href="http://www.airindia.in/cargo-operation.htm">www.airindia.in/cargo-operation.htm</a></td>
<td>Mumbai, India</td>
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<td>AIR JAMAICA</td>
<td><a href="http://www.airjamaica.com">www.airjamaica.com</a></td>
<td>Kingston, Jamaica</td>
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<td>AIR NEW ZEALAND</td>
<td><a href="http://www.aircanadacargo.com">www.aircanadacargo.com</a></td>
<td>Auckland, New Zealand</td>
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<td>ALASKA AIRWAYS</td>
<td><a href="http://www.alaskaacargo.com">www.alaskaacargo.com</a></td>
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<td>ALL NIPPON AIRWAYS (ANA)</td>
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<td>AMAPOLA FLY AB</td>
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<td>Malmo-Strup, Sweden</td>
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<td>AMERIFLIGHT LLC</td>
<td><a href="http://www.ameriflight.com">www.ameriflight.com</a></td>
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<td>AMERIJET INTERNATIONAL</td>
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<td>AMERISTAR AIR CARGO</td>
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<td>ASIANA AIRWAYS</td>
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<td>ATLAS AIR WORLDWIDE HOLDINGS INC</td>
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<td>CHAPMAN FREEBORN AIRCHARTERING, INC.</td>
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<td>FLY JAMAICA AIRWAYS LTD</td>
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<td>FREIGHT RUNNERS EXPRESS, INC.</td>
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<td>Zürich, Switzerland</td>
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<td>HUNT &amp; PALMER CARGO CHARTERS</td>
<td><a href="http://www.huntandpalmer.com">www.huntandpalmer.com</a></td>
<td>Crawley, UK</td>
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<td>IAG CARGO LTD</td>
<td><a href="http://www.iagcargo.com">www.iagcargo.com</a></td>
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LYNDEN AIR CARGO
Anchorage, USA, www.lynden.com/lac
6441 S Airpark Place, Anchorage, AK 99502
Phone: 1-888-243-7248. Fax: 907-257-5124.
E-mail: charters@lac.lynden.com
Contact: Joseph LeBeau, Vice President Commercial, North America, Worldwide Service
Regions: (Through) Africa, Australia, Caribbean, Europe, Indian/Subcontinent, Middle East, North America, Pacific Rim, Russia/CIS, South America, Southeast Asia.
Door-to-Door Service: No.
Non-Scheduled Charter: Yes.
Cargo Branded Services: Prioritise, Perform, Constant Climate, Constant Fresh.
Comments: Combined workforce of more than 2,400 cargo professionals covering a global network of over 350 destinations.

ICELANDAIR CARGO
Reykjavik, Iceland, www.icelandaircargo.is

IFL GROUP
Waterford, USA, www.iflgroup.com

JAPAN AIRLINES
Tokyo, Japan, www.jal.co.jp/en/jalcargo

JETBLUE AIRWAYS
Forest Hills, USA, www.jetblue.com/cargo

KELOWNA FLIGHTCRAFT AIR CHARTER
Kelowna, Canada, www.flightcraft.ca

KENYA AIRWAYS CARGO
Nairobi, Kenya, www.kqcargo.com

KOREAN AIR
Seoul, Korea, www.cargo.koreanair.co.kr

LAN CARGO
Santiago, Chile, www.lancargo.com

LOT POLISH AIRLINES
Warsaw, Poland, www.lot.com/cargo

LUFTHANSA CARGO AG
Hessen, Germany, www.lufthansa-cargo.com

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IBC AIRWAYS
Fort Lauderdale, USA, www.ibcairways.com

ICELANDAIR CARGO
Reykjavik, Iceland, www.icelandaircargo.is

IFL GROUP
Waterford, USA, www.iflgroup.com

JAPAN AIRLINES
Tokyo, Japan, www.jal.co.jp/en/jalcargo

JETBLUE AIRWAYS
Forest Hills, USA, www.jetblue.com/cargo

KELOWNA FLIGHTCRAFT AIR CHARTER
Kelowna, Canada, www.flightcraft.ca

KENYA AIRWAYS CARGO
Nairobi, Kenya, www.kqcargo.com

KOREAN AIR
Seoul, Korea, www.cargo.koreanair.co.kr

LAN CARGO
Santiago, Chile, www.lancargo.com

LOT POLISH AIRLINES
Warsaw, Poland, www.lot.com/cargo

LUFTHANSA CARGO AG
Hessen, Germany, www.lufthansa-cargo.com

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IFL GROUP
Waterford, USA, www.iflgroup.com

JAPAN AIRLINES
Tokyo, Japan, www.jal.co.jp/en/jalcargo

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KOREAN AIR
Seoul, Korea, www.cargo.koreanair.co.kr

LAN CARGO
Santiago, Chile, www.lancargo.com

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Warsaw, Poland, www.lot.com/cargo

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### Freight Forwarders by Country

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Dekdam Cargo LTD  www.deukdamcargo.com
Dhl Exel Supply Chain  www.exel.com
Hassi Direct LTD.  www.hassi-direct.com
Professional Cargo Services UK LTD.  www.prcargo.co.uk
Rojay World Freight  www.rojay.com
SIL  www.sil.co
Tudor International Freight Limited  www.tudoroflondon.com
Uruguay  System Line Cargo Uruguay  www.systlinecargo.com
Vietnam  Alliance International Logistics Co LTD.  www.allianceint.com

Airways Freight Corporation  www.airwaysfreight.com
PO Box 1888, Fayetteville, AR 72702
Contact: Mike Nimmo, Director of Marketing, Phone: 479-442-6301, Fax: 479-442-6522, E-Mail: mikenimmo@airwaysfreight.com, Services: Bonded Warehousing, Charter, Consolidation, Courier Delivery, Customs Brokerage, EDI, Hazard, Over-sized Cargo, Small Packages, Time-Definite, Warehouse, Unlimited Special Services, Service Areas: All Company/Trunkline Stations: 1, Tonnage (2013): 1,047 billion, Revenue (2013): $350 Million,

Comments: Nationwide (All 50 States) – Worldwide Services.

Arkansas  BNSF Logistics  www.bnsflogistics.com
Transmanage Worldwide  www.transmanage.com
California  Agility  www.agilitylogistics.com
Air & Ground World Transport  www.aegworld.com
Air & Surface Logistics  www.airandground.com
Airfreight.com  www.airfreight.com
AirSea Forwarders  www.airseaforwarders.com
Alliance Air Freight, Inc  www.allianceairfreight.com
American Carriage Service  www.acoan.com
American West World Wide Express  www.awe.com
American Worldwide Freight Services  www.americanfreight.com
Casas  www.casasinternational.com
Clearfreight  www.clearfreight.com
Commodity Forwarders  www.commodityforwarding.com
Consolidators International  www.cii-international.com
Dependable Air Cargo Express  www.depdependentair.com
Dgs Dependable Global Express  www.dgsglobal.com
Direct & Beyond Inc.  www.direct-beyond.com
Easy Express Inc.  www.easy-express.com
Extra Logistics  www.extraglobal.com
Freight Transporters  www.frtt.com
Golden Gate Air Freight  www.goldenfreight.com
Great World Express & Customs Service  www.great-world.com
Griley Airfreight  www.grileyair.com
Guaranteed Express Delivery & Logistics  www.guaranteedexpress.com
Hitech Logistics Corporation  www.hitechlogistics.com
Honeybee International  www.honeybeecnational.com
Impex Services  www.impexservices.com
International Activities Corp  www.internationalactivities.com
International Freight Services  www.internationalfreight.com
JSI Logistics  www.jsilogistics.com
Juno Logistics  www.junologistics.com
Kelsey Freight Services Inc.  www.kelseyfreight.com
Mainfreight  www.mainfreight.co.nz
McClary Swift & Co.  www.mclaryswift.com
Mercury Air Cargo  www.merceryair.com
MNX Global Logistics  www.mnxglobal.com
Novo Express International  www.novoinc.com
Pacific Logistics Corp  www.pacificlogistics.com
Pacific Pet Transport, LLC  www.pacificpet.com
The Packaging Store  www.thepackagingstore.com
Platinum Cargo Logistics, Inc.  www.platinumcargo.com
Power Freight Systems  www.powerfreight.com
Priority Worldwide Services  www.priorityworldwide.com

Continues on page 36.
Continued from page 35

California  The Rk Logistics Group  www.rkglc.com
Rausch Trans  www.rauschtrans.com
Santa Barbara Air Freight  E-Mail: sbaf@ldock.net

Sterling Transportation  www.sterlingtransportation.com
5353 West Imperial Highway, Los Angeles, CA 90045.
Contact: Keith Davis, CEO, Phone: 310-338-9333, E-Mail: kathsh@sterlingtransportation.com, Services: Bonded Warehousing, Consolidation, LTL/FTL. Service Area: Continental U.S. Company/Franchise Stations: 2. Comments: Sterling Transportation is the leading provider of LTL & FTL service between California and Florida. With a three-day expedited service between Los Angeles and Miami. Sterling Brokerage Services provides LTL and FTL to all points in the domestic U.S.

California  Total Transportation Concept  www.totaltrans.com
Traffic International Corp  www.ttcito.com
UAC  www.uac-iaa.com
Untrans International  www.untrans-usa.com
Valley Transportation  www.valleytransportation.com
W.J. Bynes & Co. Dba Bynes Air  www.bynesnet.com

Colorado  Security Cargo Network Inc.  www.securitycargonetwork.com

Connecticut  BTX Global Logistics  www.btxglobal.com
IUS Global  www.iusglobal.com

District of Columbia  Airschott, Inc.  www.airschott.com

Florida  A-1 Freight Service Inc.  www.a1freightservice.com
Aercargo  www.aercargo.net

Air Animal Inc.  www.airanimal.com
dba Air Animal Pet Movers  4120 West Cypress Street, Tampa, FL 33607
Contact: Dr. Walter Woolf, President, Phone: 813-879-3210 X223, Fax: 813-879-6722, E-Mail: petsfly@aol.com, Special Services: AVI – Live animal transport. Service Areas: Africa, Alaska, Central America, Australia/New Zealand, Canada, Caribbean, India/Subcontinent, South America, Continental U.S., Hawaii, Asia, Middle East, Europe, Puerto Rico, Company/Franchise Stations: 1, Comments: Air Animal Pet Movers, the Tampa, Florida based IATA air cargo agency, specializes in the scheduled airline transport of relocating household pets, both nationwide and worldwide, since 1977. Major credit cards accepted, corporate accounts invited.

Florida  Calla Logistics  www.callalogistics.com
Cargo King Express  www.cargokingexpress.com
Choice Of You  E-Mail: choiceofyou@hotmail.com
DHL Forwarding  www.dhl.com
E-Mail: customer.requests@dhl.com
Distributors Transport Inc.  1225 Pine Avenue, Orlando, FL 32824
EQUIPSA  www.equipsa.com
FALCON SHIPPING  www.falconshipping.net
Florida Forwarding Services  E-Mail: ovasquez@floridaforwarding.com
Gavel Logistics  www.gavel-in.com
Global Aviation Link  www.globalaviationlink.com
Heilmann Worldwide Logistics  www.heilmann.net
ILS Cargo USA  www.ilscargo.com
J. Cortina Inc  www.jcortina.com
Manaco International Forwarders  www.manaco.com
Ocean Air Logistics  www.oceanairlogistics.com

Florida  Priority One International  www.priority-one.com
Senator International  www.senator-international.com
Strike Aviation LLC  www.strike.aero
Suncost Air Transportation  www.sunsapdriving.com
System Line Cargo  www.systemlinecargo.com
Unit International  www.unitinternational.com

Georgia  AFC Worldwide Express  www.afcexpress.com
Air 7 Seas Transport Logistics  www.air7seas.com
Atlanta Customs Brokers  www.atlantacustomsbrokers.com
& International Freight Forwarders
Final Mile Logistics  www.finalmilenet.com
Global Freight Solutions  www.globalfreightsolutions.com
Lee Hardeman customs Broker  www.lhcdb.com
Logistic Professionals Inc. (LPI)  www.logisticpro.com
M2 Transport  www.m2transport.com
New World Transportation Services, Inc.  www.newworldtrans.com
Samuel Shapiro & Company  www.shapiroc.com
Saturn Freight Systems  www.saturnfreight.com
United Parcel Service (UPS)  www.ups.com


AIT Worldwide Logistics  www.aitworldwide.com
701 N. Rohling Way, Itasca, IL 60143
Contact: Jerry Drake, Title: Director, International Operations, Phone: 630-766-8300 EXT 6408, Fax: 630-250-3482, E-Mail: jdrake@airitworldwide.com, Services: Bonded Warehousing, Charter, Consolidation, Special Services, Customs Brokerage, EDI, HazMat, Oversized Cargo, Small Packages, Time-Delinite.
Service Area: AIT, Company/Franchise Stations: 44, Comments: At AIT, we vigorously seek opportunities to earn our customers’ trust by delivering exceptional worldwide logistics solutions while passionately valuing our co-workers, partners and communities.

Illinois  ALG Worldwide Logistics  www.algworldwide.com
Avalon Risk Management  www.avalonrisk.com
Bison International, Inc.  www.bisonintl.com
Champion Logistics Group  www.championlogistics.com
Concert Group Logistics  www.concertlog.com
DLS Worldwide Inc.  www.dls.com
EA Logistics  www.ealogistics.com
Fischer International Forwarders  E-Mail: fischerinternational@artglobal.net
Hassett Air Express  www.hassettair.com
Jantzen International LTD.  www.jantzen-intl.com
Juno Logistics  www.jupiterlogistics.com
Mallory Alexander International Logistics  www.mallorygroup.com
NJR Global Logistics USA  www.njrinc.com
Phoenix International Freight  www.phoenixint.com
Priority Logistics  www.prioritylogistics.com

OW Express  www.owexpress.com
1000 Remington Boulevard, Suite 300, Bolingbrook, IL 60440.
Company/Franchise Stations: 1, Tonneage (2013): 3,647, Revenue (2013): $6,535, 199.85 Comments: We specialize in Excellent customer service and work hard with our customers to meet all their transportation needs.

Illinois  RS Express  www.rsexpress.com/services/international-logistics/air-freight
Rushmore Transportation  www.rushmoretrans.com
Sankey USA  www.sankeyusa.com
Seko Logistics  www.sekologistics.com
Slipstream Expedited Services Inc.  www.slipstreaminc.com
US Group Consolidator  www.usgroupconsol.com
**Forwarders Directory**

### Air Carriers

<table>
<thead>
<tr>
<th>Air Carrier</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacer Global Logistics</td>
<td><a href="http://www.pacerglobal.com">pacerglobal.com</a></td>
</tr>
<tr>
<td>Panther Expedited Services</td>
<td><a href="http://www.pantherexpedited.com">pantherexpedited.com</a></td>
</tr>
<tr>
<td>PrimeTime Delivery</td>
<td><a href="http://www.primetimeonline.com">primetimeonline.com</a></td>
</tr>
<tr>
<td>Roadway</td>
<td><a href="http://www.roadway.com">roadway.com</a></td>
</tr>
<tr>
<td>Toledo Air Cargo</td>
<td><a href="http://www.tac.net">tac.net</a></td>
</tr>
<tr>
<td>Worldwide Express</td>
<td><a href="http://www.wxe.com">www.wxe.com</a></td>
</tr>
<tr>
<td>L.D. Tonsager &amp; Sons</td>
<td><a href="http://www.tonsager.com">www.tonsager.com</a></td>
</tr>
<tr>
<td>OGA Global Logistics</td>
<td><a href="http://www.oga.com">oga.com</a></td>
</tr>
<tr>
<td>TLG Total Logistics Resource</td>
<td><a href="http://www.tlg.com">www.tlg.com</a></td>
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</table>

### Pennsylvania

<table>
<thead>
<tr>
<th>Company</th>
<th>Website</th>
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<tbody>
<tr>
<td>American Expediting Company</td>
<td><a href="http://www.amexpediting.com">www.amexpediting.com</a></td>
</tr>
<tr>
<td>BP International</td>
<td><a href="http://www.bpint.com">www.bpint.com</a></td>
</tr>
<tr>
<td>D.T. Gruelle</td>
<td><a href="http://www.itgco.com">www.itgco.com</a></td>
</tr>
<tr>
<td>Montgomery International</td>
<td><a href="http://www.montgomeryinternational.com">www.montgomeryinternational.com</a></td>
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### South Carolina

<table>
<thead>
<tr>
<th>Company</th>
<th>Website</th>
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<tbody>
<tr>
<td>American Lamprecht Transport</td>
<td><a href="http://www.lamprechtlogistics.com">www.lamprechtlogistics.com</a></td>
</tr>
<tr>
<td>Argents Express</td>
<td><a href="http://www.argents.com">www.argents.com</a></td>
</tr>
<tr>
<td>Interglobal Forwarders Inc.</td>
<td><a href="http://www.interglobalfwd.com">www.interglobalfwd.com</a></td>
</tr>
<tr>
<td>Zoom Logistics</td>
<td><a href="http://www.zoomtransport.com">www.zoomtransport.com</a></td>
</tr>
<tr>
<td>Avis Express</td>
<td><a href="http://www.avisexpress.com">www.avisexpress.com</a></td>
</tr>
<tr>
<td>FedEx Trade Networks</td>
<td><a href="http://www.tf.com">www.tf.com</a></td>
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### South Dakota

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<thead>
<tr>
<th>Company</th>
<th>Website</th>
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<tbody>
<tr>
<td>Same Day Express, Inc.</td>
<td><a href="http://www.samedayexpress.com">www.samedayexpress.com</a></td>
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### Tennessee

<table>
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<tr>
<th>Company</th>
<th>Website</th>
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<tbody>
<tr>
<td>Averit Express</td>
<td><a href="http://www.averitexpress.com">www.averitexpress.com</a></td>
</tr>
<tr>
<td>FedEx Trade Networks</td>
<td><a href="http://www.tf.com">www.tf.com</a></td>
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### Texas

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<tr>
<th>Company</th>
<th>Website</th>
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<tbody>
<tr>
<td>1 Trade Logistics</td>
<td><a href="http://www.1tradelogistics.com">www.1tradelogistics.com</a></td>
</tr>
<tr>
<td>A+ Freight Systems</td>
<td><a href="http://www.aplusfreight.com">www.aplusfreight.com</a></td>
</tr>
<tr>
<td>Benchmark Worldwide Transport, Inc.</td>
<td><a href="http://www.benchmarkww.com">www.benchmarkww.com</a></td>
</tr>
<tr>
<td>Bison Global Logistics</td>
<td><a href="http://www.bisonlogistics.com">www.bisonlogistics.com</a></td>
</tr>
<tr>
<td>Cargo Forwarding International</td>
<td><a href="http://www.coallog.com">www.coallog.com</a></td>
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<tr>
<td>Ceva Logistics</td>
<td><a href="http://www.cevalogistics.com">www.cevalogistics.com</a></td>
</tr>
<tr>
<td>Challenger Freight Systems</td>
<td><a href="http://www.challengerfreight.com">www.challengerfreight.com</a></td>
</tr>
<tr>
<td>Crane Worldwide Logistics</td>
<td><a href="http://www.crane.com">www.crane.com</a></td>
</tr>
<tr>
<td>D.I.S. International Services</td>
<td><a href="http://www.dismitt.com">www.dismitt.com</a></td>
</tr>
<tr>
<td>EFSWW Corporate</td>
<td><a href="http://www.efsw.com">www.efsw.com</a></td>
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<tr>
<td>Em اللبناني</td>
<td><a href="http://www.etri.com">www.etri.com</a></td>
</tr>
<tr>
<td>First Air Express</td>
<td><a href="http://www.firstair.com">www.firstair.com</a></td>
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<tr>
<td>Fusion Logistics</td>
<td><a href="http://www.fusionlogistics.com">www.fusionlogistics.com</a></td>
</tr>
<tr>
<td>G Fast, Inc.</td>
<td><a href="http://www.gfast.com">www.gfast.com</a></td>
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<tr>
<td>GTG Global Transport</td>
<td><a href="http://www.gtglobal.com">www.gtglobal.com</a></td>
</tr>
<tr>
<td>KFS Inc.</td>
<td><a href="http://www.kfsinc.com">www.kfsinc.com</a></td>
</tr>
<tr>
<td>LabJoy/Summers International</td>
<td><a href="http://www.labjoy.com">www.labjoy.com</a></td>
</tr>
<tr>
<td>Murphy Shipping &amp; Commercial Services Inc.</td>
<td><a href="http://www.murphylogistics.com">www.murphylogistics.com</a></td>
</tr>
<tr>
<td>Pan World Trans</td>
<td><a href="http://www.panworldtrans.com">www.panworldtrans.com</a></td>
</tr>
<tr>
<td>Pegasus Logistics Group</td>
<td><a href="http://www.pegasuslogistics.com">615 Freeport Parkway, Coppell, TX 75019</a></td>
</tr>
<tr>
<td>Rex Smith &amp; Co</td>
<td><a href="http://www.rxsmith.com">www.rxsmith.com</a></td>
</tr>
<tr>
<td>Salinas Forwarding Co., Inc.</td>
<td><a href="http://www.salinasforwarding.com">www.salinasforwarding.com</a></td>
</tr>
<tr>
<td>Siren Global Logistics</td>
<td><a href="http://www.sirenlogistic.com">www.sirenlogistic.com</a></td>
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### Utah

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<tr>
<th>Company</th>
<th>Website</th>
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<tbody>
<tr>
<td>Cargo-Link International</td>
<td><a href="http://www.cargolink.com">www.cargolink.com</a></td>
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### Virginia

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<th>Company</th>
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<tr>
<td>JetAir Express</td>
<td><a href="http://www.jetairexpress.com">www.jetairexpress.com</a></td>
</tr>
<tr>
<td>Swift Air Logistics LLC</td>
<td><a href="http://www.swiftairdelivery.com">www.swiftairdelivery.com</a></td>
</tr>
<tr>
<td>Superior Air Freight</td>
<td><a href="http://www.superiorair.com">www.superiorair.com</a></td>
</tr>
<tr>
<td>A Cargo Inc.</td>
<td><a href="http://www.acargo.com">www.acargo.com</a></td>
</tr>
<tr>
<td>Expeditor International Of Washington</td>
<td><a href="http://www.7293.com">www.7293.com</a></td>
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### Washington

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<tr>
<th>Company</th>
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<tbody>
<tr>
<td>Lynden Air Freight</td>
<td><a href="http://www.lyndenairfreight.com">www.lyndenairfreight.com</a></td>
</tr>
<tr>
<td>Radiant Global Logistics</td>
<td><a href="http://www.radiantglobal.com">www.radiantglobal.com</a></td>
</tr>
<tr>
<td>Stonepath Logistics International</td>
<td><a href="http://www.stonepath.com">www.stonepath.com</a></td>
</tr>
<tr>
<td>Tailored Logistics, Inc.</td>
<td><a href="http://www.tailoredlogistics.com">www.tailoredlogistics.com</a></td>
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### Wisconsin

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<th>Company</th>
<th>Website</th>
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<tr>
<td>M.E. Dey &amp; Co</td>
<td><a href="http://www.deyandco.com">www.deyandco.com</a></td>
</tr>
</tbody>
</table>

### World Trade Cargo & Logistics

- Oregon
  - American Expediting Company: [www.amexpediting.com](http://www.amexpediting.com)
  - Portland International: [www.pdxinternational.com](http://www.pdxinternational.com)
  - D.T. Gruelle: [www.dtgruelle.com](http://www.dtgruelle.com)
  - BDP International: [www.bdpinternational.com](http://www.bdpinternational.com)

### World Commerce Forwarding, Inc.

### World Wide Express
- Service Areas: HazMat, Oversize Cargo, Time-Definite, Warehousing, Special Services
- Stations: 664, Tonnage: 508,713,658 lbs
- Comments: World Wide Express, Inc. is a leading global provider of air, ocean, and ground shipping services.

### World Trade Cargo International Services
- Company/Franchise Stations: 41

### World Trade Cargo International Services
- Company/Franchise Stations: 15, Tonnage: 508,713,658 lbs
- Comments: EFW is a domestic and international freight forwarder, unparalleled flexibility in air, ocean, ground and ground. Direct access to assets of EFW Express Lines and 500 vetted and prescreened carriers around the world. Dedicated personal to customer service.

### World Trade Cargo & Logistics
- Company/Franchise Stations: 15, Tonnage: 508,713,658 lbs
- Comments: EFW is a domestic and international freight forwarder, unparalleled flexibility in air, ocean, ground and ground. Direct access to assets of EFW Express Lines and 500 vetted and prescreened carriers around the world. Dedicated personal to customer service.

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### World Trade Cargo & Logistics
- Company/Franchise Stations: 15, Tonnage: 508,713,658 lbs
- Comments: EFW is a domestic and international freight forwarder, unparalleled flexibility in air, ocean, ground and ground. Direct access to assets of EFW Express Lines and 500 vetted and prescreened carriers around the world. Dedicated personal to customer service.
VITORIA INTEGRATED AIR SERVICES, S.A.
Fonruda, Spain, www.viasa.es.es

GSA
AIR CARGO TRADER SPAIN
Madrid, Spain, www.aircargotrader.es

AIRLINE NETWORK SERVICES LLC
Jamaica, USA, www.angsas.com

GLOBAL GSA GROUP B.V.
Folkestonweg, Netherlands, www.globalgsagroup.com

JAM CARGO SALES, INC
Toa Alta, Puerto Rico, www.jamcargosales.com

KIWI LOGISTICS
Singapore, www.kiwilogistics.com

OMNI AIRLINE SERVICES

SKY LOGISTICS CARGO LTD
Lagos, Nigeria, www.skylongistics.com

WORLD WIDE GROUP

INFORMATION TECHNOLOGY
APG GEORGIA LLC
Tbilisi, Georgia, www.apg-qa.com

ARK SYSTEMS
Sacramento, USA, www.waybilltracking.com

CARGO COMMUNITY NETWORK

CGOCHANGE
Palo Alto, USA, www.cgochange.com

FREIGHTERDATA.AERO
Beaune, France, www.freightertdata.aero

EX WORKS, INC.
Boston, USA, www.exworks.com

IBS SOFTWARE SERVICES
Trikaandrum, www.ibspl.com

MAGAYA CORPORATION
Miami, USA, www.magaya.com

OAG AVIATION WORLDWIDE

REMOTE CONTROL AMERICA LLC
Randolph, USA, www.remotecontrolamerica.com

UNYSYS
Blue Bell, USA, www.unysys.com

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Global sales for September 2014 reached $29 billion, topping the figure from last year by 8 percent. The region with the highest year-over-year increase was Asia Pacific, with 12 percent. Japan was the only region to show a dip in sales, down 3.7 percent, y-o-y.

Global air cargo showed a healthy year-over-year revenue increase, with volume rising by 6.6 percent, although yield dipped slightly by 0.6 percent after three months of positive numbers.
Freight Growth By Region

**Asia-Pacific Carrier Traffic Sept. 2014 & YTD**
*International scheduled services, monthly and YTD, for Asia-Pacific Airlines*

A surge in exports from Asian manufacturers drove September’s freight demand up by 5.3 percent, year-over-year, accompanied by a rise of 4 percent in capacity. This helped nudge the freight load factor 0.8 points higher to 64.1 percent – nearly identical to the 64.2 percent load-factor average for the first nine months of the year.

**European Carrier Traffic**
*Monthly year-over-year percent change in intra-Europe, long-haul, and overall freight traffic (FTKs) for European airlines*

For the second consecutive month, intra-Europe freight traffic continued to show healthy growth, rising 8.8 percent, year-over-year, in September, following an 8.1 percent y-o-y growth in August. Long-haul and overall FTKs, however, were both down 3.8 percent and 3.3 percent, respectively, reflecting the slowdown from the Air France-KLM labor woes and the ongoing Ukraine-Russia tensions.
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Airlines

All-cargo carrier Cargolux Airlines appointed Nick van der Weide as the company’s new executive vice president, sales and marketing. On Nov. 1, Van der Weide filled the position left by Robert van de Weg, who stepped down in January 2014 to join AirBridgeCargo. Nick van der Weide brings more than 30 years of aviation experience to the Luxembourg-based carrier. He started his career at Martinair Holland in 1972 and also held positions at Lan Chile Cargo in Chile and European Cargo Services in the Netherlands. His most recent position was vice president, cargo sales, at Qatar Airways Cargo, where he was responsible for commercial activities and sales. In another move at Cargolux, Henning zur Hausen, the company’s senior vice president, human resources, legal affairs and compliance, stepped down to pursue “an interesting career opportunity outside of Europe,” according to the airline. Emese Bekessy, director of Cargolux’s legal department, will be promoted to vice president and will take over zur Hausen’s responsibilities in the interim.

Starting Dec. 1, Dr. Alexis von Hoensbroech, former head of commercial, Frankfurt, for Lufthansa’s passenger business, will succeed Dr. Andreas Otto as board member for the products and sales division at Lufthansa Cargo. Otto left the position to become chief commercial officer at Austrian Airlines (part of the Lufthansa Group), succeeding Karsten Benz, who is returning to the Lufthansa Group. In his new role, von Hoensbroech will be responsible for product management, margin management, network planning and sales steering, and platform management.

Before joining the air cargo industry, von Hoensbroech earned a doctorate in astrophysics at the Max Planck Institute for Radio Astronomy and later joined The Boston Consulting Group, where he advised customers primarily from the airline industry. In 2005, he joined Lufthansa’s passenger operations, working at the Strategy and Subsidiaries division. By 2009, he was named project manager for airline integration management.

Michael Görtgens was appointed head of communications at Lufthansa Cargo, effective Nov. 1. The 33-year-old previously worked as a team leader for PR and internal communications for the German freight carrier. He succeeds Matthias Eberle, who had been responsible for internal communications for the Lufthansa Group. Görtgens completed an aviation management trainee program at Lufthansa and has a BA in business administration and master’s degree in corporate communications. In his new position, he will report to Lufthansa Cargo CEO Peter Gerber and take on responsibility for internal and external communications and marketing communications for the Lufthansa subsidiary.

The supervising board of KLM Royal Dutch Airlines named Pieter Elbers as the airline’s next president and CEO. Beginning in April 2015, Elbers will replace CEO Camiel Eurlings, who has already stepped down, but will leave his position open until his term officially ends in April. Elbers, 44, started his career at KLM in 1992 and held the position of chief operating officer and deputy CEO of KLM. He has also been a member of KLM’s statutory board of managing directors since April 2012. His previous positions at KLM include senior vice president, network and alliances; general manager, KLM Japan and Korea; and general manager, KLM Mediterranean.

Etihad Airways, the national airline of the United Arab Emirates, appointed Dimitrios Karagioules as general manager for its operations in Thailand. Karagioules, who has more than 20 years of airline experience, takes up the Bangkok-based role after serving five years in Athens as Etihad’s general manager for Greece. Prior to joining Etihad, Karagioules held a number of Athens-based sales and marketing management roles at Continental Airlines and Delta Air Lines.

Air Berlin named Stefan Pichler its new CEO. Pichler will oversee the carrier’s restructuring as it tries to return to profitability. The current CEO, Wolfgang Prock-Schauer, will step down, allowing Pichler to take over his duties on Feb. 1, 2015. The 57-year-old Pichler will move to Air Berlin from his current role as chief executive of Fiji Airways, where he implemented a restructuring plan that enabled the carrier to report a record operating profit in the first half of 2014. Pichler’s previous positions include CEO at German tour operator Thomas Cook as well as managerial roles at Lufthansa and Virgin Blue Airlines. Air Berlin, which is 29 percent owned by Etihad Airways, is undergoing cost-cutting procedures that will reduce its workforce by more than 10 percent.

Third Parties

Supply chain management company CEVA Logistics appointed Tom Jones as senior vice president of its automotive operations team – North America. He joins CEVA after spending 25 years at Ryder, where he served as senior vice president, supply chain solutions, and was responsible for the company’s automotive, high tech, retail and consumer packaged goods sectors. In his new role, Jones will lead CEVA’s automotive operations across North America and will be based out of the company’s Southfield, MI, office.

Government Agencies

Transportation Security Administration Chief John Pistole will resign at the end of this year. After serving in the role since 2009, Pistole is the longest-serving administrator of the government agency entrusted with the safety of the nation’s planes, trains, trucks, ships and other means of transport.

Tom Jones

The announcement by Pistole, 58, who previously served as the deputy director of the FBI, came as a surprise to many on the TSA staff. He has been nominated to become president of Anderson University, a private Christian college in central Indiana, where he earned his undergraduate degree in 1978.
**Events**

**DECEMBER 10-13**
New Delhi: With more than 11,000 visitors in 2013, CeMAT India is an international trade fair covering materials handling, warehousing and logistic services, and other fields. For more information, visit [http://www.win-india.com](http://www.win-india.com).

**FEBRUARY 2-5, 2015**
Hong Kong: Join more than 2,500 freight forwarders from around the globe at the WCA Worldwide Conference 2015, the largest such annual gathering of forwarding executives. Enjoy three days of intensive one-on-one business meetings and social networking events. For more information, visit [http://conference.wcaworld.com/WCAworld2015](http://conference.wcaworld.com/WCAworld2015).

**FEBRUARY 10, 2015**
Enschede, The Netherlands: The Unmanned Cargo Aircraft Conference teaches participants about unmanned cargo transport. For more information, visit [http://www.ucaconference.com](http://www.ucaconference.com).

**FEBRUARY 25-27, 2015**
Johannesburg: Air Cargo Africa is an international biennial event that showcases Africa's air cargo potential on a global scale. The past two editions, held in Nairobi and Johannesburg, saw major participation from airlines and airports, particularly from Africa. For more information, visit [http://www.statetimes.com/aca2015](http://www.statetimes.com/aca2015).

**MARCH 1-3, 2015**
New Orleans: AirCargo 2015 will have representatives from airlines, forwarders and airfreight and expedited trucking companies to discuss trends in security, business operations and the latest cargo innovations. For more information, visit [http://www.aircargoconference.com](http://www.aircargoconference.com).

**MARCH 10-12, 2015**
Shanghai: IATA’s 9th annual World Cargo Symposium, located in one of China’s largest airfreight hubs, is expected to draw 1,000 delegates from the entire value chain to discuss ways to transform the industry for the better. For more information, visit [http://www.iata.org/events/wcs/Pages/index.aspx](http://www.iata.org/events/wcs/Pages/index.aspx).

**MARCH 31-APRIL 1, 2015**
Atlanta: In 2014, the Georgia Logistics Summit hosted 2,200 attendees from 39 U.S. states and 11 countries. For more information, visit [http://www.georgiologistics.com/logistics-summit](http://www.georgiologistics.com/logistics-summit).

**APRIL 14-16, 2015**
Montreux, Switzerland: Logi- pharma 2015 brings together personnel from the leading pharmaceutical companies responsible for logistics, supply chain management, distribution, sourcing/procurement, planning, transportation, supplier relations and demand management. For more information, visit [http://www.oblicate.com/conference/LogiPharma-2015/294](http://www.oblicate.com/conference/LogiPharma-2015/294).

**APRIL 19-21, 2015**
Orlando: The CNS Partnership Conference brings together more than 500 air cargo professionals from the U.S. and around the world, including executives from airlines, freight forwarders and shippers. For more information, visit [http://www.cnsc.net/events/Pages/cns-partnership-conference.aspx](http://www.cnsc.net/events/Pages/cns-partnership-conference.aspx).

**APRIL 20-21, 2015**
Manama, Bahrain: The Middle East Cargo & Logistics Exhibition & Conference will bring together more than 30 exhibitors and 1,500 trade visitors to highlight the latest trends in multimodal logistics platforms connecting Middle Eastern air, sea and land transport. For more information, visit [http://www.carpomiddleeast.com](http://www.carpomiddleeast.com).

**APRIL 21-22, 2015**
Hong Kong: Cargo Facts Asia, produced by Cargo Facts and Air Cargo Management Group, Air Cargo World’s new sister company, has become the center of air cargo opportunity, bringing together the world’s aviation community for meaningful networking and strategy discussions centered on Asia. For more information, visit [http://www.cargofactsasia.com](http://www.cargofactsasia.com).

**MAY 5-8, 2015**
Messe Munchen, Germany: Air Cargo Europe attracts more than 50,000 visitors from 110 countries. For more information, visit [http://www.aircargoeurope.com](http://www.aircargoeurope.com).

**MAY 11-13, 2015**
Prague, Czech Republic: This 9th annual WCA Projects Conference gives fellow forwarders around the world a chance to mingle, network over the latest large-scale freight projects and discuss how to meet their clients’ needs at a time when integrators are gaining market share. For more information, visit [http://conference.wcaworld.com/wcaprojects2015/info/eng/about.php](http://conference.wcaworld.com/wcaprojects2015/info/eng/about.php).

**OCTOBER 26-28, 2015**
Miami, Fla., U.S.: The Cargo Facts Symposium is where the air cargo aviation community gathers to network and shape the future of the industry. Presented by Air Cargo Management Group, Air Cargo World’s new sister company, the symposium promises the latest industry information and updates, the highest quality presentations, and accessible and thought-provoking interactive discussions. For more information, visit [http://cargofacts symposium.com](http://cargofacts symposium.com).

**NOVEMBER 4-6, 2015**
Miami: The Air Cargo Americas International Congress and Exhibition in 2014 was the largest air cargo exhibition in the Western Hemisphere. For more information, visit [http://www.aircargoamericas.com](http://www.aircargoamericas.com).
TIACA remains vital to industry’s future

by Brandon Fried

Seoul, South Korea, is a modern, vibrant city, and Airports Council International has ranked Incheon Airport number one for the past seven years. Incheon is also home to one of the largest air cargo carriers in the world. Accordingly, Seoul was a natural choice for the recent 2014 Air Cargo Forum of The International Air Cargo Association (TIACA).

But that choice was made several years ago. Since then, the international air cargo industry has been through the wringer. Survivors have had to tighten belts while restricting travel expenses to only the most necessary trips. Subsequently, conferences in air cargo and across all industries have felt the impact.

Unfortunately, despite indications that the air cargo industry is beginning to claw its way out of its recessive doldrums, TIACA’s event in Seoul showed that we are not yet back to the days of crowded plenary sessions and halls crammed with people and exhibitors. But this apparent lag time in conference attendance, relative to industry rebound, is not a reason to begin a wholesale criticism of TIACA’s value and its future role serving the air cargo industry.

While planning conferences is indeed a critical role of a trade association, it is by no means the only important thing that associations do, nor does it represent the only value they provide.

For example, the Airforwarders Association (AfA) joins with three other organizations to sponsor the annual AirCargo Conference – and we put a great deal of effort into ensuring its success as a forum for networking opportunities, for business promotion, and for developing a sense of industry direction and accomplishment. But, day by day, the AfA works on a variety of other levels to address the needs of freight forwarders in the United States, to be their voice and to act on their behalf in the places where critical decisions are made that can affect their businesses. As AfA’s membership grows, the organization remains involved in the myriad regulatory agencies throughout Washington. We are known as a force on Capitol Hill, where our involvement in several cargo-related coalitions continues to yield industry change.

TIACA, for its part, plays a role that is different from the Afa’s or from any regional organization. It serves as air cargo’s primary voice internationally – addressing issues that are critical to the industry’s future – and provides the wider industry with services that we all need. Its relationships with the International Civil Aviation Organization, the World Customs Organization and other global bodies advance the industry’s agenda in a way that national associations like the AfA simply cannot. In Doug Brittin, TIACA has a secretary general who not only can speak one-on-one to these organizations, bringing credibility and a sense of urgency to the industry’s agenda, but also can work as an honest broker to seek compromise on sensitive issues.

The AfA and its peers count on TIACA to provide a neutral backdrop representing all segments of the air cargo supply chain, where issues can be discussed candidly and productively. The global nature of its membership, both geographically and functionally, gives us an opportunity to have a seat at the international table, so that we can provide the U.S. forwarder perspective to airlines, ground handlers, airports, aircraft manufacturers and, most importantly, government regulators.

The past few years have been undeniably tough for air cargo as the industry struggled with high fuel prices, lower demand and modal shift. As volumes increase and the business improves, regional associations need to support TIACA as their global forum in dealing with advanced data requirements, additional security regimes and ill-conceived legislative initiatives, such as restrictive environmental taxes on air cargo and restricted night access to major airports essential to the commercial supply chain. Forwarders and their airline partners are depending on TIACA to work for harmonized regulations and policies between countries, so that air cargo continues to play its role in facilitating the speed of expedited air commerce.

“[TIACA] serves as air cargo’s primary voice internationally – addressing issues that are critical to the industry’s future – and provides the wider industry with services that we all need.”

Perhaps TIACA’s financial support should shift from a reliance primarily on conference revenue to one where regional forwarders, carriers and their respective groups jointly contribute to help sustain the organization, since its mission serves the common good. This can easily be accomplished by assuring that forwarding organizations and others continue to expand their presence at the TIACA table.

The most recent TIACA conference in Seoul may have been a disappointment to some who expected to see more exhibitors and attendees than in the past. But judging the venue as an indication that TIACA is faltering without considering the current economic climate would be a gross understimation of the organization, its vital mission, and all that it accomplishes for our industry.
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