



# ACW

AIR CARGO WEEK

# DAILY NEWS



THURSDAY • 27 JUNE 2024 THE OFFICIAL DAILY NEWSPAPER OF AIR CARGO CHINA 2024

**THE TOP GUN OF AIRFREIGHT ...**  
Here are the well deserving winners of this year's ACW World Air Cargo Awards ...



**JOINING FORCES IN ASIA'S ...**  
The Asia Pacific region has experienced significant growth in the aviation and logistics sectors over the past few years. With increasing globalisation ...



**REALIGNING DEMAND IN THE ...**  
The Asia-Pacific (APAC) region has long been a driving force in the air cargo industry, fuelled by robust economic growth, expanding consumer ...



**R**eturning after a six-year absence, Air Cargo Week's World Air Cargo Awards (WACA) saw companies from across the globe gather in the Shanghai New International Expo Centre to celebrate the industry's successes.  
Attendees gathered at the main stage on the second day of air cargo China, part of transport logistic China, to look back on the past 12 months and salute the hard work that goes into

ensuring a strong supply chain and successful logistics sector.  
"I always look forward to this, as I get to meet with so many airports, cargo companies, logistics companies, I learn so much. Everyone who was a nominee has done great achievements," Steven Weathers, host of the WACA, stated.  
"It was once again a pleasure to have our awards evening organised during Air Cargo & Transport Logistics China. This way we can give

our well deserved winners good exposure in what still is the largest air cargo country in the world," Steven Polmans, Managing Director of Air Cargo Week, stated.  
We'd like to thank all the sponsors of our awards - Air France KLM Martianir Cargo, Awery Aviation Software, Brussels Airport, Cologne Airport, Euro Cargo Aviation, HACTL, Hong Kong International Airport, NAC AERO, United Cargo and WorldACD.

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# BOEING'S IMMERSIVE EXPERIENCE

Preparing to build on the success of the 777 freighter, Boeing is demonstrating the capabilities of their latest version, the 777-8 Freighter, through an immersive experience at air cargo China, part of transport logistic China.

The set-up is built to scale, replicating the contours and dimensions of the actual aircraft. From the side walls to the cargo handling system on the floor, every element is meticulously designed to give the impression of standing inside the real plane.

"It's a good tool for showing differentiators for the 777F and the 777-8F, compared to other options that are in the market, and we can give people an appreciation for what it's like to work in this space," John Perdoch, Boeing's director of product marketing explained.

"Everybody's been on a passenger aeroplane, so people know what that world is like but even people that work in this industry may not be the ones loading aeroplanes or seeing aeroplanes get loaded, so this helps them see as close to the real thing as we can get," John Perdoch continued.

This allows for a comprehensive visualisation of how cargo is managed and positioned within the aircraft, showing how types of cargo are loaded onto the aircraft, including standard aviation pallets, large industrial equipment, automotive vehicles, live animals, and more.

"We've received a lot of good feedback from it. We've had some airline customers say 'we want this for our training department because it's full scale and you get a real appreciation of being in the aeroplane'."



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# THE TOP GUN OF AIRFREIGHT TAKE SALUTE

Here are the well deserving winners of this year's ACW World Air Cargo Awards:



**Winner:**  
DHL Global Forwarding

## Airfreight Forwarder of the Year 2024

**Sponsored by:** Air France KLM Martinair Cargo

**Presented by:** Bénédicte Duval, Vice President Intercontinental Area, Air France KLM Martinair Cargo.

**Finalists:** DHL Global Forwarding, DSV, Eagle Air Agencies, Geodis, Kerry Logistics, Kuehne + Nagel, Scan Global Logistics.



**Winner:**  
Swissport

## Air Cargo Handling Agent of the Year 2024

**Sponsored by:** Hong Kong International Airport

**Presented by:** Irene Lau, General Manager, Aviation Logistics (Hong Kong) (Acting), Hong Kong International Airport.

**Finalists:** Aviapartner, dnata, HACTL Hong Kong Air Cargo Terminals Ltd, Menzies Aviation, PACTL, Swissport, WFS (SATS Group).



**Winner:**  
Air Charter Service

## Air Cargo Charter Broker of the Year 2024

**Sponsored by:** HACTL

**Presented by:** Wilson Kwong, Chief Executive, HACTL.

**Finalists:** ACA International, Air Charter Service, Air Partner, Chapman Freeborn.



**Winner:**  
Viracopos International Airport

## Airport of the Year 2024

**Sponsored by:** World ACD

**Presented by:** Ken de Witt Hamer, CEO, World ACD.

**Finalists:** Brussels Airport, Cologne Bonn Airport, Dallas/Fort Worth International Airport, Hong Kong International Airport, Singapore Changi Airport, Vienna International Airport, Viracopos International Airport.



**Winner:**  
ECS Group

## Air Cargo General Sales Agent of the Year 2024

**Sponsored by:** Awery Aviation Software  
**Presented by:** Vitaly Smilianets, Founder & CEO & Tristan Koch, CCO, Awery Aviation Software.

**Finalists:** Air Logistics Group, ATC Aviation ECS Group, Euro Cargo Aviation, Fly Us, Global GSA Group, Network Airline Services.



**Winner:**  
Qatar Airways Cargo

## Air Cargo Industry Customer Care Award 2024

**Sponsored by:** Brussels Airport  
**Presented by:** Dimitri Bettoni, Head of Cargo, Brussels Airport Company.

**Finalists:** ECS Group, Ethiopian Cargo & Logistics Services, Logimark International, Qatar Airways Cargo, Saudia Cargo, Sri Lankan Cargo, Webcargo.



**Winner:**  
Qatar Airways Cargo

## Air Cargo Industry Achievement Award 2024

**Sponsored by:** Cologne Bonn Airport  
**Presented by:** Andrea Geslao, Senior Manager, Cargo, Cologne Bonn Airport.

**Finalists:** cargo.one, ECS Group, Ethiopian Cargo & Logistics Services, Qatar Airways Cargo, Saudia Cargo, United Cargo, Webcargo.



**Winner:**  
Webcargo

## Information Technology for the Air Cargo Industry Award 2024

**Sponsored by:** United Cargo

**Presented by:** Lawrence Chee, Director of Operations – Asia Pacific, United Cargo.

**Finalists:** Awery, cargo.one, CargoAi, CargoTech, Nallian, Rotare Group, Webcargo.



**Winner:**  
Qatar Airways Cargo

## Air Cargo Industry Marketing & Promotional Campaign Award 2024

**Sponsored by:** NAV AERO

**Presented by:** Jerry Qian, APAC Business development manager.

**Finalists:** Air France KLM Martinair Cargo, cargo.one, CargoAi, ECS Group, Ethiopian Cargo & Logistics Services, Qatar Airways Cargo, Saudia Cargo.



**Winner:**  
Qatar Airways Cargo

## Cargo Airline of the Year 2024

**Sponsored by:** Euro Cargo Aviation

**Presented by:** Hubert van der Laaken, CEO, Euro Cargo Aviation.

**Finalists:** Air France KLM Martinair Cargo, Cathay Cargo, Challenge Group, Ethiopian Cargo & Logistics Services, Latam Cargo, Qatar Airways Cargo, Saudia Cargo, Sri Lankan Cargo, Turkish Cargo, United Cargo.



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More than 2 million tons of cargo is transported to the world from SMARTIST annually with Turkish Cargo, the air cargo brand that flies to the most destinations in the world.



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# JOINING FORCES IN ASIA'S FREIGHT FORWARDING SECTOR

The Asia Pacific region has experienced significant growth in the aviation and logistics sectors over the past few years. With increasing globalisation and trade flows, demand for air cargo services has surged, driving expansion in the region's freight forwarding industry. Specifically, there has been a notable rise in e-commerce activity, cross-border trade, and manufacturing activities, all contributing to the growth and stability of year-round air freight demand in the Asia Pacific region. The establishment of TAMEX by Extrans Global was driven by a strategic decision to diversify the company's service portfolio and enhance its competitiveness in the sector.

Recognising the growing demand for airline General Sales and Service Agents (GSSA) sector, TAMEX saw an opportunity to leverage its expertise in freight forwarding to expand into this segment. By establishing TAMEX, Extrans Global aims to offer our customers a more comprehensive suite of services while tapping into new revenue streams and strengthening our position in the market.

"The global GSA market is indeed competitive, with established players already operating in the Korean market," Alvin Tam, Senior Vice President of Commercial at TAM Group, said.

"However, we view this competition as an opportunity rather than a threat. TAMEX is committed to differentiation through agility, superior service qualities, and innovative additive solutions. By leveraging our agility, customer-centric approach, and strategic partnerships, we are confident in our ability to thrive in this competitive landscape.

"TAM Group, our joint venture partner for TAMEX, is a renowned GSSA company based in Hong Kong. With a strong presence globally, TAM Group brings extensive experience and a robust network to our partnership. Their expertise in the GSSA sector complements our strengths, and we are confident that our collaboration will drive mutual growth and success for TAMEX.

## Market challenges

Fluctuation in demand, geopolitical pressures, and changing airfreight volumes pose challenges to long-term planning in the sector by introducing uncertainty, volatility, and risks to business operations. GSSA providers must adopt a dynamic and adaptive approach to strategic planning, incorporating scenario analysis, risk management, and agility into decision-making processes. By staying agile, innovative, and customer-focused, GSSAs can effectively navigate market dynamics, seize opportunities, and sustain growth in the face of uncertainty.

"Geopolitical events can impact capacity by restricting access to certain airspace or routes, thereby affecting flight schedules, cargo flows, and trans-

portation networks," Tam stated.

"In response, GSSA providers like us, work closely with airlines to assess route availability, adjust capacity allocations, and explore alternative transportation options to minimise disruptions and ensure timely delivery of cargo.

"By maintaining flexibility, agility, and strong partnerships, we mitigate the impact of geopolitical events on capacity and uphold service reliability for our customers."

Despite flat airfreight volumes, the GSSA market is expected to remain resilient and continue to grow, driven by increasing demand for specialised air cargo services, e-commerce logistics, and pharmaceutical transportation. As companies seek more efficient and cost-effective solutions for their logistics needs, GSSA providers like TAMEX are well-positioned to offer value-added services, optimise capacity utilisation, and drive growth through strategic partnerships and market expansion initiatives.

"External pressures such as inflation and conflicts can impact operations by affecting fuel prices, currency exchange rates, and trade routes," Tam continued.

"These factors may lead to increased operating costs, supply chain disruptions, and changes in market dynamics, requiring GSSA providers to adapt quickly and implement contingency plans to mitigate risks.

"TAMEX closely monitors external developments, maintains open communication with stakeholders, and adopts a proactive approach to address challenges and safeguard operational continuity."

## Future developments

TAMEX is focused on strategically expanding its presence in South Korea as a hub to further expand and grow its influence globally. With South Korea acting as a global hub for its partnered airlines, TAMEX strives to provide global outbound solutions for major airlines interconnecting the East and West sides of the globe.

With these goals, TAMEX hopes to provide more solutions and options to its partners in terms of schedule stability and flexible rates. By strategically positioning itself in South Korea, TAMEX aims to capitalise on emerging opportunities and strengthen its position as a leading GSSA provider in the region.

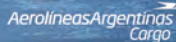
"TAMEX is looking at evolving in line with changing customer requirements by prioritising agility, innovative solutions, and service excellence," Tam outlined.

"We are investing in agile initiatives to provide flexible solutions and off-the-table solutions for our partners to give customers with greater control over their shipments.



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# BOOSTING AFRICA-ASIA TRADE



Asia stands as Africa's primary trade partner, with a significant influx of e-commerce and electronic goods from China. These goods often pass through Hong Kong en-route to the region, alongside pharmaceuticals primarily originating from India. However, the existing freighter capacity between Asia and Africa remains limited. Consequently, much of the cargo

traverses through Middle Eastern hubs or, in certain instances, European ones.

This scarcity of direct passenger routes between Asia and Africa further constrains belly capacity, underscoring the necessity to expand airfreight operations through dedicated freighters.

"Astral Aviation provides dedicated capacity on its B767F for scheduled and adhoc charters to and from Asia-Pacific (APAC) region which accounts for 40 percent of its flights," Sanjeev Gadhia, Astral Aviation's CEO, highlighted.

"Connecting airfreight from Hong Kong and Guangzhou into Astral's Nairobi Hub offers a reliable and efficient flow of e-commerce cargoes for Africa."

The advertisement features a blue background with a white sky and clouds. At the top left is a circular logo celebrating 40 years (1983-2023) of ACL Airshop. To the right of the logo, the text reads "Any Place. Any Time." and "CUSTOM ULD SOLUTIONS™". Below this is the large red and blue "A" logo for ACL Airshop. In the bottom right, a hand holds a smartphone displaying a map and flight information, next to a cardboard ULD (Unit Load Device) secured with blue straps. The ULD has a label that reads "Astron 51004 FF".

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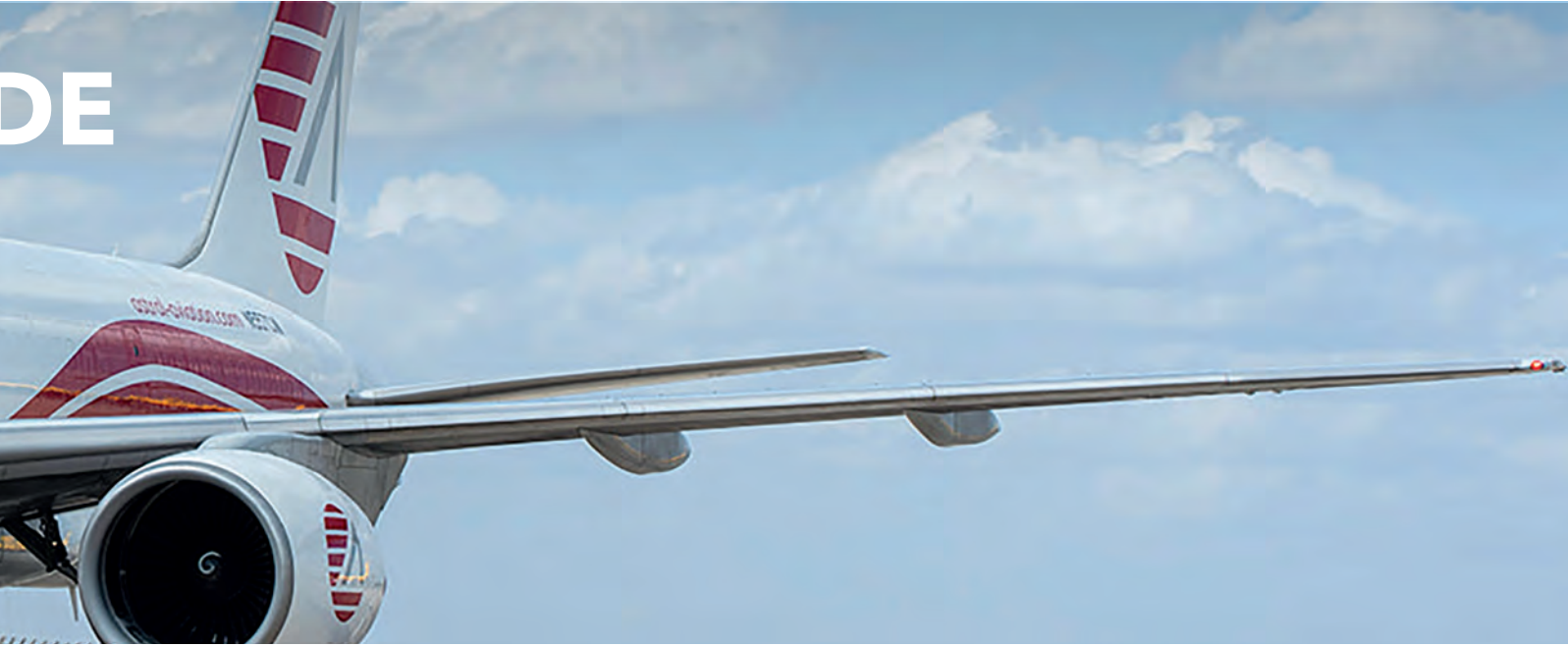


## Target market

Astral Aviation's focus is on niche markets from the APAC Region to the Middle East and Africa, offering a combination of ad hoc and scheduled flights that are tailor-made for e-commerce shipments.

The Boeing 767F, with a payload of between 40-50 tonnes, is an ideal freighter for mid-sized volumes with point-to-point solutions which gives





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**“This is a remarkable improvement from 2021 – mid 2022 when exports from APAC region were at the lowest levels following Covid-19 and the late resumption of exports, especially from China”**

Over the past 12 months, this has led to the carrier experiencing over 30 percent growth in the Asia Pacific Region, likely to increase by 15 percent every year from 2025 onwards.

“This is a remarkable improvement from 2021 – mid 2022, when exports from the APAC region were at the lowest levels following Covid-19 and the late resumption of exports, especially from China,” Gadhia proudly stated.

Astral a competitive advantage.

“Astral Aviation plans to commence scheduled flights from Guangzhou to Nairobi and Johannesburg with effect from July 2024 following the arrival of its B767-300F, which will offer new opportunities and capacities for airfreight from China – Africa,” Gadhia outlined.

**Trending upwards**

Forging interline collaborations with various airlines in Asia, notably China Southern, Cathay Pacific, SF Express and China Airlines, Astral Aviation has worked to promote the consolidation and distribution of cargoes destined for Africa in various hubs.



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**G**lobally, Asia serves as a major manufacturing hub, with countries like India, Vietnam, and China playing significant roles. Sri Lanka's strategic location positions it as a crucial bridge connecting Asia to the West, facilitating seamless movements and enhancing connectivity between the two regions.

"Strategically positioned at our hub at Sri Lanka's Bandaranaike International Airport, our airline benefits from access to a vast market of approximately 4.2 billion people within an 8-hour flight radius," Chaminda Perera, Head of Cargo at SriLankan Airlines, explained.

"This advantageous location, easily accessible by both sea and air, is in close proximity to India and China—two of the world's largest manufacturing hubs—providing us with a significant growth opportunity."

### Rebounding market

The Asian market, including Sri Lanka, has experienced considerable volatility despite a consistent upward trend in capacity. Notably, there has been an improvement in volumes entering Sri Lanka following the removal of import restrictions.

"With the gradual easing of Covid-19 restrictions, there has been a consistent rise in passenger travel demand. As a result, airline schedules have rebounded to more than 95 percent of their pre-2019 levels.

"In terms of total air cargo movements, 65 percent of the cargo is transported using the belly capacity of passenger aircraft. This indicates that the upswing in passenger travel has provided substantial support to airfreight operations.

### Digital drive

SriLankan Cargo has ventured into digital distribution platforms to broaden its market reach, enhance visibility, and boost sales distribution.

"Transparency is an absolutely essential aspect in the electronic age. The demand for real-time accessibility of information and action has increased," Perera stated.

"It is imperative to note that this data is readily available and accessible at the user's fingertips. Concepts such as digital distribution channels offer customers with real-time forwarding and bookings and responses between the carrier and customers.

"Meanwhile, approvals from authorities and clearance at destinations can be minimised, saving time, by utilising digital communication capabilities.

With the overall industry embrace of technology, SriLankan Cargo has strengthened interline collaborations and expanded trucking partnerships.

"This move is aimed at extending our reach to areas that might not be efficiently served through direct operations. By leveraging distribution partners and extending

services beyond our traditional route network, we are poised to significantly enhance our distribution capabilities," Perera explained.

### Opportunities on the horizon

Since the beginning of the pandemic, there has been a significant surge in e-commerce activity, evolving from a necessity during the pandemic to a lifestyle choice.

"Retail purchasing is shifting towards digital e-commerce platforms, and



**"It is imperative to note that all this data is readily available and accessible at the user's fingertips"**

effective logistics are crucial for timely and cost-efficient delivery of goods," Perera highlighted. "In terms of time efficiency, airfreight plays a pivotal role in minimising delivery times.

"Simultaneously, the pharmaceutical sector has maintained a steady flow of goods, meeting moderate demand levels."

There is also currently a notable increase in demand for cargo transportation from the Far East to the West, covering Europe and the USA. This surge is largely a result of the Red Sea crisis and congestion in maritime shipping due to container shortages.

"It is important to note that the duration of this heightened demand, whether it will be short-term or medium-term, is yet to be determined," Perera noted.

"Freight operators have been actively responding to this surge by deploying additional capacity to fulfil the increased demands of customers, keeping them busy during this period.

"Our primary concern is the anticipated surge in demand due to the Red Sea crisis, which we view as an opportunity for airfreight services."

THERE WAS FORMULA 1.  
UNTIL THE DAY THERE WAS Ayrton Senna.

THERE WAS REVENUE MANAGEMENT.  
**UNTIL THE DAY**  
THERE WAS ECS GROUP.

**ECS@GROUP**



# REALIGNING DEMAND IN THE ASIA-PACIFIC MARKET

**T**he Asia-Pacific (APAC) region has long been a driving force in the air cargo industry, fuelled by robust economic growth, expanding consumer markets, and the rise of e-commerce. However, the onset of the Covid-19 pandemic brought unprecedented disruptions, reshaping demand patterns and supply chains worldwide.

During the height of the pandemic, air cargo emerged as a lifeline for essential goods, including medical supplies and perishable goods. This surge in demand, coupled with the grounding of passenger flights, led to a capacity crunch and soaring freight rates across the APAC region.

As economies gradually reopen and trade rebounds, the APAC air cargo market is witnessing a shift in demand dynamics.

Addressing this issue, Mark Sutch, Chief Commercial Officer of IndiGo Airlines, explained that “the cargo business was an ancillary to the IndiGo airlines until Covid-19 hit the globe, which created an opportunity for the carrier to shift its focus to the mainstream cargo business.

“We identified top niche markets and developed them under our cargo business plan. Although we are at the beginning of the journey, we are determined to develop it as the core business pillar of IndiGo.”

## Capacity challenges

Despite the rebound in demand, capacity constraints continue to pose challenges for the APAC air cargo market. The prolonged grounding of passenger flights, which typically carry a significant portion of air cargo in the belly hold, has resulted in a persistent shortfall in available capacity.

From the Indian market perspective, Sutch said: “It is an exciting market to be in and has a tremendous potential, however, it needs few things.

“Despite China +1 and Make In India initiatives of the Indian government, India is well behind in cross-border shipments. Although the domestic e-commerce market in India is booming, it’s still lacking behind China, where the cumulative daily e-commerce cargo movement exceeds 10,000 tonnes.

“Furthermore, another exceptional model is Hong Kong, and India can certainly take some notes in beating capacity constraints and boosting cargo volumes.

“Owing to this analysis, India still has a long way to go. It certainly takes advantage of the belly cargo and shall continue, as Indian operators have a cumulative 150 aircraft orders.

“IndiGo alone moves 350,000 metric tonnes of cargo each year and has a prime opportunity in the pharma and perishables cargo movement. With the new aircraft orders, India can certainly add a huge capacity to the market and shall boost its cargo movement.”

While dedicated freighter aircraft have helped mitigate some of these

capacity constraints, they alone cannot meet the growing demand for air cargo services. Airlines have been exploring innovative solutions to maximise cargo capacity, including the deployment of passenger aircraft for cargo-only operations and the conversion of passenger aircraft into temporary freighters.

Adding to the topic, Vivian Lau, Chair & Group Chief Executive, Pacific Air Holdings Limited stated that, “Intensity of the focus is to move goods around the globe is prominent.

“Starting in Hong Kong, the carrier made its prime focus on Vietnam with all hands-on deck and made a fruitful journey from that strategic point.

“It is indeed surprising to understand the supply chain of e-commerce and how air cargo has made its dominance in this particular sector of the industry.”

However, these measures have their limitations, and the industry is facing pressure to find sustainable, long-term solutions to address the capacity crunch. Investment in infrastructure, fleet expansion, and collaboration among stakeholders will be crucial in meeting the evolving needs of the APAC market.

Kenneth Chan, Head of Strategy and Business Development at Malaysian Airlines Cargo added: “Although Malaysian Airlines is majority known as the passenger carrier, we have been making strategic restructuring efforts to fit the growing opportunity.

“We currently have Airbus A330 P2Fs deployed across our cargo network and trying to rebalance the cargo flown with the tapped opportunity. We are excited about strategic partnerships within the region as Kuala Lumpur Cargo accounts for 50% of transit cargo connecting across the Southeast Asia region.”

## New normal

In response to the challenges posed by the pandemic, stakeholders in the APAC air cargo market have demonstrated resilience and adaptability. Airlines, freight forwarders, airports, and regulatory authorities have collaborated closely to ensure the efficient movement of goods while prioritising safety.

Technological advancements have also played a crucial role in streamlining operations and enhancing efficiency in the air cargo industry. Digital platforms, data analytics and automation technologies have enabled stakeholders to optimise routes, manage inventory, and track shipments in real time, contributing to greater transparency and agility in the supply chain.

Addressing this, Robert Zhang, Commercial Director at SF Airlines, outlined: “Cross-border e-commerce was a game changer, and it will remain the same over the coming decade.

“In 2023, cross-border e-commerce capped at US\$50 Billion, spanning across all continents. To tap this extraordinary potential, it is mandatory to have a strategic fleet expansion plan and target to meet the demands.”

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west airlines



# ACW

AIR CARGO WEEK

## DAILY NEWS



星期四 - 2024年6月27日

2024年《中国航空货运》官方日报

**向空运业的领军人物致敬...**


以下是本年度ACW世界航空货运奖当之无愧的获奖者:



4

**亚洲货运代理行业的联合...**

在过去几年中, 亚太地区的航空和物流业经历了显著增长。随着全球化程度的不断提高...



6

**调整亚太市场需求...**

在强劲经济的推动下, 亚太地区一直是航空货运业的驱动力...



12



**阔**别六年后, 航空货运周报(Air Cargo Week)于上海新国际博览中心再次举办世界航空货运大奖(World Air Cargo Awards)颁奖典礼。来自全球各地的公司齐聚一堂, 共同庆祝航空货运业所取得的成功。

在中国国际航空货运展览会的第二天, 与会者齐聚主舞台, 共同回顾过去的12个月, 向全体航空货运从业者所付出的

辛勤努力致敬。正是他们的这些辛勤付出造就了强大的供应链和物流行业的成功。

WACA的主持人史蒂文·威瑟斯说: “我一直很期待这次颁奖晚会, 因为我能见到这么多机场的、货运公司的、物流公司的专业人士, 学到很多东西。每一个被提名的人都取得了巨大的成就。”

航空货运周报总经理Steven Polmans表示: “我们很高兴再次在中国国际航空

货运与运输物流展览会期间举办颁奖晚会, 这样我们就可以在这个世界上最大的航空货运国度为我们当之无愧的获奖者提供良好的曝光机会。”

我们要感谢所有赞助我们奖项的人: 法航KLM Martianir货运、Awery航空软件、布鲁塞尔机场、科隆机场、欧洲货运航空、香港空运货站、香港国际机场、南航航空、联合货运及WorldACD。

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# 波音公司的沉浸式体验

**在** 777货机的成功基础上，波音公司在中国航空货运展（中国运输物流展的一部分）举办了一场身临其境的体验活动，展示其最新型号777-8货机的性能。

该机型复制了实际飞机的轮廓和尺寸，按比例建造而成。从侧壁到地板上的货物装卸系统，每一个元素都经过精心设计，让人仿佛置身于真正的飞机上。

波音公司产品营销总监John Perdoch解释说：“与市场上的其他选择相比，这是展示777F和777-8F差异化的一个很好的工具，我们可以让人们了解在这个空间工作是什么感觉。”

John Perdoch继续说：“每个人都乘坐过客机，所以人们知道客机的世界是什么样的。但即使是在这个行业工作的人，也不一定知道货机的世界是什么样子，因为他们不一定给飞机装卸过货或看到过飞机装卸货。所以这可以帮助他们看到尽可能接近真实的情况。”

这可以全面可视化货物在飞机上的管理和定位，显示标准航空托盘、大型工业设备、汽车、活体动物等不同类型的货物是如何装载到飞机上的。

“我们收到了很多正面反馈。我们的一些航空公司客户说‘我们的培训部门想要这个，因为它是全比例的，你能真正体会到在飞机上的感觉’。”



- |           |                   |
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# 向空运业的领军人物致敬

以下是本年度ACW世界航空货运奖当之无愧的获奖者:



获奖者  
DHL Global Forwarding

## 2024年度最佳空运代理公司

赞助方: Air France KLM Martinair Cargo  
颁奖者: Bénédicte Duval, 洲际区副总裁, Air France KLM Martinair Cargo.  
决赛选手: DHL Global Forwarding, DSV, Eagle Air Agencies, Geodis, Kerry Logistics, Kuehne + Nagel, Scan Global Logistics.



获奖者  
Swissport

## 2024年度航空货运代理

赞助方: Hong Kong International Airport  
颁奖者: Irene Lau, General Manager, 航空物流(香港)总经理, Hong Kong International Airport.  
决赛选手: Aviapartner, dnata, HACTL Hong Kong Air Cargo Terminals Ltd, Menzies Aviation, PACTL, Swissport, WFS (SATS Group).



获奖者  
Air Charter Service

## 2024年度航空货运包机经纪人

赞助方: HACTL  
颁奖者: Wilson Kwong, 首席执行官, HACTL.  
决赛选手: ACA International, Air Charter Service, Air Partner, Chapman Freeborn.



获奖者  
Viracopos International Airport

## 2024年最佳机场

赞助方: World ACD  
颁奖者: Ken de Witt Hamer, 首席执行官, World ACD.  
决赛选手: Brussels Airport, Cologne Bonn Airport, Dallas/Fort Worth International Airport, Hong Kong International Airport, Singapore Changi Airport, Vienna International Airport, Viracopos International Airport.



获奖者  
ECS Group

## 2024年度航空货运销售总代理

赞助方: Awery Aviation Software  
颁奖者: Vitaly Smilianets, 创始人兼首席执行官 & Tristan Koch, CCO, Awery Aviation Software.  
决赛选手: Air Logistics Group, ATC Aviation ECS Group, Euro Cargo Aviation, Fly Us, Global GSA Group, Network Airline Services.



获奖者  
Qatar Airways Cargo

## 2024年航空货运业客户关怀奖

赞助方: Brussels Airport  
颁奖者: Dimitri Bettoni, 货运主管, Brussels Airport Company.  
决赛选手: ECS Group, Ethiopian Cargo & Logistics Services, Logimark International, Qatar Airways Cargo, Saudia Cargo, Sri Lankan Cargo, Webcargo.



获奖者  
Qatar Airways Cargo

## 2024年航空货运业成就奖

赞助方: Cologne Bonn Airport  
颁奖者: Andrea Geslao, 高级经理, Cargo, Cologne Bonn Airport.  
决赛选手: cargo.one, ECS Group, Ethiopian Cargo & Logistics Services, Qatar Airways Cargo, Saudia Cargo, United Cargo, Webcargo.



获奖者  
Webcargo

## 2024年航空货运业信息技术奖

赞助方: United Cargo  
颁奖者: Lawrence Chee, 运营总监 - Asia Pacific, United Cargo.  
决赛选手: Awery, cargo.one, CargoAi, CargoTech, Nallian, Rotat Group, Webcargo.



获奖者  
Qatar Airways Cargo

## 2024年航空货运业营销和促销活动奖

赞助方: NAV AERO  
颁奖者: Jerry Qian, 亚太区业务发展经理  
决赛选手: Air France KLM Martinair Cargo, cargo.one, CargoAi, ECS Group, Ethiopian Cargo & Logistics Services, Qatar Airways Cargo, Saudia Cargo.



获奖者  
Qatar Airways Cargo

## 2024年度最佳货运航空公司

赞助方: Euro Cargo Aviation  
颁奖者: Hubert van der Laaken, 首席执行官, Euro Cargo Aviation.  
决赛选手: Air France KLM Martinair Cargo Cathay Cargo, Challenge Group, Ethiopian Cargo & Logistics Services, Latam Cargo Qatar Airways Cargo, Saudia Cargo, Sri Lankan Cargo, Turkish Cargo, United Cargo.



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# 携手亚洲货运代理行业

**在**过去几年中，亚太地区的航空和物流业经历了大幅增长。随着全球化和贸易流量的增加，对航空货运服务的需求激增，推动了该地区货运代理业的发展。具体而言，电子商务活动、跨境贸易和制造业活动显著增加，这些都促进了亚太地区全年航空货运需求的增长和稳定。出于战略需要，Extrans Global成立TAMEX，以丰富公司的服务组合，增强公司在该行业的竞争力。

TAMEX认识到航空销售与服务总代理（GSSA）行业的需求不断增长，因此看到了利用其在货运代理方面的专长向这一领域拓展的机会。通过建立TAMEX，Extrans Global旨在为我们的客户提供更全面的服務，同时开发新的收入来源，加强我们在市场中的地位。

“全球GSA市场确实竞争激烈，在韩国市场上已经有一些老牌企业在运营。”TAM集团商务高级副总裁Alvin Tam说。

但是，我们将这种竞争视为机遇而非威胁。TAMEX致力于通过敏捷性、卓越的服务质量和创新的特殊解决方案实现差异化。通过利用我们的灵活性、以客户为中心的方法和战略合作伙伴关系，我们有信心在激烈的竞争中茁壮成长。

“我们与TAMEX的合资伙伴TAM集团是一家总部位于香港的知名GSSA公司，业务遍及全球，为我们的合作带来了丰富的经验和强大的网络。他们在GSSA领域的专业知识与我们的优势互补，我们相信我们的合作将推动TAMEX的共同增长和成功。”

## 市场挑战

需求波动、地缘政治压力和不断变化的空运量给业务运营带来了不确定性、不稳定性和风险，从而给该行业的长期规划带来了挑战。GSSA从业者必须采用动态和适应性强的战略规划方法，将情景分析、风险管理和灵活性纳入决策过程。通过保持敏捷、创新和以客户为中心，GSSA供应商可以有效地驾驭市场动态，抓住机遇，并在面临不确定性时保持增长。

“地缘政治事件可以通过限制某些空域或航线的使用来影响运力，从而影响航班时刻表、货物流量和运输网络。”Tam表示。

“对此，像我们这样的GSSA供应商会与航空公司密切合作，评估航线的可用性，调整运力分配，并探索替代运输方案，以最大限度地减少干扰，确保货物的及时交付。”

通过保持灵活性、敏捷性和强大的合作伙伴关系，我们减轻了地缘政治事件对运力的影响，并为客户维护了服务的可靠性。

尽管航空货运量持平，但由于对专业航空货运服务、电子商务物流和药品运输的需求不断增加，预计GSSA市场将保持弹性并继续增长。随着企业寻求更高效、更具成本效益的解决方案来满足其物流需求，像TAMEX这样可以提供增值服务、优化运力利用率并通过战略合作伙伴关系和市场拓展计划来推动增长的GSSA供应商处于有利地位。

“通货膨胀和冲突等外部压力会影响燃料价格、货币汇率和贸易路线，从而影响运营，”Tam继续说。

这些因素可能导致运营成本增加、供应链中断和市场动态变化，需要GSSA供应商迅速适应并实施应急计划以降低风险。

TAMEX密切关注外部发展态势，与利益相关方保持坦诚沟通，采取积极主动的方式应对挑战，保障运营的连续性。

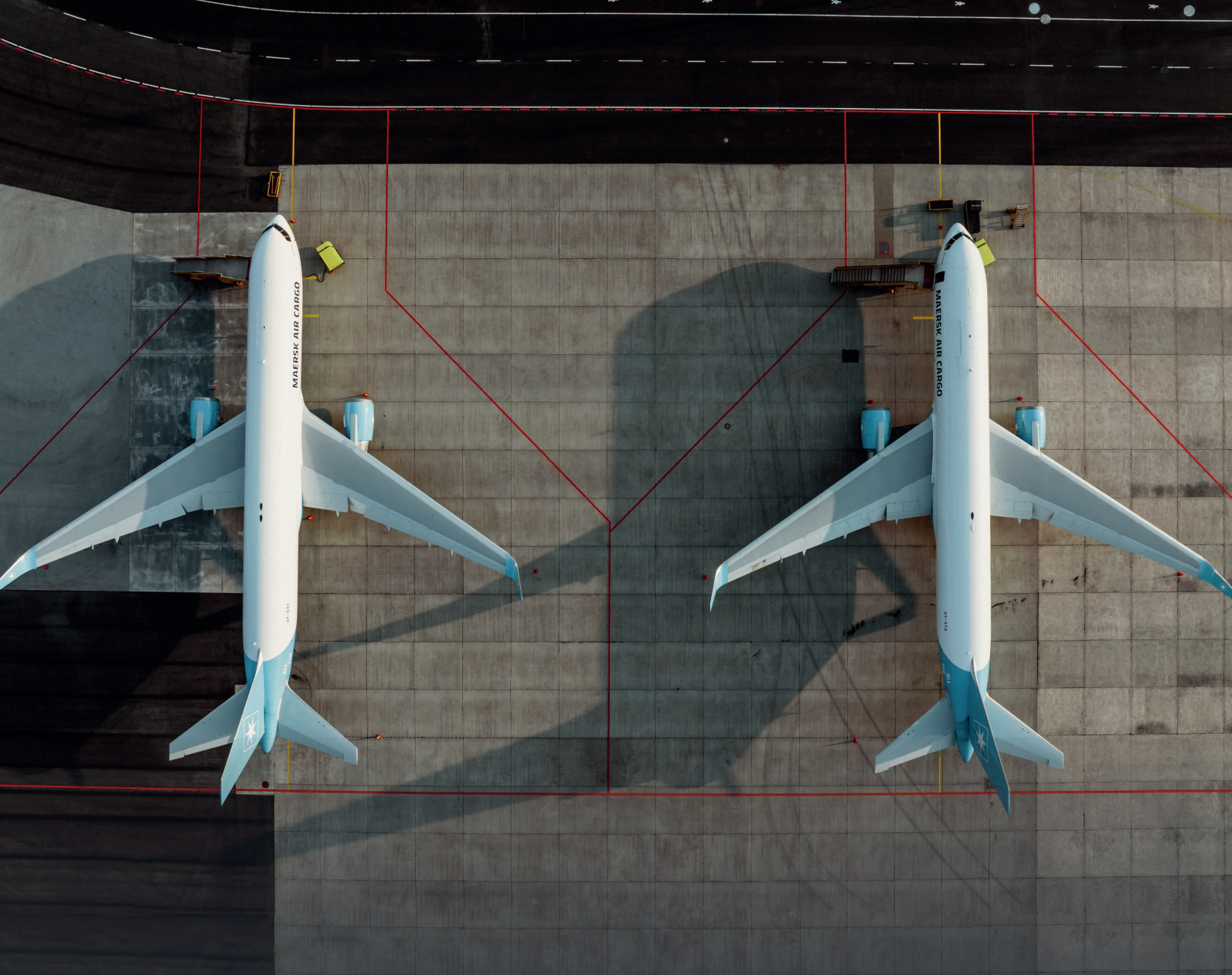
## 未来发展

TAMEX专注于战略性地拓展其在韩国的业务，将韩国作为进一步扩大和增强其全球影响力的枢纽。通过将韩国作为其合作航空公司的全球枢纽，TAMEX致力于为连接全球东西部的主要航空公司提供全球出境解决方案。

为了实现这些目标，TAMEX希望在航班时刻的稳定性和灵活的价格方面为其合作伙伴提供更多的解决方案和选择。通过在韩国的战略定位，TAMEX希望抓住新的机遇，巩固其作为该地区领先的GSSA提供商的地位。

Tam概括说：“TAMEX正着眼于根据不断变化的客户需求进行发展，将灵活性、创新解决方案和卓越服务放在首位。

我们正在投资于敏捷计划，为我们的合作伙伴提供灵活的解决方案和现成的解决方案，让客户更好地控制他们的发货。”



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# 促进亚非贸易



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亚洲是非洲的主要贸易伙伴。中国的电子商务和电子产品大量涌入非洲，这些货物以及一些主要来自印度的药品在运往该地区的途中经常经过香港。

然而，亚非之间现有的货运能力仍然有限。因此，大部分货物都要经过中东枢纽，在某些情况下还要经过欧洲枢纽。

亚非之间直达客运航线的稀缺进一步限制了腹舱运力，凸显了通过专用货机扩大空运业务的必要性。

Astral Aviation的首席执行官Sanjeev Gadhia强调说：“Astral Aviation用B767F飞机为往返亚太地区的定期和临时包机提供专用运力。亚太地区占其航班量的40%。”

将香港和广州的空运货物连接到Astral的内罗毕枢纽，为非洲提供了可靠和高效的电子商务物流。”

## 目标市场

Astral Aviation的重点是亚太地区到中东和非洲的利基市场，提供专为电子商务货运量身定制的临时和定期航班组合。

波音767F的有效载荷在40-50吨之间，是中型货运的理想选择，其点对点解决方案为Astral带来了竞争优势。

Gadhia说：“Astral Aviation计划在B767-300F抵达后，从2024年7月起开通广州至内罗毕和约翰内斯堡的定期航班，这将为中国至非洲的空运提供新的机遇和运力。”

## 上升趋势

Astral航空与亚洲多家航空公司，特别是南航、国泰航空、顺丰速运和华夏航空建立了联运合作关系，致力于在各个枢纽促进运往非洲的货物的集运和分拨。



**“在 2021 年至 2022 年中期，亚太地区的出口在 Covid-19 事件和后期恢复出口（尤其是来自中国的出口）之后处于最低水平，而 2021 年至 2022 年中期，亚太地区的出口有了显著改善”。**

在过去的12个月中，Astral Aviation在亚太地区的业务增长超过30%，从2025年起每年可能增长15%。

“在2021年至2022年中期，亚太地区的出口在Covid-19事件和后期恢复出口（尤其是来自中国的出口）之后处于最低水平，而2021年至2022年中期，亚太地区的出口有了显著改善。”Gadhia自豪地说。

**您值得信赖的航空货运站**

自 1999 年成立以来，PACTL 凭借深耕细作 25 年的丰富经验累积，在上海机场提供优质的航空货运站服务。目前，我们服务的国内外客户包括 70 家 + 航空公司以及 200 家 + 货运代理，为空运货物提供极致安全、高效、便捷的操作保障及增值服务。PACTL 在浦东机场 (PVG) 运营 3 个货运站，在虹桥机场 (SHA) 运营 2 个货运站，并在南通机场 (NTG) 合资运营货运站。PACTL 冷鲜处理中心于 2016 年开始运营，为中国首家获得 IATA CEIV 药品认证资质的企业。PACTL 跨境电商货物处理中心于 2020 年开始运营，提供跨境货物的一站式服务，每天可处理 20 万单货物。

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# 位于亚洲 制造业的十字路口

**在**全球范围内，亚洲是主要的制造业中心，印度、越南和中国等国家在其中发挥着重要作用。斯里兰卡的战略位置使其成为连接亚洲与西方的重要桥梁，加强了两个地区之间的连通性，促进了两个地区之间的无缝流动。

斯里兰卡航空公司货运部主管Chaminda Perera解释说：“我们的货运枢纽位于斯里兰卡班达拉奈克国际机场，在8小时的飞行半径内，我们的航空公司可以进入一个拥有约42亿人口的庞大市场，地理位置优越，海空交通便利，毗邻印度和中国这两个全球最大的制造中心，为我们提供了重要的发展机遇。”

## 回弹的市场

尽管包括斯里兰卡在内的亚洲市场运力呈持续上升趋势，但仍经历了相当大的波动。值得注意的是，在取消进口限制后，进入斯里兰卡的数量有所增长。

随着Covid-19限制的逐步放宽，旅客旅行需求持续上升。因此，航空公司的航班时刻表已回升至2019年之前水平的95%以上。

就航空货运总量而言，65%的货物是利用客机的腹舱运力运输的。这表明客运量的上升为空运业务提供了巨大支持。

## 数字驱动力

斯里兰卡货运公司已涉足数字分销平台，以扩大其市场覆盖范围、提高知名度并促进销售分销。

“在电子时代，透明度是一个绝对重要的方面。人们对实时获取信息和采取行动的要求越来越高。”佩雷拉说。

必须注意的是，用户可以随时随地获取这些数据。数字分销渠道等概念为客户提供了实时转运和预订，以及承运商和客户之间的响应。

同时，通过利用数字通信功能，可以最大限度地减少目的地当局的审批和清关，从而节省时间。

随着整个行业采用数字技术，斯里兰卡货运公司加强了跨

线合作，并扩大了卡车运输合作伙伴关系。

佩雷拉解释说：“此举旨在将我们的服务范围扩大到直接运营可能无法有效服务的地区。”通过利用分销合作伙伴，将服务扩展到传统航线网络之外，我们将大大增强我们的分销能力。”

## 机遇来临

自新冠开始以来，电子商务活动显著激增，从大流行病期



**“必须注意的是，  
用户可以随时随地  
获取这些数据”。**

间的必需品发展成为一种生活方式。

“零售采购正转向数字电子商务平台，而有效的物流对于及时、经济高效地交付货物至关重要，”Perera强调说。就时间效率而言，空运在缩短交货时间方面发挥着关键作用。

与此同时，医药行业也保持了稳定的货物流量，满足了适度的需求水平。

目前，由于红海危机和集装箱短缺造成的海运拥堵，从远东到西方(覆盖欧洲和美国)的货物运输需求也显著增加。

佩雷拉指出：“值得注意的是，无法确定这种需求增加的持续时间是短期还是中期。

货运运营商一直在积极应对这种激增，通过部署额外的运力来满足客户增加的需求，因此他们在此期间非常忙碌。

我们最关心的是红海危机导致的预期需求激增，我们认为这对空运服务来说是一个机遇。”



# 调整亚太市场需求

**在**强劲的经济增长、不断扩大的消费市场和电子商务的兴起的推动下，亚太地区长期以来一直是航空货运业的推动力。然而，“Covid-19”疫情的爆发带来了前所未有的混乱，重塑了全球的需求模式和供应链。

在疫情最严重的时期，航空货运成为医疗用品和易腐货物等必需品的生命线。需求激增，再加上客运航班停飞，导致整个亚太地区运力紧张，运费飙升。

随着经济逐步恢复和贸易反弹，亚太地区航空货运市场正见证着需求动态的转变。

针对这一问题，IndiGo航空公司首席商务官马克·萨奇（Mark Sutch）解释说：“货运业务原本只是IndiGo航空公司的附属业务，直到Covid-19袭击全球，让我们将重点转向主流货运业务。”

我们确定了顶级利基市场，并根据货运业务计划对其进行了开发。尽管我们还处于起步阶段，但我们决心将其发展成为IndiGo的核心业务支柱。”

## 运力挑战

尽管需求反弹，但运力限制仍对亚太地区航空货运市场构成挑战。由于大量货物通常由客运航班的腹舱装载，因此客运航班长期停飞导致可用运力持续短缺。

从印度市场来看，Sutch说：“印度是一个令人兴奋的市场，潜力巨大，但它需要的东西不多。”

尽管印度政府推出了“中国+1”和“印度制造”计划，但印度在跨境运输方面仍远远落后。虽然印度国内电子商务市场正在蓬勃发展，但与中国相比仍有差距——中国每天的电子商务货物累计运输量超过1万吨。

此外，另一个杰出的典范是香港，印度当然也可以借鉴香港的经验，打破运力限制，提升货运量。

基于以上分析，印度还有很长的路要走。印度运营商累计获得了150架飞机的订单，因此印度肯定会继续利用腹舱货运的优势。

仅印度国际航空公司（IndiGo）每年的货运量就达35万公吨，在医药和易腐货物运输方面拥有绝佳的机会。有了新的飞机订单，印度肯定能为市场增加巨大的运力，并将促进其货物运输。”

虽然专用货机有助于缓解部分运力限制，但仅靠专用货机

无法满足日益增长的航空货运服务需求。航空公司一直在探索创新的解决方案，包括将客机用于货运运营，以及将客机改装成临时货机，以最大限度地提高货运能力。

全球货物运输的强度是显而易见的。太平洋航空控股有限公司主席兼集团首席执行官Vivian Lau补充道：“我们的工作重点是货物运往世界各地，这一点非常明显。”

从香港开始，该航空公司将重点放在越南，并从这个战略点开始了富有成效的旅程。

了解电子商务的供应链以及航空货运如何在这一特殊行业领域占据主导地位，确实令人惊讶。”

然而，这些措施都有其局限性，该行业正面临着寻找可持续的长期解决方案来解决运力紧张问题的压力。基础设施投资、机队扩张以及利益相关者之间的合作对于满足亚太市场不断变化的需求至关重要。

马来西亚航空货运部战略与业务发展主管 Kenneth Chan 补充说：“虽然马来西亚航空以客运航空公司著称，但我们一直在进行战略重组，以适应不断增长的机遇。”

目前，我们在货运网络中部署了空客 A330 P2F 型飞机，并试图重新平衡货运量与所挖掘的商机。吉隆坡货运占整个东南亚地区转运货物的50%，因此我们对在该地区建立战略合作伙伴关系感到兴奋。”

## 新常态

面对新冠疫情带来的挑战，亚太地区航空货运市场的利益相关方表现出了顽强的生命力和适应力。航空公司、货运代理公司、机场和监管机构密切合作，在将安全放在首位的同时，也确保了货物的高效运输。

技术进步在简化航空货运业的运营和提高效率方面也发挥了至关重要的作用。数字平台、数据分析和自动化技术使利益相关方能够优化航线、管理库存和实时跟踪货运，提高了供应链的透明度和灵活性。

对此，顺丰航空商务总监 Robert Zhang 概述道：“跨境电子商务改变了游戏规则，未来十年仍将如此。”

2023年，跨境电子商务的规模达到了500亿美元，横跨各大洲。要挖掘这一非凡潜力，就必须制定战略性机队扩张计划和目标，以满足需求。”