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NORTH AMERICA SUPPLEMENT

Your guide to the latest developments in the international airfreight industry

NORTH AMERICA: AIR CARGO'S CRUCIBLE

CARGO FROM THE WINDY CITY



WHAT AI CAN OFFER NORTH AMERICAN AIR CARGO

CANADIAN MOVES IN SAF DEVELOPMENTS



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NORTH AMERICA: AIR CARGO'S CRUCIBLE

North America's airfreight history traces back to November 7, 1910 when a pioneering event marked the first-ever cargo transportation by aircraft. The momentous event involved the transportation of a few bolts of silk from Dayton to Columbus, Ohio, making the continent the crucible for the global air cargo industry.

More than 110 years later, amidst the economic fluctuations of 2022, the US economy demonstrated resilience by rebounding in the second half of the year after a decline in real GDP during the first half. However, the pressing question remains: will the US economy face a recession in the current year? Financial talk is that speculation regarding the arrival of the next economic downturn has been rampant, but its occurrence has continuously been deferred, with experts predicting it to be six months away. The likelihood of a recession, though, seems to diminish as strong hiring and robust consumer spending continue, bolstered by US households holding over \$1 trillion in excess savings. Economists' forecasts on economic booms and busts have proved to be unreliable historically, as revealed by an International Monetary Fund (IMF) study analysing economic forecasts of 63 countries from 1992 to 2014.

Nonetheless, two looming issues warrant attention and may yet impact on airfreight demand and prospects. Firstly, the US Congress passed bipartisan legislation backed by President Joe Biden that lifts the government's \$31.4 trillion debt ceiling, averting what would have been a first-ever default, to avoid potential economic repercussions. Failure to do so might have resulted in economic distress, ranging from mild impacts that avert a recession to severe consequences akin to the global financial crisis. Secondly, recent turbulence in the US banking sector poses potential consequences, with GDP growth potentially being held back by around two-tenths of a percentage point.

In contrast, above the 49th parallel, Canada's economy witnessed a full recovery in 2022, with a 3.4% GDP growth, particularly bolstered by the service sector following relaxation of health measures. Despite a slowdown in fourth-quarter GDP growth due to higher interest rates affecting residential investment and reduced business spending, Canadian consumers demonstrated resilience with a two percent quarter-over-quarter increase in household spending across goods and services.

Like the US, Canada faced tight labour conditions and high inflation in 2022. Nevertheless, employment rebounded fully from the pandemic's initial impact, reaching 4.2% above pre-pandemic

levels. Unemployment hit a historic low of 5% in January, with wages showing a notable increase of 4.8% for 2022, with December marking the seventh consecutive month of at least 5% wage growth.

Looking ahead, Wells Fargo forecasts a real GDP growth of 0.7% for Canada in 2023, followed by a growth of 1.7% in 2024.

Meanwhile, Mexican air cargo stakeholders faced an uncertain start to the year when the International Air Transport Association (IATA) strongly urged the Mexican Government to devise a comprehensive and collaborative transition plan for moving dedicated cargo operations from Mexico City's International Airport (MEX) to other airports in the country.

The new Felipe Angeles International Airport (NLU) was the most logical alternate location for dedicated cargo operations serving the Mexico City Metropolitan Region. A draft Presidential Decree outlined the prohibition of dedicated cargo operations at MEX within 90 working days, a deadline later extended to 108 days, compelling airlines to seek alternative locations. Despite recognising the need to address MEX's over-saturation, the industry emphasised the infeasibility of relocating cargo operations within such a short timeframe due to extensive technical, regulatory and infrastructural requirements.

The aviation value-chain's intricate interdependencies underscore the paramount importance of co-operation between industry stakeholders and the government when formulating the transition plan. The challenge of relocating cargo operations from MEX to alternative airports demanded meticulous planning to prevent operational disruptions. To ensure the safe and secure flow of cargo in and out of the country, all stakeholders must collaborate closely.

The Mexican government encouraged airlines to consider the NLU as an alternative for dedicated cargo operations. However, successful adoption hinged on the prompt delivery of critical cargo infrastructure elements at NLU, including compliance with third-party certifications required by terminal operators, proper equipping of cargo warehouses authorised by Mexico's Civil Aviation Authority (AFAC), an operational customs system, sufficient customs brokers to handle imported cargo and registration of cargo agents for NLU.

Recognising the vital role of air cargo in Mexico's socio-economic development, the industry was committed to ongoing dialogue with the authorities to devise a viable transition plan that ensured uninterrupted delivery of critical goods and enables cargo airlines to operate safely, securely, and efficiently, safeguarding the well-being of Mexico's citizens and businesses.

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AIR CARGO FROM THE WINDY CITY

“Just three years ago, the carrier became distinguished as the pioneer in transporting COVID-19 vaccines to the United States”

IN just a span of three years, Chicago-based United Airlines is poised to commemorate its centenary milestone. United can trace its roots to Varney Air Lines (VAL), which Walter Varney founded in 1926 in Boise, Idaho. Significantly for airfreight operations over the years, VAL flew the first privately contracted air mail flight in the US on April 6, 1926.

With a mainline fleet exceeding 720 aircraft, including 170 wide-body planes, United's operational scale is truly impressive, giving considerable belly-hold capacity to United Cargo. Operating through strategic US hubs situated in Chicago, Denver, Houston, Los Angeles, New York/Newark, San Francisco, and Washington, D.C., the company's reach extends across continents – spanning Asia, Australia, Europe, Latin America, Africa, and the Middle East. Based on this network of hubs, United Cargo is committed to award-winning customer service with industry-leading operational and on-time performance. The cargo arm believes that making United a great place to work will result in employees who are more committed than ever to satisfying customers. It believes it can deliver business-friendly service via the cargo capacity of the world's most comprehensive route network.

Just three years ago, the carrier became distinguished as the pioneer in transporting COVID-19 vaccines to the United States. Since then, United Cargo has not only demonstrated agility but also a commitment to the well-being of communities. Notably, in 2022, the company garnered the Corporate accolade at the third annual Air Cargo Sustainability Awards hosted by TIACA. This recognition is attributed to United Cargo's involvement in the Eco-Skies Alliance initiative, a programme designed to empower corporate clients in minimising their environmental footprint and fostering sustainable aviation practices. The programme's success has culminated in a collaboration among more than 20 global corporate entities, collectively contributing to the procurement of substantial volumes of sustainable aviation fuel (SAF) annually. SAF, renowned for its nearly 80% reduction in lifecycle emissions compared to traditional jet fuel, is set to mitigate tens of thousands of tonnes of greenhouse gas emissions, marking a significant stride in environmental stewardship.

In a historical milestone, United Cargo established the largest publicly disclosed SAF agreement in the aviation sector, underscoring the company's dedication to confronting climate change. Recognising

the industry's reliance on fossil fuels and the ensuing environmental impact, United Cargo has exemplified a conscientious approach through partnership with the Eco-Skies Alliance, showcasing the potential of collective corporate action for the greater good.

Gen Z careers

Within the realm of professional development, a United Airlines internship “transcends the typical student experience, positioning interns as integral team members,” says the carrier. The United internship offers a unique avenue for cultivating skills, engaging with industry leaders, and participating in tangible projects with genuine business impact. This immersive approach earned United Airlines the prestigious Handshake 2023 Early Talent Award, an honor celebrating the airline's excellence in fostering Gen Z careers. On the occasion of National Intern Day, United proudly recognises the dedication of six diligent United Cargo interns.

Furthermore, United Cargo has been bestowed with the title of Best Air Cargo Carrier - North America at the distinguished 2022 Asian Freight, Logistics and Supply Chain (AFLAS) Awards ceremony held in Hong Kong on September 7. Hazel Ip, commercial director of cargo – APAC, along with members of the United Cargo APAC sales team, accepted the award with gratitude. Despite the challenges posed by the times, United Cargo's commitment to excellence shines, exemplified by its ability to creatively address the complexities of APAC cargo demand amid Covid restrictions. The award attests to the exceptional dedication of the APAC sales team in delivering unwavering service quality and customer satisfaction.

The AFLAS Awards serve as a testament to organisations' leadership, service consistency, innovation, customer relationship management and reliability. Notably, United Cargo's recognition is the result of votes cast by over 15,000 readers of Asia Cargo News, underscoring its widespread acclaim. As a five-time recipient since 2017, United Cargo's President, Jan Krems, expressed pride in the APAC sales team's commitment to serving customers across the globe with unparalleled dedication and excellence.

The airline currently offers a range of cargo offerings. GEN is an economical and reliable airfreight service; service. EXP is an expedited



service for priority shipments; QUICKPAK is a fast service for small packages; TempControl handles prioritised cool or controlled room temperature shipments; LifeGuard handles lifesaving medical and emergency shipments; TrustUA are delicately and sensitively handled specialised services for funeral shipments; PetSafe which is safe and comfortable transport for pets; and UASsecure, the transportation and monitoring service for high-value items. Customers can rely on TempControl for temperature-sensitive shipments that require highly specialized handling. And to help you stay cool while your cargo is en route, our dedicated TempControl Tower provides assistance while proactively monitoring shipments 24/7.

Apart from general, commodity airfreight, the range of specialised and dedicated services support premium customers and their cargo. Whether it is across the United States or between continents, EXP moves cargo quickly without sacrificing careful handling and customer support. EXP shipments are guaranteed boarding priority over GEN freight, even on high-demand services. When shipping human tissue, cell therapies and other lifesaving medical materials, speed and careful handling are critical. Use LifeGuard to ensure vital cargo reaches its destination in time.

In 2020, United's eager embrace of freight was at once a pandemic success story, an indicator of how the carrier tackled the chaos roiling global supply chains. United bet the airline industry will hold onto cargo revenue even after the pandemic subsided. After the coronavirus pandemic reached the US in March of 2020, demand for air travel evaporated virtually overnight. A year later, United operated its first flight carrying cargo without passengers on board. While the passenger cabin was empty, its cargo hold was completely full, carrying more than 29,000 pounds of commodities from Chicago O'Hare International Airport to Frankfurt Airport. A year later, United Cargo had operated more than 11,000 cargo-only flights carrying more than 570 million pounds of freight. To support the COVID-19 pandemic recovery efforts, United Cargo also transported more than 113 million pounds of medical and pharmaceutical products on both cargo-only and passenger flights as well as approximately 10 million COVID-19 vaccines, providing global communities access to the items they have needed most.

"At the beginning of the pandemic, we knew we were uniquely positioned to utilise our widebody aircraft and our network to keep commodities moving, so we quickly mobilised various departments throughout the airline to launch a cargo-only network of flights that would keep commodities moving," said Krems.



An aerial photograph of two skydivers in a rural landscape. One skydiver, wearing a black suit and helmet, is handing a cardboard box to another skydiver wearing a red suit and white helmet. The box has the text "KALES YOUR TRUSTED PARTNER" on it. The background shows a patchwork of green and yellow fields.

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“We’re always handling calls, and our response time is fast. We can offer a quote in 10 minutes.”

The air transport sector makes a major contribution to Mexico’s economy. Airlines, airport operators, airport on-site enterprises and air navigation service providers employ 278,000 people in Mexico, explains IATA. In addition, by buying goods and services from local suppliers, the sector supported another 345,000 jobs. On top of this, the sector is estimated to support a further 122,000 jobs through the wages it pays its employees, some or all of which are subsequently spent on consumer goods and services. Foreign tourists arriving by air to Mexico, who spend their money in the local economy, are estimated to support an additional 667,000 jobs. In total 1.4 million jobs are supported by air transport and tourists arriving by air.

North America is the largest market for passenger flows to and from Mexico, and hence belly-hold capacity, followed by Latin America and Europe. Some 60 million passengers arrived from North America (91.2% of the total), 3.2 million passengers arrived to Mexico from Latin America (4.8%) and 2.3 million passengers arrived from Europe (3.4%). In 2021, the total volume of air cargo transported in Mexico amounted to 975,254 tonnes. This represents an increase of 28.2% when compared to the previous year. Mexican cargo transport by air generated revenues of almost 6.7 billion Mexican pesos in 2020 (\$400 million).

IATA notes that Mexico’s facilitation of air cargo through its customs and borders regulations means the country ranks 74th out of 124 countries in terms of the Air Trade Facilitation Index (ATFI) and 47th out of 135 countries in terms of the eFreight Friendliness Index (EFFI) globally. The Enabling Trade Index (ETI) ranks Mexico 51st out of 136 countries globally for the facilitation of the free flow of goods over borders and to its destination.

The air transport market in Mexico is forecast under current trends to grow by 104% in the next 20 years.

Amerijet launches to Felipe Ángeles

Seventy percent of Mexico’s population is situated around three cities: Guadalajara, Monterrey and Mexico City. Guadalajara is equidistant between the Pacific port of Mazatlan and Mexico City, while Monterrey is approximately a 10-hour drive from the nation’s capital.

Amerijet operates biweekly flights between Mexico City and Miami, connecting cargo travelling within the United States, the Caribbean and Central America to the Mexican market.

Regional director for Mexico and Central America, Augusto Iturralde knows companies choose Amerijet for the family culture and a team that delivers success for Mexico’s freight forwarders and other Amerijet stations who have cargo to ship to and from Mexico.

Iturralde says: “We’re always handling calls, and our response time is fast. We can offer a quote in 10 minutes. Dedication, commitment to performance and maintaining good relationships with our customers has given us the reputation of being a trustworthy and reliable option for global shipments.”

While there are other Asian and European-flag airlines operating into Mexico City, none have a comparable freighter network in this hemisphere giving Amerijet a unique bi-directional advantage, says the airline.

Amerijet’s all-freighter fleet routinely transports everything from aerospace turbines bound for aircraft MROs, temperature-controlled containers carrying pharmaceuticals from San Juan to equipment destined for an oil or gas rig in the Gulf of Mexico. With Mexico’s

“NLU is located approximately 45 km from Mexico City in Santa Lucia, Mexico”



ALSA

proximity by ocean to the countries bordering the Gulf and Caribbean basin, many shipments that would likely move quickly by ocean really do not. Ocean freight, because of schedules and transshipment ports, may take upwards of three or four weeks, leading shippers to select airfreight as their preferred mode of transportation.

On Sunday, August 6, 2023, Amerijet International Airlines launched its first flight from Miami International Airport (MIA), which serves as the all-cargo airline's primary hub, to Felipe Ángeles International Airport (NLU). The company currently provides a weekly freighter connection to and from NLU.

In July, Amerijet announced its decision to permanently shift operations from Mexico City International Airport (MEX) to Felipe Ángeles International Airport (NLU). The move was in compliance with a decree issued by the Mexican government mandating all-cargo airlines to relocate from MEX to NLU.

NLU is located approximately 45 km from Mexico City in Santa Lucia, Mexico. The airport has a dedicated cargo terminal, and the Mexican government anticipates that it will facilitate expansion opportunities.

Amerijet recognises that some customers may require transportation service to and from Felipe Ángeles International Airport (NLU). As a solution, the all-cargo airline now offers bonded trucking services that connect NLU to Mexico City International Airport (MEX), Querétaro Intercontinental Airport (QRO), Monterrey International Airport (MTY) and Miguel Hidalgo y Costilla Guadalajara International Airport (GDL).

Amerijet offers connections using its own freighter fleet of B767 and B757 aircraft to the Caribbean, Mexico, Europe and the Americas.

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HAE BUILDS ON TWO DECADES

“HAE came into being in 1997 in the UK and in 2004 we sent two of our directors to go forth and conquer”

Next year, UK-based GSSA HAE Group will mark two decades of operations in the United States. ‘Planting its flag’ in the country just seven years after its founding, their operation has shown only a growing importance to the group, says Charlie Storcks, vice president Americas.

With 11 GSA representations in the United States of America, he says: “The US since we opened our offices in September 2004 has been driven by opportunity and demand. It is strategically and financially important to our group and is one of the leading air cargo markets in the world.

“HAE came into being in 1997 in the UK and in 2004 we sent two of our directors to go forth and conquer! As a dynamic duo, they quickly grew and maintained an office network our competitors couldn’t live with as they grew our carrier base from one to 11 very quickly.”

Push and pull model

HAE Group’s international expertise and overseas push and pull model allowed it to win business the normal export driven sales model could not win under the standard GSA structure, considers Storcks. The company focused on mail, military contractor, main deck, oversize and other specialist markets to underpin the traditional GSA sale.

He says: “The US is an established traditional market, where networking is important, relationships are key and if business is switched to you, it is not solely about price (which is of course key), the follow up and consistency of the product has to be there. The US is also the home of customer service, so even in the digital age you have to have ‘boots’ on the ground.”

HAE Group’s US HQ is in Chicago, which is a physical office, as is JFK while its field sales teams are hybrid but mostly working from home in a post COVID-market.

Storcks says: “We have centralised a number of functions and our technology allows us to offshore as well which means we can serve our US customers almost 24/7. We have 16 staff in the US and a dedicated team of five offshore.”

Feed their flights

North America is a continent of expressways, often eight lanes and cutting for thousands of miles across the wilderness, connecting its many large conurbations. This means it can come as no surprise that HAE Group utilises road feeder services to support its airline customers in North America.

“Yes for both exports and imports where our airlines do not have their own feed and defeed services we arrange this for them, or



where they are flying out of secondary airports, we can feed their flights from a network of drop stations,” notes Storcks.

HAE Group pulls cargo from Canada and Mexico on bonded trucks that can be directly from forwarders and their networks or also sub-GSA partners.

“In the US, we have proudly represented Ethiopian Airlines Cargo for over 10 years, the same length of time as our network interline partner Aztec Worldwide Airways who have helped us build a market-leading interline programme. We are lucky to have no conflicts

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of interest in our portfolio of airline partners which means we always have something to talk to our forwarding customers about."

The company currently has no representations in Canada and Mexico, but this is not set in stone, he observes.

"We sub-contract to GSA partners in both markets, but if asked to do so on a dedicated basis we would invest as we are keen to continue to grow. Our wholesale forwarding activity is a multiplier for our GSSA activity as it helps our airlines get business they may not have done from SMEs via additional services. It continues to grow post-COVID and we are keen to grow the network of offices also."

Uncle Sam's business prospects

Storcks is a keen observer of the current state of US business activity. In his opinion, it is decidedly uncertain. He says: "Transportation yields have decreased, which gives US exporters options but globally there is much uncertainty. However, the US economy is doing better than most.

"Currently we sell to all six continents: we have a large programme of capacity to EU and Africa, freighter and passenger so we can be competitive on both price and transit.

"As well as general cargo, we are still a go-to company for mail, dangerous goods, pharmaceuticals, perishables and project cargo for hard-to-do places. Our ability to offer network and network plus services, part charters etc with our established airline partners means we will never be a 'normal' GSA.

"US exporters do so on a truly global basis and HAE's experience and options into Africa and the Middle East and the hard-to-do places means that we have a reputation of providing air cargo solutions. We also often have our own offices in these countries too so local knowledge is key. Our US team are our 'product': their knowhow, experience and network knowledge of our carriers is a key critical success factor and is our edge.

"Of course we compete like hell over every contract and every kilo, but at network events and when we see each other on the road it is all respectful and cordial."

The past and future

The year that HAE Group opened in the United States was auspicious: the US air cargo sector soared in 2004. In a resounding culmination of that year, US air cargo closed the year with a bustling December that showcased remarkable achievements in international airfreight and express cargo, underscoring a period of robust activity along transpacific and transatlantic corridors.

Published by the US Air Transport Association (ATA) that year, statistics showed a surge of 16%, propelling the volume of international airfreight and express cargo carried by US carriers to a remarkable one billion revenue ton-miles in December alone. Transpacific routes surged by 15%, taking cargo to 529 million revenue ton-miles. Similarly, transatlantic routes experienced a substantial upswing of 18%, amassing a cargo volume of 408 million revenue ton-miles, while Latin routes experienced 13% growth, culminating in 106 million revenue ton-miles.

With a strong launch year behind them, HAE Group is looking towards a positive future, considers Storcks.

He says: "The next phase of development for us is the increased implementation of our Quote Management System – QMS. This self developed tool allows us to support our airline partners and customers out of hours and at weekends as it's supported by our centralised off shore team."

WHAT AI TECHNOLOGIES OFFER THE NORTH AMERICAN AIR CARGO SUPPLY CHAIN

“The potential of AI to revolutionise the air cargo supply chain spans multiple dimensions”

Like much of the global airfreight industry, stakeholders in the North American air cargo industry are toying with greater use of AI (Artificial Intelligence). Managers are beginning to utilise cutting-edge technology to provide customers with enhanced supply chain tools for streamlined and efficient shipping processes.

According to CHAMP Cargosystems, the emergence of ChatGPT (Generative Pre-trained Transformer), a free online chatbot developed since 2019 and launched in November 2022, has triggered a significant wave of impact within the realm of AI technologies. The ramifications for customer engagement, automation and knowledge exchange are profound. This surge in technological competition is poised to establish distinct winners and losers across the digital landscape in North America, not only automating processes and intricate creative tasks but also fundamentally transforming various existing systems. The question arises: how can these technological advancements bolster the air cargo sector in the world's most important airfreight market?

The potential of AI to revolutionise the air cargo supply chain spans multiple dimensions. An instrumental domain for AI's potential is optimising routing and scheduling. By dissecting real-time data on flight trajectories, weather conditions and cargo demand, AI-fuelled systems empower cargo airlines to make astute decisions on flight destinations and timings.

Additionally, AI can be instrumental in cargo tracking and monitoring. Through the integration of machine learning algorithms and IoT sensor technology, cargo enterprises can secure real-time insights into cargo location, temperature, and condition, enabling timely intervention and issue resolution during transit.

AI-driven predictive maintenance stands as a promising avenue in air cargo operations. The judicious analysis of sensor data and related insights enables AI systems to forecast the maintenance requirements of specific aircraft components, thereby facilitating proactive servicing or replacement. This not only minimises downtime but also averts costly repairs.

Emery Air and Cargospot

During late 2022, Emery Air successfully implemented CHAMP's Cargospot Handling solution, bolstering operational efficiency and expediting cargo processes at Chicago-Rockford International Airport. This solution enhances cargo operations and terminal management, simplifying usage for ground handlers and terminal operators while minimising training time.

The introduction of Cargospot Mobile empowers Emery Air to leverage iOS and Android mobile and tablet devices, mitigating inefficiencies associated with non-native systems. With Cargospot Handling, data collected on the warehouse floor seamlessly integrates into Emery's cargo management application.

Joseph Matozzo, director of cargo at Emery Air, underscores the advantage of automation services furnished by Cargospot Handling and Mobile. He says that these technologies instil a sense of control and organisation in warehouse operations, facilitating the smooth movement of freight from the dock to the tarmac.

David Linford, director of global sales and account management at CHAMP Cargosystems, expresses satisfaction at Emery Air's integration of Cargospot solutions for Ground Handling Agents (GHAs). The Cargospot Mobile solution, equipped with real-time data synchronisation

to the Cargospot system, empowers ground handlers to efficiently oversee cargo movement through commonplace handheld devices.

AA collaborates with CHAMP

In 2022, American Airlines and CHAMP Cargosystems announced the extension of their collaboration, solidifying access to the expansive air cargo community platform, TRAXON cargoHUB. The ongoing partnership equips American Airlines with access to CHAMP's extensive global network of freight forwarders.

Having relied on CHAMP's solution for over two decades, American Airlines has effectively streamlined interactions with all community stakeholders through a unified system, regardless of message format or protocol.

Nicholas Xenocostas, VP commercial and customer engagement at CHAMP Cargosystems, shows delight at American Airlines' renewal of CHAMP's TRAXON cargoHUB solution. He affirms CHAMP's commitment to expanding their service spectrum to foster enhanced connectivity within the airline community, focusing on delivering optimal solutions for seamless engagement throughout the air cargo supply chain.

FourKites enhances visibility

Pioneering supply chain visibility provider FourKites has introduced a suite of potent capabilities to amplify airfreight visibility on a global scale. These new features, encompassing cutting-edge dashboards and distinctive insights into carrier events, split shipments and booking particulars, seamlessly complement FourKites' existing end-to-end international visibility solutions, facilitating proactive route optimisation based on real-time inputs.

Carrier Events View empowers shippers to cross-reference carrier website data with FourKites' milestones, events and dynamic Estimated Time of Arrivals (ETAs) for air. This synergy streamlines workforce efficiencies and collaborative efforts, driven by high-fidelity end-to-end visibility data.

The introduction of New Dashboards, including Transit Time, On-time Performance, Milestone, Customer Health and Lane Dashboards, furnishes strategic insights into carrier and lane performance, tracking health and more. Split Shipments facilitate the monitoring of cargo divided across multiple flights or routes, providing enhanced visibility into inventory levels and fortifying resource planning and pickup scheduling.

Booking Details offer a comprehensive overview of flight expectations, encompassing flight number, status, origin/destination, arrival/departure times, quantity, weight, and volume, in real-time alignment with tracking updates. Chad Heller, executive vice president of global development at Pegasus Logistics, underscores the essential partnership with FourKites in enhancing informed freight forwarding decisions and elevating customer experiences.

FourKites' expanded capabilities in airfreight build upon Pegasus' robust growth in the sector, encompassing over 150% expansion in air volume in the past year. With tracking across more than 100 airlines and 17,000 airports, integration with major parcel providers, and an industry-first innovation in Dynamic ETA for Air, FourKites' commitment to comprehensive air visibility solidifies its role as a pivotal enabler of efficient and accurate global supply chains.



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CANADIAN MOVES IN SAF DEVELOPMENT

“C-SAF recognises the urgency of the climate crisis, and we are fully committed to a sustainable future”

The Canadian Council for Sustainable Aviation Fuels (C-SAF) has unveiled a comprehensive roadmap delineating its strategic policy framework, paramount action items and forthcoming measures. The roadmap serves the pivotal objective of ensuring the enduring competitiveness of the Canadian aviation sector while navigating a net-zero trajectory by the year 2050. This strategic blueprint has been forged through a collaborative effort involving the Energy Futures Lab and the Transition Accelerator.

Established in February of 2022 by a consortium comprising 60 airlines that operate within Canada, including cargo airlines, along with stakeholders in the Canadian aviation ecosystem such as suppliers, aerospace manufacturers, airports, finance entities and academia, the Council has a mission to facilitate the generation and distribution of cost-effective, low-carbon sustainable aviation fuels (SAF) produced on Canadian soil. This initiative aligns seamlessly with the contours of Canada's Aviation Climate Action Plan, where SAF assumes a pivotal role in the endeavour to curtail aviation's carbon footprint, particularly with respect to long-haul flights. This is a segment projected to account for a substantial proportion of Canadian aviation emissions in the forthcoming decades.

The first roadmap for SAF in Canada relies on three key objectives to balance:

- Decarbonise now: maximise SAF now from commercial-ready pathways.
- Feedstock activation: establish commercial pathways for all Canada's feedstocks.
- Innovation drive: launch demonstrations with homegrown technology in multiple pathways.

“C-SAF recognises the urgency of the climate crisis, and we are fully committed to a sustainable future. Canada has all the ingredients to create an affordable and reliable SAF market, and it is imperative to ramp up our efforts while pursuing the development of long-term solutions such as electric and hydrogen technologies. I am thankful today to see our vision come together and thank all our partners who will enable Canada to become a leader in the decarbonisation of global aviation,” said Geoff Tauvette, executive director of C-SAF.

Air Canada on board

Air Company, a pioneering force in the transformation of surplus carbon into a valuable asset for sustainable industrial applications, has unveiled a partnership with Air Canada, the pre-eminent national airline and flag

carrier of Canada. This collaborative venture is strategically positioned to expedite the advancement of power-to-liquid sustainable aviation fuel (PtL SAF) across diverse North American markets by 2025.

Air Company's proprietary power-to-liquid (PtL) pathway is driven by the company's exclusive catalyst. Leveraging the wealth of renewable energy resources within Canada's purview and capitalising on the incentives afforded by green hydrogen tax credits, the collaboration between Air Company and Air Canada extends to the prospective development of Airmade SAF within the Canadian landscape. Airmade SAF stands as a fully seamless drop-in solution, having undergone rigorous testing with the US Air Force as a complete, unadulterated replacement for aviation fuel.

In embracing this endeavour, Air Canada joins the ranks of JetBlue and Virgin Atlantic, becoming an integral component of Air Company's airline ecosystem, dedicated to the realisation, proliferation, and delivery of sustainable aviation fuel throughout North America.

Gregory Constantine, the CEO and co-founder of Air Company, emphasised the vast global aspirations encapsulated by their technology, further emphasising their resolute pursuit of strategic alliances to propel this shared vision.

“We are elated to explore avenues for introducing the Airmade technology to Canada, thereby contributing to Air Canada's resolute path towards net-zero emissions. Our tireless efforts have culminated in the accelerated commercialisation of PtL SAF, with a profound mission to liberate the aviation sector from its fossil fuel reliance,” said Constantine.

Echoing these sentiments, Michael Rousseau, the president and chief executive officer of Air Canada, reaffirmed the airline's unwavering commitment to trailblazing solutions that drive sustainable GHG emissions reduction. The strategic alignment with Air Company's CO₂-derived SAF stood as a testament to Air Canada's resolute commitment to ushering transformative technologies to scale within Canada, notably in their ambitious journey towards net-zero GHG (Green House Gases) emissions by 2050.

Canada's resolute ambition for net-zero GHG emissions is anchored in the evolution of various pioneering technologies, with PtL SAF at the forefront. With the ideal intersection of federal and provincial policies and a conducive incentive landscape bolstering SAF production, Canada holds the potential to ascend as a global frontrunner in renewable energy utilisation and production.

The revelation of this partnership follows a sequence of momentous milestones for Air Company, underscored by a substantial \$65 million contract with the US Air Force.

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