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contents

24 Leaders
Setting the pace

33 Advertorial
Alaska: Last frontier state is top cargo powerhouse

38 Directory
Airports.....38
Air carriers.....46
Air forwarders.....50

WORLD NEWS

6 Europe

12 Middle East

16 Asia

20 Americas

12

DEPARTMENTS

4 Editorial

62 People

70 Opinion

61 Bottom Line

66 Classifieds

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Jon Ross
Editor

Closing the book on a volatile year in cargo

What a year! After a rejuvenating flurry of activity in 2010 and an excellent start to 2011, many supply-chain providers were looking forward to a healthy, prosperous year. Was it possible that the industry was emerging from the recession? But as the International Air Transport Association and other organizations started to reconfigure their year-end projections, these same cargo insiders saw trouble in the skies.

The economic crises throughout Europe, a slowdown in the once-booming Asia-Pacific region and a handful of natural disasters led to a worldwide slowdown that affected all aspects of the industry. And according to some of air cargo's best and brightest, more of the same can be expected in 2012. There is some light at the end of the tunnel, it seems, but it might take some perseverance to get there.

As a year-end wrap-up, *Air Cargo World* has profiled six individuals who have been a key part of the industry's success. Those interviewed for our Air Cargo Leaders feature (starting on p. 24) range from the top cargo executives at North American airlines (Neel Shah, Lise-Marie Turpin) to forwarders, GSAs and even cargo's most ardent supporter at IATA. Everyone we spoke with had valuable insight about where we are today and how we should prepare for the future. It was a pleasure to chat with each of them, and I hope you have as much fun reading these profiles as we had putting them together.

This issue also contains our brand-new, updated Worldwide Airfreight Guide, which is a combination of the airfreight forwarder, airline and airport listings that have previously run in different issues throughout the year. Now, you'll be able to find all the information you need in one place.

Finally, let me look ahead a bit to 2012. Next year is *Air Cargo World's* 70th year of existence, and we feel a bit like celebrating. Starting in February, each issue will contain a "Look Back" section that highlights a story from our extensive archives. The walk down memory lane will culminate in the June issue, which will contain a number of historical features and columns, as well as a discussion of where we're going as an industry.

While news from Greece and now Italy may not bode well for the immediate future, I'm sure things will turn around in 2012. And when they do, we'll be sure to bring you the story in the pages of *Air Cargo World*.

A handwritten signature in black ink that reads "Jon Ross".



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Charter company elevates freight forwarders

Airfreight industry veterans have established a new charter company that will deal exclusively with freight forwarders. The Frankfurt-based company Neo Air Charter is also in expansion mode, with new offices planned for gateways in Singapore and the U.S.

"With the launch of Neo Air Charter, we have fully recognized and respect the role of the freight agent as an essential link in the supply chain," company founder Adnan Duran said in a statement. "For that reason, we will only accept inquiries and instructions from freight forwarders and logistics intermediaries. We believe that is a unique proposition in air charter."

Neo Air Charter, which is fully operational, has already worked with various well-known forwarders, company representatives revealed. Although the company will serve all charter markets, some of the key sectors it addresses include relief, ships' spares, aircraft on ground, military, oil and gas, power generation, and livestock and bloodstock.

The charter company will also arrange transportation for support personnel, including engineers, technicians and rescue workers, who are integral to the charter process. "We can handle any kind of business, for any type of aircraft, from a single-engine Cessna to the An-225, to or from anywhere in the world," Duran remarked. What's more, he said, time differences have no effect on company operations since Neo's offices are manned around the clock.

To Duran, it's all about streamlining operations and maintaining efficiency in the air charter industry. "But, above all," he stated, "we believe that it is our promise of commercial neutrality that will really win the support of freight agents." **ACW**



Cargoitalia recently launched Ondemand, an ACMI service, on the back of contracts with Lufthansa and Africa West

Cargoitalia adopts new business model amid challenges

In the latest effort to retain its appeal, Cargoitalia has adopted a new parallel business model.

While maintaining a reduced scheduled-service portfolio, a new ACMI and charter division has been created to find additional work for the carrier's fleet of three MD11-Fs. According to newly promoted charter and ACMI manager, Giacomo Sciuto, the new Ondemand product is expected to account for around 30 percent of Cargoitalia's flying time.

"The MD-11 freighter is in a league of its own in proving an ideal aircraft for scheduled airlines needing short-term or periodic additional capacity," Sciuto said. "But it does not require the same constant high levels of demand as newer and larger equipment, such as the B777F and B747F."

Ondemand has been launched on the back of two key charter contracts for the Italian airline. It has recently renewed a contract with Africa West in which Cargoitalia is required to op-

erate twice-weekly flights from Liege to feed the Africa West network from Europe.

More significantly, Cargoitalia has also signed a "long-term" contract with Lufthansa Cargo to provide additional lift on the North Atlantic. Cargoitalia detailed this as a call for a twice-weekly operation between Frankfurt and New York and Chicago.

Lufthansa Cargo confirmed that it has signed a 340 block-hour agreement with Cargoitalia. "The original intention was that Cargoitalia would operate twice weekly on this route from October to December to help us through this peak period," a Lufthansa Cargo spokesman said.

"This contract has since been revised, due to weak demand, and Cargoitalia will now operate the 340 block hours from October to February next year, which means they will only be required to operate a weekly flight on our behalf." Either way, he said, "This is not what Lufthansa

Cargo would describe as a long-term contract.”

Cargoitalia is taking on charter work on behalf of one of its toughest European rivals and is also flying the same route it operates with its own twice-weekly schedule service from Milan to New York and Chicago. The only other scheduled route flown by the airline now is a twice-weekly service to Dubai and Hong Kong. A new service launched with great fanfare to Atlanta at the start of the year has since been suspended, as has service to Shanghai.

Managing Director Giacomo Manzon admitted the airline has gone through a difficult year. “Our routes have been badly impacted by falling demand, overcapacity and rising fuel costs, resulting in our need to temporarily reduce frequency and suspend some services,” he said.

According to Manzon, Ondemand will soak up the airline’s spare capacity until the market conditions are right to restart its scheduled service expansion program. “Right now, we are remodeling Cargoitalia as a more flexible operation that can cater for every type of freighter requirement,” said Manzon.

That facelift appears to have begun earlier with the exit of commercial director Roberto Gilardoni, who had steered the carrier’s early marketing strategy. In his place, the airline has appointed Molocon Logistics Consulting, a Germany-based aviation marketing consultancy, to carry out a full review of Cargoitalia’s sales and customer services. Molocon’s senior partner Marc Oedekoven has taken on the new post of sales and customer relations’ director within the airline.

When Cargoitalia was launched in 2009, the intention was that a nominal fleet of MD-11Fs would get the airline through its launch phase, after which fleet upgrade would be a high priority. The airline, however, did itself no favors by acquiring two ex-Alitalia MD-11 freighters, according to analysts. “These are horrible, inefficient aircraft with rear-loading,

main-deck cargo doors,” an industry source said. “Even though their third MD-11F is a more workable passenger-to freighter conversion, the deficiency of these aircraft make it difficult to make money these days. You also have to question the viability of providing ACMI with such a small operating fleet.”

Even Manzon appeared to admit earlier in the year that the airline was weighted with inefficient capacity. “The MD-11s were a supposed temporary tool to fulfill our needs quickly in our launch phase, and we thought we would get four or five years’ life out of them,” he said. “We must now think about bringing in a new fleet sooner.”

The leases on the three MD-11s expire in 2013 and 2014, in anticipation of which the airline had signed an MoU with Airbus, with an order for five A330s. But Cargoitalia officials have said they might opt for Boeing

777 freighters instead. The switch would concern some airline officials, who say the 100-tonne capacity Boeing craft is too big for the market.

Manzon’s latest thoughts on the subject are that all bets are off for now. “Any fleet upgrade has been put on hold for the time being,” he said. “Current plans call for Cargoitalia to remain focused on the MD-11F for the next couple of years.”

Even if it could lay its hands on upgraded capacity in the nearer future, there are doubts the carrier could fully realize its potential.

“They could never make a A330 aircraft work in a standalone cargo airline; effectively, it is DC10 capacity with B777 costs,” an analyst said. “The B777F would work out of Milan, but it will take years for the airline to get [market] share back from the very aggressive competitors it now faces in the Italian marketplace.” **ACW**

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Surcharge conundrum

We read your article entitled "Surcharges: Fair or foul?" published in your magazine and online. We were unpleasantly surprised by the content of the article.

In this article, Mr. van Doesburg stated that at Amsterdam Airport Schiphol, around €108 million a year is collected in the name of security, suggesting that the money is not used for security-related investments. Unfortunately, the journalist of the article did not check with Amsterdam Airport Schiphol beforehand whether the information that was given was correct.

We would like to clarify that Amsterdam Airport Schiphol does — in contradiction to what is stated in the article — not levy or collect security surcharges. In addition, security has top priority at Schiphol, and the systems in place make us meet the highest level of security as is often proven by the various international inspections that take place.

We propose that you publish this letter so that your readers are aware of the wrong

information published in the article. Furthermore, we expect in the future, facts will be checked before publication.

Enno Osinga,
Senior vice president cargo,
Amsterdam Airport Schiphol

Talent is here!

My email today is in regard to the "Finding Fresh Talent" article in the November magazine.

I am a logistics professional in the United States that had the opportunity to work for 14 great years with the airlines. I find this article a bit misleading, for it states that the industry is having a difficult time finding professionals. I can't even begin to tell you how much I wanted to have a career in this business and did everything possible to remain with an airline. Like most people of my demographic, we had to deal with airline bankruptcies, mergers, reorganizations or the absolute insult of losing our profession to GSAs. The cargo

departments of each of the airlines that I represented were highly profitable, but corporate executives felt the company had no need for dedicated cargo personnel and could get the business development and marketing portion of the job done better by contracting a GSA. No one ever bothers to state that many of these airlines continued to employ bloated passenger departments and staff and that profit margins generated by the passenger business pales in comparison to the average profit margins generated by moving cargo.

Rather than the people that were interviewed for that article saying that it's difficult finding good help, one should let it be known that there are many cargo professionals out there that would do anything to resume their air cargo careers. A good start would be to train competent people and stop being excessively driven to streamline the bottom line.

Sincerely,
Dave Renkas

CHAMP Cargosystems acquires Traxon Europe

CHAMP Cargosystems has acquired electronic communications provider Traxon Europe. The merger will accelerate the deployment of e-freight and advance initiatives such as Cargo 2000 and global Customs compliance, officials assert.

Executives from Lufthansa Cargo, Air France, CHAMP and Traxon Europe met in person to determine the parameters of the acquisition. Under the deal, Traxon will retain its current name and operate as a CHAMP subsidiary.

CHAMP CEO John Johnston said the acquisition that will benefit all parties involved. "The combination of CHAMP's software solutions and Traxon's wide network will result in the most comprehensive suite of software and distribution services available in the market," he stated.

Felix Keck, managing director of Traxon Europe, said the deal is a key step in the deployment of advanced IT

systems. "The portfolio of electronic air cargo solutions we can jointly offer is a clear benefit for both companies' customers," Keck said in statement.

Officials from Lufthansa Cargo celebrated the merger for advancing Traxon's long-term strategies. Plus, Lufthansa Cargo Executive Board Member of Product and Sales Andreas Otto said, selling the carrier's stake in

Traxon to CHAMP enables Lufthansa to concentrate on its core business. Not that Lufthansa will absolve its involvement with the IT initiatives, he maintained.

"Traxon will remain a major partner of Lufthansa Cargo as a neutral platform and provider of electronic communication solutions," Otto said in a statement. **ACW**



747-8Fs to bolster IAG Cargo's operations

IAG Cargo has taken delivery of the first of three Boeing 747-8Fs. The freighter represents a bright spot for the airline group, which contended with less-than-stellar freight volumes in the third quarter.

IAG acquired the first 747-8 through a five-year wet lease with Atlas Air affiliate Global Supply Systems. This aircraft will be used to replace IAG's current 747-400 fleet, an IAG spokesman said. The freighters will complement British Airways' existing routes to Frankfurt Airport, Hong Kong International Airport, Shanghai Pudong International Airport, Indra Gandhi International Airport and other key airports.

"In addition to the extended global network offered through IAG Cargo, our freighters will provide customers with increased capacity and, for the first time, freighter routes to Nairobi and Johannesburg," Steve Gunning, managing director of IAG Cargo, said in a statement. "We remain committed

to our long-term freighter partnership with GSS and Atlas Air."

The company is also committed to geographic diversification, IAG Cargo Global Head of Sales David Shepherd said. In addition to operating roughly 40 flights per day to North America, IAG is also targeting Latin America, India and the Asia-Pacific for growth, Shepherd revealed. "We're a massively regionally diversified business," he said.

Although IAG's commercial revenue surged €1 million, year-over-year, in the third quarter, the company couldn't sustain the gains it posted in the first half of 2011. To Gunning, it's a phenomenon that has affected cargo carriers worldwide.

"The results for the third quarter reflect the challenging conditions facing the world economy," he stated. "The contraction in demand for Asian exports, a result of the European debt crisis and the sluggish U.S. economy, has meant only a modest growth in

revenue compared to the same period in 2010."

What's more, overall yield actually shrunk in the third quarter, decreasing 0.8 percent, year-over-year. This number contrasts greatly with IAG Cargo's year-to-date statistics, which showed yield climbing 4.9 percent from the first nine months of 2010.

Either way, Gunning said the global economy is affecting freight operations. "Because of this, we are cautious about future performance, although we believe our geographically diverse revenue base and measured capacity reintroduction leave us well positioned," he stated.

The new freighters will also help IAG offset potential losses, Gunning maintained. In addition to "bolstering existing resilient trade lanes," the 747-8Fs will establish dedicated freight routes for the carrier's global customers, which will "offer increased flexibility and continued quality service," he projected. **ACW**

In the news...

The **Irish Exporters Association** has downgraded its 2011 growth projection from 7 percent to 5 percent after a rough third quarter. Although Irish shippers saw a 12-percent surge in food exports from July to September, total export sales only grew 1.7 percent from the third quarter of 2010 — a casualty of debt crises across the eurozone, IEA officials explained. The most upsetting third-quarter result was the nearly 3-percent decrease in manufactured/merchandise goods, according to members of the association... **Lufthansa**

will commence service from its Dusseldorf International Airport hub to Narita International Airport on June 1. The route will be performed six times per week on Airbus A340-300 aircraft...

KLM Royal Dutch Airlines has added four Latin American destinations to its flight network: Rio de Janeiro, Buenos Aires, Havana and Punta Cana. The inclusion of these routes brings the total number of KLM flights to Central America and South America to 24 and 28, respectively. KLM will fly to Rio de Janeiro, Buenos Aires, Havana and Punta Cana

from its hub at **Amsterdam Airport Schiphol**. Air France-KLM's third quarter cargo traffic fell 2.1 percent, year-over-year. Compounding the loss was Air France-KLM's increased capacity, which rose 1.5 percent from the third quarter of 2010...

Czech Airlines has appointed **Aero Cargo** as its new partner in Germany, thus extending its cargo GSA contract with ECS Group. Outlined in the agreement are plans for Aero Cargo to market freight capacity on Czech Airlines' 68 weekly flights to Germany. **ACW**

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Silk Way launches new route

Azerbaijan's Silk Way Airlines has commenced service with Hong Kong Air Cargo Terminals Ltd. Silk Way will fly to Hong Kong twice a week. Silk Way Business Development Deputy Director Nidjat Babayev said the new service tremendously expands business opportunities for the carrier.

"We have great hopes for Hong Kong as the latest addition to our growing international freighter network via Central Asia and are pleased to be working with a handling agent with the enormous resources and strong track record of Hactl," Babayev said in a statement. "This will enhance our product offering."

Silk Way, which performs the biweekly freight service on Boeing 744F aircraft, flies to Hong Kong from its Heydar Aliyev International Airport hub before heading on to Istanbul and Milan; it returns by the same routing.

Representatives for the Azerbaijani freight carrier said they will be relying heavily on Hactl to provide all cargo-handling operations once they touch down in Hong Kong, including physically transporting and documenting shipments.

The airline also recently took delivery of its second B747-400 freighter, which will be flying to Seoul. Representatives said there are plans to add the plane to Hong Kong routings in the future. Silk Way's first 747-400F was delivered in November 2010.

In conjunction with the Silk Way announcement, Hactl welcomed another customer, Siberia's S7 Airlines, which will perform a weekly Vladivostok-to-Hong Kong passenger route.

Lilian Chan, Hactl's executive director, said the addition of two new carriers underscores Hactl's importance as an Asian airfreight hub. **ACW**



"We like to say we're like a falcon — sharp, dynamic, agile and swift," a spokeswoman said, describing Falcon Cargo, Gulf Air's new all-cargo service

Gulf Air establishes all-cargo division

Gulf Air has launched Falcon Cargo, a brand encompassing Falcon Express that provides mail, animal, dangerous goods and high-value cargo transportation, among other services.

As the freight arm for the Bahraini flag carrier, Falcon Cargo will benefit from Bahrain International Airport's cargo infrastructure, airline officials said.

"With a faster and efficient Bahrain airport and a team of dedicated cargo professionals, strengthened by our unique advantage of operating the largest network in the Middle East, we can move shipments more rapidly than any other hub in the Gulf," Gulf Air Senior Manager Rory Black said in a statement.

In addition to offering air-conditioned areas for livestock, Bahrain airport also features chiller rooms for perishable items and secure handling areas for valuables. The airport is even equipped to handle radioactive

cargo, a Gulf Air spokeswoman said.

According to the spokeswoman, the ability for a quick turnaround for its flights led to Falcon Cargo's unique moniker. "We like to say we're like a falcon — sharp, dynamic, agile and swift," she said. Adult falcons are also known for flying at high speeds and rapidly changing direction, two characteristics Falcon Cargo exhibits, she added.

She attributes these abilities to the carrier's size. Acknowledging that Falcon Cargo is a "smaller airline in terms of cargo capacity," the spokeswoman said it serves a niche market by providing fast connections from its Bahrain hub. What's more, she said, "Falcon Cargo has a very small team of cargo professionals with a lean structure; therefore, our clients and GSAs interact directly with decision-makers."

Much of the freight carrier's business consists of traffic between Bahrain and the Eastern Province of

Saudi Arabia. The spokeswoman said Falcon Cargo is also a hub for goods flowing in and out of the other Gulf Cooperation Council (GCC) states — Oman, Bahrain, Kuwait, the United Arab Emirates and Qatar — and wider Middle Eastern markets.

This isn't the only region Falcon Cargo officials are eyeing, however. "Our transit business already links key markets from the Asian subcontinent to the Middle East and Europe, offering industry-leading transit connection times," the spokeswoman revealed. She said it's a proficiency that will only grow with time.

"We will continue to develop our business from the GCC markets by offering efficient connections from Bahrain to the Kingdom of Saudi Arabia," the spokeswoman said.

Although launching a brand during a global financial crisis may seem risky, Falcon Cargo executives re-

main optimistic about the freight carrier's future. "While parts of the world are experiencing slow growth, as a global carrier, we are able to spread our activity across several regions," the spokeswoman said, praising the timing of the launch, which was the culmination of a year of planning and development. Plus, she maintained, customers always need a fast and reliable carrier to partner with for freight transportation, regardless of the economic situation.

Black agrees, saying that it's all about addressing demand and expediting service. "In today's cargo world, your ability to respond to the market rapidly and offer value-added solutions is key to success," he said in a statement. "Because of our network, size and mixed fleet, we believe Falcon Cargo is uniquely positioned to offer fast and reliable services to the Middle East and beyond." **ACW**

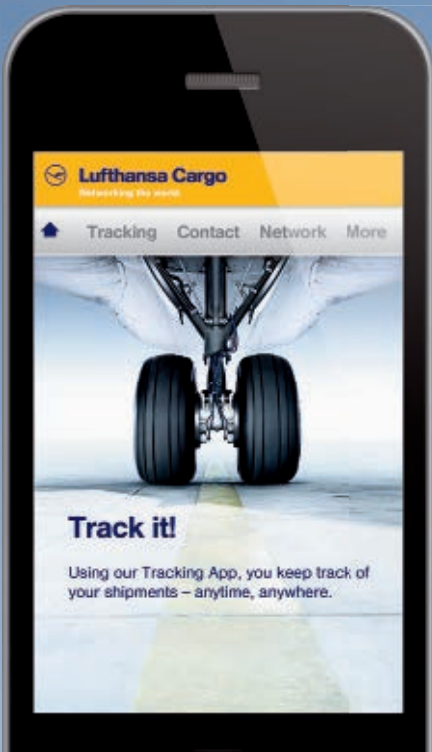
Qatar Airways to grow freighter fleet

Qatar Airways agreed to purchase two Boeing 777 freighters at the recent Dubai Air Show. The addition of these aircraft will elevate the Doha-based carrier's dedicated cargo fleet to 11 by 2015.

Presently, Qatar Airways' freight fleet is comprised of three Boeing 777s and three Airbus A300s. Company CEO Akbar Al Baker said the decision to procure more 777s centered on the aircraft's "payload and range capability, reliability and economics." Qatar currently operates this aircraft type on its African, Asian-Pacific, North American and European cargo routes.

"The Boeing 777 has quickly be-
(continued on next page)


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(continued from page 13)

come our flagship long-haul aircraft, and since we started taking delivery of this airplane in 2007, we have been able to open up exciting, new, diverse passenger and cargo routes worldwide from our Doha hub," Al Baker said in a statement.

The Middle Eastern carrier's recent decision to take 35-percent stake in Cargolux has also propelled freight operations, Al Baker said. "Qatar Airways has been able to

draw on the synergies between the two companies to operate a wider network of freighter services," he stated.

What's more, Al Baker said new freight routes will be announced "in due course." They will complement the carrier's North American expansion plan, which saw the launch of cargo service to Hartsfield-Jackson Atlanta International Airport, Houston George Bush Intercontinental Airport and Toronto

Pearson International Airport in November. All of these flights are performed on 777F aircraft, a Qatar spokesman revealed.

In addition to ordering two 777Fs, Qatar officials agreed to purchase 88 narrow- and wide-body Airbus aircraft at the Dubai Air Show. The carrier, which placed orders for 50 A320neos and five A380s, has the option to buy 30 more A320s and five additional A380s. Aircraft deliveries are slated to begin in 2013. **ACW**

Boeing, Airbus celebrate Dubai Air Show orders

The Dubai Air Show was lucrative for both Boeing and Airbus, with both aircraft manufacturers reporting sales in the double-digit billions. It was Emirates Airline's order of 50 Boeing 777-300ERs that really had people talking, however.

The Dubai-based carrier's order, valued at \$18 billion, marks the single largest aircraft order in Boeing's history, company officials said. Emirates also has the option to purchase 20 more of the twin-aisle commercial aircraft.

Emirates CEO Sheikh Ahmed bin Saeed Al Maktoum called the 777s the "backbone" of his carrier's fleet. He expects to deploy the extended-range version of the aircraft on international routes, which will be announced in

the future. "This order supports our fleet expansion and reiterates our commitment to operating a modern fleet for the benefit of our passengers and to ensure operational efficiency as well," he said in a statement.

Other key orders for Boeing included the sale of two 777Fs to Qatar Airways and six 787-8s to Oman Air.

Airbus also fared well at the Dubai Air Show, gaining 211 orders and commitments valued at \$20.5 billion. The A320neo was the big winner for the European manufacturer, with sales of this aircraft totaling \$13.7 billion. In addition to these orders, Airbus signed 76 MoUs worth \$6.8 billion for the A320neo.

Qatar and Florida-based Spirit

Airlines were Airbus' largest customers, a spokesman for the aircraft manufacturer said. Qatar placed orders for 50 A320neos and five A380s, while Spirit Airlines inked a deal to acquire 45 A320neos and 30 A320s. These orders and commitments are valued at \$6.4 billion and \$6.7 billion, respectively.

Aviation Capital Group executives also revealed plans to expand their fleet with the A320neo, purchasing 30 of the aircraft.

"With the neo, we are able to offer our customers a tool that cuts fuel burn by 15 percent," Aviation Capital Group CEO Stephen Hannahs said in a statement. "There's no doubt that this aircraft will be snapped up by operators worldwide." **ACW**

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Hactl unveils new cargo system

Officials from Hong Kong Air Cargo Terminals Ltd. announced that Hactl SuperTerminal 1 will transition to a new airfreight management system in December. This modernization is a key part of Hactl's HK\$240 million initiative to renovate its freight-handling facilities.

COSAC-Plus, which will replace the technology Hactl has utilized for the past 17 years, will expedite Customs clearance and facilitate improved integration with airlines' systems. It will also offer better cargo-tracking features than its predecessors, COSAC and COSAC2, a Hactl spokesman said.

"The original COSAC was a groundbreaking system, which took Hactl to the forefront of its industry in 1976, and began a tradition of innovation that continues to this day," HACTL solutions' director, Tan Chee Hong, said in a statement. "COSAC-Plus builds on the impressive functions and abilities of its two predecessors, and presents a greatly enhanced system in a modern, user-friendly format."

COSAC2, which was deployed at Hactl in 1994, brought new innovations to the field by providing forwarders and government officials with web-based connections and enabling electronic Customs clearance. The system was then upgraded four years later to accommodate operations at Hactl's Chek Lap Kok SuperTerminal 1.

COSAC-Plus brings even more modernization by featuring an open architecture, multilinguality and personalization, the Hactl spokesman said. The third-generation system also features a web interface.

It's all about streamlining operations and improving the customer experience, Managing Director Mark Whitehead said. "Although the current system remains fully viable and continues to place us ahead of many companies in our business, the new features of COSAC-Plus, its added flexibility and the vastly improved user experience will make this a worthy successor," he stated. **ACW**



Nippon Cargo Airlines has been busy flying car parts produced in the Midwest and Canada to Japan, instead of Thailand. Photo: Rob Finlayson

Thailand suppliers deal with devastating flood

The floodwaters that have inundated large swaths of Thailand reach far beyond Southeast Asia. They have affected supply chains and production patterns as far as Japan and North America.

The impact of the flooding has been all the more severe because production in Thailand is concentrated in a handful of areas for the sake of just-in-time production and to reduce supply-chain costs. About 14,000 factories in Thailand have been affected by the floods, and the list of them reads like a who's who of international auto and technology manufacturers — Apple, Ford, GM, Nissan, Toyota, Honda, Western Digital and Toshiba, as well as numerous parts suppliers to these giants.

Not surprisingly, the flood caused production to cease at many factories. Manufacturers that were able to stay open, however, faced enormous

challenges in finding alternative suppliers and production locations, and getting parts to their facilities, reported Vincent Yong, chief operating officer for Thailand at DHL Global Forwarding.

In addition to serving as the second-largest exporter of hard disk drives, Thailand is the largest automotive hub in Southeast Asia. In fact, officials from Toyota, Thailand's largest automaker, estimate the flood has cost them more than 37,000 vehicles. Output of hard disk drives is also down considerably, plummeting 25 percent. And Western Digital's plants in Thailand are closed and are unlikely to open for four to seven months.

Car manufacturers in Canada and the U.S. are already feeling the impact of the flooding. Having just ramped up production in North America after the disruptions caused by the March tsunami, Honda was forced to slash output on this side of the Pacific by

50 percent for two weeks, while Toyota halted overtime and Saturday production at its North American plants.

Output in North America is not only crimped by a lack of parts from Thailand, however. In order to compensate for the production losses, some Japanese automakers have diverted some of the parts built in North America that usually feed their plants in the Asia-Pacific. In fact, Nippon Cargo Airlines has been busy flying car parts produced in the Midwest and Canada to Japan. They are trucked to Chicago to catch NCA freighters headed west, according to Shawn McWhorter, the carrier's president for the Americas.

Predictably, Thai exports have taken a hit from the flooding, which has prompted the Bank of Thailand to downgrade its growth outlook for 2011 from 4.1 percent to 3 percent. "The volume of freight is down significantly," reported Suchet Chayanurak,

director of airfreight and PM airfreight at Schenker (Thai) Ltd., adding that airlines had cut their freighter and passenger flights temporarily.

Cathay Pacific has maintained its freighter schedule into Bangkok, but cut one daily passenger frequency, stated James Woodrow, general manager of cargo sales and marketing. The airline is ready to deploy freighters for relief flights, for which calls seemed to be escalating, he added.

NCA is also responding to the nation's humanitarian needs, McWhorter maintained. "We shipped small boats to Thailand to help people there deal with the flooding," he said.

So far, Bangkok's Suvarnabhumi airport has coped with the situation, despite a shift of domestic flights over from Don Muang, the city's domestic airport, which was shut down due to flooding in early November. The authorities have expressed confidence that Suvarnabhumi will not be flood-

ed, but there are questions surrounding how congested it will be when activity picks up.

"Most likely, there will be bottlenecks at Suvarnabhumi," predicted Chayanurak. "I'm not sure if the carriers can quickly adjust their schedule once production resumes."

Patrick Dick, managing director of the logistics firm The Freight, noted that Suvarnabhumi has handled a record number of flights after the migration of passenger routes from Don Muang. It helped that freighter operations were reduced, but it remains to be seen how the airport will cope with relief charters, when those arrive in large quantities, he added. By the second week of November, they had not made an impact, as the Thai government had not initiated the kind and scope of relief efforts seen in other countries.

Unfortunately, Dick warned that the situation in Thailand could

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deteriorate even more. “The area around Suvarnabhumi airport is under threat to get flooded,” he said. “In this area, there are also a couple of industrial estates that have now seen floodwaters on their internal roads, but not yet in the factories. The government is making a rather late effort to try to save these industrial estates.” He added that one of the two highways leading to

Suvarnabhumi could be flooded.

Yong is bracing himself for challenging times when the floodwaters recede. “I would expect imports to strain the supply chain,” he commented. “Factories would be trying to import to start up their production again. When the start-up stabilizes, we will see exports surge.”

Not that a manufacturing renaissance is expected immediately. The

Thai government estimated that exports should resume in earnest early next year. Most factories will need about three or four months to get ready once the water has been pumped out of them, a spokesman for the ministry for industry declared.

The wait will likely be even longer in the computer sector, Chayanurak remarked, given the need for absolutely clean facilities. **ACW**

Asian cargo growth hits another speedbump

Freight traffic in the Asia-Pacific region continues to level off from its 2010 peak. Weakened markets in North America and Europe, coupled with the March earthquake and tsunami in Japan, have led to lower-than-average cargo volumes in the Asia-Pacific — a fact highlighted by Air China’s third-quarter decline.

Air China, which reported a 1.63-percent drop in revenue freight-tonne kilometers from July to September, also saw a decline in cargo and mail load factor. Falling 1.95 percentage points from the third quarter of 2010, cargo and mail load factor totaled 59.8 percent during this period.

Compounding this loss was Air China’s increased cargo capacity, which surged to 2.05 billion tonnes in the third quarter, a 1.58 percent, year-over-year, gain. Air China Chairman Kong Dong said these numbers,

combined with the gloomy economic outlook, have signaled difficulty for the carrier’s freight operations. “The slowing down of global economic growth, high oil prices, tight aviation resources for flight slots and routes, and competition from high-speed railways have created immense pressure for the company,” he said in a statement.

Cathay Pacific and subsidiary Dragonair’s September figures further validate Kong’s remarks. The Chinese carriers, which experienced a combined 10.1 percent, year-over-year, decline in freight traffic, only transported 131,443 tonnes of freight and mail in September. Still, Cathay Pacific and Dragonair didn’t share Air China’s problem of increased capacity; available freight-tonne kilometers and load factor fell 0.8 percent and 5 percent, year-over-year, respectively.

The Association of Asia Pacific Airlines Director General Andrew Herdman blames the decreased tonnage in the Asia-Pacific on a number of factors. “A slowdown in export demand, as a result of ongoing the European economic crisis and softening North American economies, contributed to the fall in overall cargo traffic,” he stated.

Fortunately, all hope isn’t lost. Kong, for one, believes that the steady growth of the Chinese economy and rise of the middle class should increase commerce and, in turn, air-freight volumes. In fact, he projects that the Chinese aviation market will lead the world in growth.

It seems that China is also aiming to lead in sustainability. Air China, in conjunction with several worldwide partners, completed its first biofuel-powered flight on October 28. **ACW**

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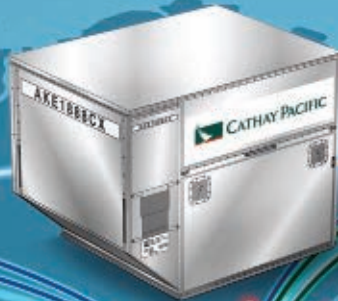
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Continental completes first biofuel flight

Continental Airlines made history November 7 by operating the first commercial flight utilizing advanced biofuels in the U.S. The significant breakthrough comes on the heels of United Airlines' partnership with the renewable oil firm Solazyme to negotiate an annual purchase order of 20 million gallons of biofuel.

Continental Airlines flight 1403 flew from Houston's Bush Intercontinental Airport to Chicago O'Hare International Airport powered by a mix of algae-derived biofuel and traditional jet fuel. According to United Airlines Chief Operations Officer Pete McDonald, this flight represents a "significant step forward" in the advancement of cost-efficient and eco-friendly alternative jet fuels.

Air Transport Association of America Vice President and Chief Economist John Heimlich also cites Continental's inaugural biofuel flight as a notable feat. "Today, roughly four months since the approval of hydroprocessed renewable fuels in commercial aviation, we are excited to see the deployment of these fuels on a domestic U.S. flight," he said in a statement.

"ATA member airlines continue to demonstrate leadership in fostering new and environmentally preferred sources of energy to transport people and goods throughout the globe," Heimlich continued.

United, which signed a letter of intent with Solazyme on the same day as the inaugural flight, could begin purchasing algae-derived biofuel from the San Francisco-based alternative energy manufacturer as early as 2014, according to a company spokesman.

"Looking at United, a company that understands the sustainability of tomorrow means environmental responsibility today, we see a true pioneer in the future of flight," Solazyme CEO Jonathan Wolfson said in a statement. "Solazyme is deeply committed to commercializing our renewable oil production technology." **ACW**



DHL expects to see increased exports of seafood and agriculture out of Panama

Trade agreement could boost Panama-U.S. cargo activity

Unlike the free-trade agreements with South Korea and Colombia, the FTA between the U.S. and Panama signed in October did not have to remove any huge obstacles to trade. Panama's average duty on imports from the U.S. is 7 percent, while Washington had eliminated most of its tariffs on imports from Panama through the Caribbean Basin Initiative in 1984. Nevertheless, the agreement is expected to provide a significant boost to airborne flows between the two countries.

"We expect sectors like seafood and agriculture to grow," remarked Fernando Cruz, managing director for Central America and the Caribbean at DHL Global Forwarding (DGF). He projects that cultivation of tilapia and shrimp will increase in Panama as the

FTA comes into effect, citing strong growth in tilapia exports from countries like Costa Rica. Shipping from Panama under the FTA will give exporters a strong advantage, Cruz said.

Northbound flows of seafood will be facilitated by the recent completion of a new temperature-controlled facility at Panama's Tocumen International Airport. However, the FTA is not going to shift Panama's logistics focus northward from its current emphasis on traffic to and from the Andean region and Central America.

DGF's sister company, DHL Aviation, has been a major driver of that focus with its regional hub at Tocumen, which opened in 2008. The 83,000-square-foot facility can process 5,000 packages in an hour and is equipped with a cooler facility for perishables. It is also the largest hub

in Central America, with connections to 49 countries and territories.

The carrier, which recently launched a new flight between Tocumen and its U.S. hub in Cincinnati, has stepped up its lift out of Panama with the replacement of the B727 freighters stationed there with 757F aircraft.

DGF also opened a 17,000-square-foot distribution center near Tocumen this year, which targets fast-moving consumer goods, telecom equipment and pharmaceuticals. Most of this traffic flows from Panama by road or air to feed markets to the south, company representatives explained. Trade with Central America has been on the rise, and Panama increasingly functions as a distribution hub for the area, Cruz noted. Likewise, DGF is funneling cargo from Tocumen to the Andean region and the Caribbean.

For several multinational customers, the company operates "control towers" in Panama, which monitor traffic flows in the region, track shipments and enable clients to take corrective action if one of their consignments is facing a delay in transit.

"We use Panama as a hub for cargo from Asia," Cruz said. Traffic that does not have to go on a more direct route is moved through Panama for distribution in Latin America.

Developing trade links with Asia is something Panamanian authorities have long desired. They have even held talks with Asian carriers, and a year ago, Japan's All Nippon Airways was rumored to be close to announcing flights linking Panama with Tokyo. Nothing has materialized so far, however.

On the maritime side, operators expect a sharp increase in Asian traffic when the expansion of the Panama Canal is completed in 2014. Cruz reckons this will spawn a surge in intermodal traffic, something that Panama is equipped to handle. "Intermodal is one of the many advantages that Panama has," he said. "The rail system can move half a million TEUs from the Pacific to the

Atlantic. You can also truck to the Central American region."

Panama's location and the traffic coming through the canal have prompted comparisons to Dubai and its role as a multimodal hub between Asia and Europe. Ram Menen, senior vice president of Emirates Airline, sees new hubs emerging that can take

advantage of flows in different modes of transportation.

"There will be a lot of structural changes in globalization of manufacturing, resulting in changes in traffic lanes," Menen predicted. "This will be key to the creation of new hubs. As the science of continuous replenishment develops, there will be several

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sea-air hubs emerging in the future in various parts of the world.”

DGF, for instance, is moving sea-air traffic through Panama for a number of customers. In terms of cost and transit times, this approach makes sense for markets like Paraguay, Argentina and Uruguay, whereas a market like Chile is better served with di-

rect sailings, Cruz said.

Are these hub ambitions putting Panama on a collision course with Miami, creating competition for freight? Cruz does not think so, arguing that the two markets are complementary. “Panama is more for Asia-Pacific traffic, Miami more for U.S. and European business,” he said.

With Panama’s momentum set to continue, he sees a need for more capacity and infrastructure expansion. In terms of lift, it is the Andean region that needs more capacity, he said. On the ground, the cargo facilities at Tocumen are adequate to handle current volumes, but he warned that they will require expansion soon. **ACW**

Third quarter brings small cargo growth for carriers

The third quarter of 2011 was very profitable for both Delta Air Lines’ and Southwest Airlines’ freight businesses, with cargo revenues surging 13 percent and 12.9 percent, year-over-year, respectively. American Airlines also saw revenue growth in this three-month period, reporting more modest gains of 4.8 percent.

Despite increased cargo traffic, all three carriers reported greater expenses in the third quarter of 2011, resulting from sky-high oil prices and fuel hedging. Fuel cost American Airlines an average of \$3.15 per gallon during the quarter; it averaged \$2.24 per gallon during the same period last year, according to representatives for the carrier. This additional expense,

which translated to \$653 million for the quarter, contributed greatly to American’s third-quarter net loss of \$162 million.

Fuel hedging similarly impaired Southwest’s overall productivity, highlighted by the carrier’s net income loss of \$120 million in the third quarter. “Our economic fuel costs per gallon, which excludes the GAAP [generally accepted accounting principles] markdown, increased approximately 34 percent compared to third quarter last year,” Southwest Airlines CEO Gary Kelly said in a statement. “This surge in fuel costs caused our quarterly profits to decline despite record revenue results.”

Delta seemed largely immune to the effects of the increasing fuel prices, however. The Atlanta-based carrier posted a GAAP net income of \$549 million in the third quarter of 2010, a year-over-year increase of 51 percent. Delta officials said revenue gains, along with \$97 million of settled fuel hedge earnings, helped the carrier offset the \$1 billion impact of increased fuel prices. Either way, cargo also played a huge part in Delta’s third-quarter success, company officials revealed. With profits rising \$30 million, year-over-year, Delta’s freight operations saw operating revenue surge to \$257 million in the third quarter.

Jim McKeon, strategic adviser of the Southwest Airlines Cargo Management Group, said that Southwest’s cargo operations are also performing

“[A 34-percent] surge in fuel costs caused our quarterly profits to decline despite record revenue results.”

— Gary Kelly, CEO, Southwest Airlines

well. And he believes that the integration of AirTran’s freight network, which is tentatively scheduled for the first half of 2012, will especially propel Southwest’s cargo business.

The carrier will also be relying on its 2012 acquisition of Boeing 737-800 aircraft to boost freight operations, McKeon said. “Beyond the AirTran integration and the 737-800 series aircraft acquisition, we will continue to invest in initiatives to improve our cargo customer’s experience with Southwest Airlines Cargo,” he said.

For instance, McKeon revealed, Southwest is currently investing in tracking-and-tracing technological improvements, which officials hope to deploy by mid-2012. “We are also deploying an inline acceptance process in several of our larger cargo facilities, which provides our customers with a much more efficient experience while tendering freight to Southwest,” McKeon said. **ACW**



In the news....

The third quarter of 2011 brought mixed results for **Air Transport Services Group**, which reported a 17 percent, year-over-year, revenue hike despite a net loss of \$4.8 million. Considering the challenging economic landscape and the departure of one key client, it's a loss that could have been much more pronounced, ATSG officials asserted. "Our business model, which emphasizes balanced, market-sensitive assignments of converted freighter aircraft between long-term dry leases and shorter-term wet lease or ACMI agreements, continues to generate strong cash flows even in uncertain economic conditions," ATSG CEO Joe Hete said in a statement. So much so, in fact, that the airfreight service provider saw a 34-percent, year-over-year, surge in adjusted pre-tax earnings. Not that the third quarter was without adversity, Hete explained. ATSG's longtime client DB Schenker continued to phase out its dedicated U.S. airfreight network in favor of an outsourcing relationship with DHL, he said, and ATSG contended with weakened freight volumes worldwide. The popularity of dry leases is helping

ATSG stay afloat, Hete told company stakeholders during a conference call. Since March 2010, Hete said his company has "placed greater emphasis" on utilizing its extensive freighter fleet to increase profitability. "Those six quarters have produced more growth and more consistency on our cash-flow progress than any similar period, thanks in large part to the 21 [Boeing] 767 freighters we have deployed with external customers under long-term dry leases," Hete remarked during the conference call... **AAR Corp.** has inked a deal to purchase **Telair International GmbH** and **Nordisk Aviation Products, AS** from Teleflex Inc. Acquiring Telair, a manufacturer of cargo-loading systems for wide-body and narrow-body aircraft, and pallet manufacturer Nordisk will boost AAR's position as a commercial aerospace Tier-1 supplier to Airbus and Boeing, a company spokesman stated... **Southern Air Holdings** has signed a multi-year ACMI agreement with Miami-based freight carrier **Centurion Air Cargo** for one Boeing 747-200F. The aircraft is currently being utilized on Centurion's U.S., South

American, European and Asian routes... **TAM Airlines** has joined the ranks of South American carriers utilizing **OAG Cargo's** online airfreight tools. TAM, which serves the Argentinean, Bolivian, Brazilian, Chilean, Colombian, Paraguayan, Peruvian, Uruguayan and Venezuelan freight markets, is also using OAG Cargo's international freight forwarder customer base to advertise its new Brazil-to-Mexico route... Although **LAN Airlines** experienced an 11-percent, year-over-year, drop in net income in the third quarter of 2011, the Latin American carrier reported double-digit cargo gains. Freight revenue, which surged 22.5 percent from 2010, was driven by increased capacity and load factor. LAN particularly benefited from an influx of shipments to Latin America and high volumes of commodity exports, such as salmon. To address increased demand, LAN relied heavily on the three Boeing 767-300F aircraft it procured between November 2010 and January 2011. Routes to North America and Europe were particularly profitable for the Latin American carrier, company officials remarked. **ACW**

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Air cargo leaders: *Setting the pace*

Monika Ribar: The first lady of logistics

Place a logistics executive in the middle of stormy seas, and you're sure to learn about his or her strengths. Panalpina CEO Monika Ribar hopes her ability to weather the rough waters of 2011 proved her competence as an effective leader.

"It's a very challenging environment," Ribar admits. So much so, in fact, that the industry has adopted a sink-or-swim mentality. "Competition is fierce because the pool has shrunk," she



explains.

Fortunately, Ribar has never been one to balk at a challenge. She came to Panalpina in 1991 because she wanted to experience a "truly international environment." In the ensuing years, Ribar transitioned from managing the group's controlling, IT and project-management departments to serving as Panalpina's CIO. She has held her current post since 2006, a role she calls "never boring."

The lackluster economy has kept Ribar on her toes more this year than in the past. "I think the biggest challenge right now is the economic uncertainty," she says. After all, Ribar explains, visibility is very limited. "I call this environment 'managing the unpredictable.'" To do so, she says Panalpina executives take a strategic approach and then improvise as unique situations arise. "We think and act in scenarios," Ribar says. "On one hand, we have a long-term strategy that spells out how we do business, but then we react tactically to the given environment."

This approach has helped Panalpina maintain profitability in the third quarter. Although its airfreight volumes couldn't contend with its sea-freight traffic, Panalpina's air cargo sector saw vast improvement from July to September, Ribar says. In fact, the airfreight group transitioned from an 8-percent traffic drop to a less than 3-percent, quarter-over-quarter, loss and saw gross profit per tonne rise 3 percent, year-over-year.

"Our focus on sustainable, profitable growth is clearly starting to pay off," she says. We've made good progress in volumes, while gross profit remained high. In airfreight, we narrowed the gap considerably."

Ribar remains equally optimistic about Panalpina's immediate future. "I think 2012 will be a very challenging year, but I'm quite confident that we will be able to go through it in calmer waters than we had before," she says.

From her position at the helm of the company, she says she will continue to work with the board of directors to develop long-term targets and differentiate Panalpina from its competition. Although she acknowledges the volatility of the market and its direct impact on global supply chains, she says Panalpina will stay one step ahead of the game. "If the market shrinks, we will also shrink," she says. "But we won't shrink to the same extent."

Fleet modernization will be instrumental in ensuring this, Ribar explains. Panalpina inked a multiyear ACMI deal with Atlas Air in September to fly two Boeing 747-8Fs on its behalf. The aircraft, which will bear Panalpina's logo and will enter its service in the first half of 2012, replace the company's Boeing 747-400Fs. Not only do the 747-8Fs have better emissions than the previous models, she says, they also feature separate cooling compartments.

Ribar says such fleet investments

demonstrate Panalpina's commitment to adapting its airfreight division to meet the challenges of tomorrow. "Panalpina has always been known as an airfreight company," she says. "We are pioneers from an air cargo standpoint, and we will continue to innovate in the future."

Stephen Dawkins: Seeing upside during a downturn

The high-flying times of 2010 have led to a disappointing back half of 2011, but for Stephen Dawkins, who founded Air Logistics Limited in 1994 and currently serves as the managing director, UK and Ireland, a slowdown in the market doesn't equate to a lack of business.

As a general sales and service agent, Dawkins has focused on helping airlines reduce their over-

head by providing third-party cargo resources. And with the economy only looking more rocky next year, he says GSAs will become more popular.

"2012 is going to be a tough year with the economic crisis that's going on now," he says, noting that fuel costs will most likely keep rising and the passenger side of the business, which tends to trail economic fluctuations on the cargo side, will take a bit of a hit. "Airlines will want to be looking to strip costs out of their business. Obviously, they'll be looking to the cargo department to make their contribution to getting costs out of the business."

The whole business angle of outsourcing cargo sales and services



through GSAs is relatively new. According to Dawkins, organizations like his really started appearing in the late 1970s as a way for carriers, who had been accustomed to providing all the cargo-related activities themselves, to cut out costs. Business for GSAs picked up in the mid-'80s and '90s because, as Dawkins says, officials were looking for help with cargo bookings, financial support and a host of other services.

GSA organizations have their detractors, and while Dawkins' future outlook for the business as a whole is rosy, there are a few difficulties ahead. As technology changes the face of the cargo industry, Dawkins says companies like his simply have to adapt to new competition. Online booking portals that directly connect shippers and carriers present a new wrinkle in his business model, but one thing these systems can't offer is the added bits of value he says GSAs bring to the table. Dawkins is confident, however, that online booking portals and the like present no real challenge to his business.

"We've seen them come, and we've seen them go," he says. "At the end of the day, there are some organizations who will book online through a portal, and then there are other organizations that want to continue working with a freight forwarder."

One sticking point that is much more out of his control is the perception of cargo throughout the aviation industry. Passenger-related activity seems more glamorous to people, he says, because cargo rides on the dirty end of the plane. But even fighting the perception that cargo isn't worthwhile is fun for Dawkins; he loves the industry, that's why he's been in it for so long.

"It's a very dynamic business to be involved with," he says. "It's like climbing Mount Everest. There just never seems to be an end to it."

Hiking that peak, which to him is a continual, steep ascent even when the industry is at its most depressed, hasn't tired Dawkins out yet.

Lise-Marie Turpin: Challenge meets opportunity

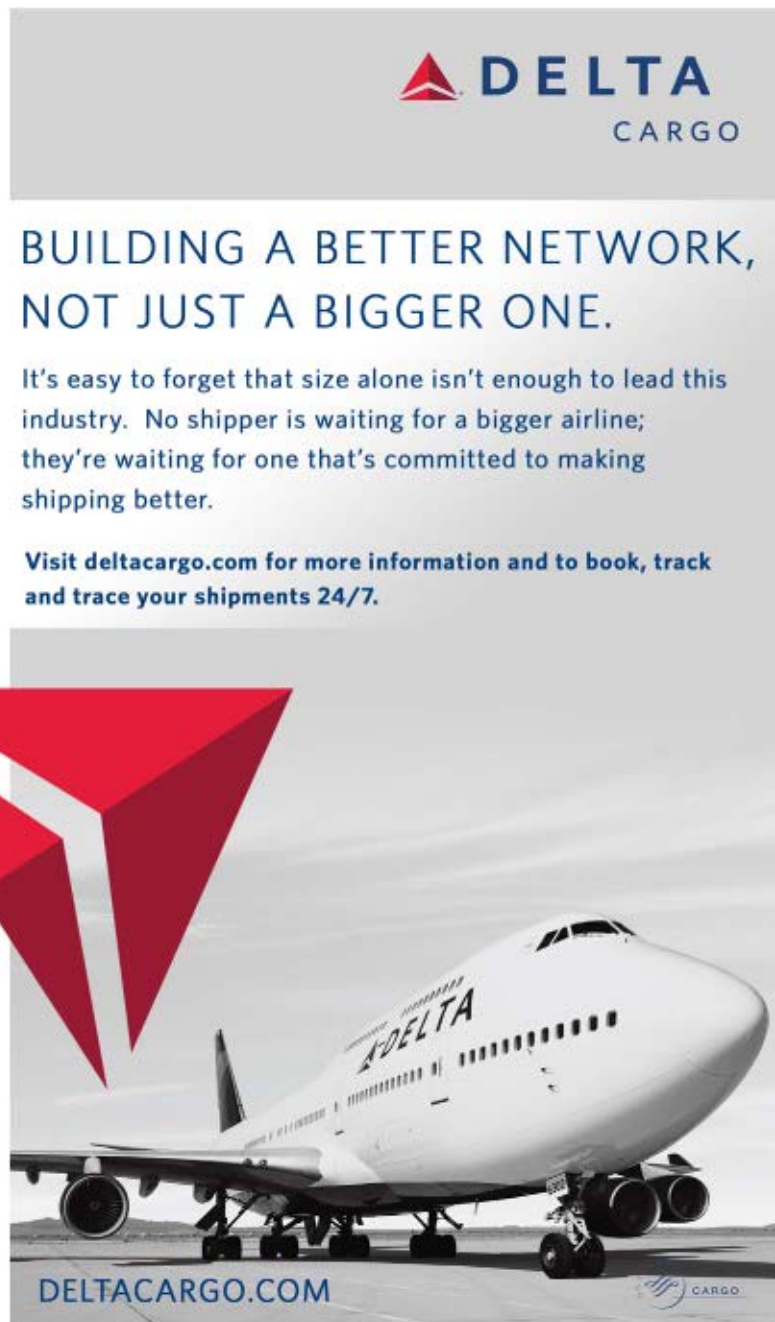
Assuming a new position in favorable economic times can be challenging, but starting a job at the brink of a global recession is entirely more taxing. Lise-Marie Turpin has experienced this difficult reality first hand.

Although Turpin joined Air Canada during the prolific mid-'90s after vari-

ous stints with Air France, she didn't assume her current role as managing director of Air Canada Cargo until 2008. She took over within weeks of the stock market collapse.

Fortunately, Turpin says she had been accustomed to the cargo industry's volatility from her past experiences. "Since I had already worked on the cargo side before, it

(continued on page 29)



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Des Vertannes: Giving voice to an industry

As the head of cargo for the International Air Transport Association, Des Vertannes is recognized worldwide as a global leader in airfreight. Vertannes, who assumed the role in 2010 after lengthy stints with Etihad Crystal Cargo, British Airways, Air Canada and Gulf Air, recently sat down with *Air Cargo World* to discuss the challenges — and opportunities — of his unique position.

Air Cargo World: What do you enjoy most about your job?

Des Vertannes: I enjoy working with members of the industry to incite change and make the global airfreight sector more secure, competitive, efficient, profitable and sustainable. There is a great deal to be achieved, but doing so is only possible if the industry can come together and work in unison. Although the immense economic and financial pressures we're currently facing only makes this harder, I enjoy the privilege of working with my industry peers and colleagues toward achieving these goals.

ACW: How does IATA view cargo?

Vertannes: Cargo is very high on IATA's priority list. As you know, we have set some challenging targets, particularly with regard to issues such as e-freight, and our board expects us to follow them through. IATA's target is to reach 10-percent volume on live e-freight lanes by the end of 2011, and we are on target to meet that.

We are similarly concerned with security, which has garnered enormous political and regulatory attention as of late. We've been supportive of the work of the U.S. government, the International Civil Aviation Organization and the World Customs Organization in bringing forward solutions, such as secure freight, and collaborating about ways to manage risk. These organizations are also championing the provision of advance cargo and goods information, which we support.

The big push this year has been

to achieve greater coordination across the cargo supply chain. The establishment of the Global Air Cargo Advisory Group as a powerful industry force has been key to that. Since we signed the agreement between the four main associations at the World Cargo Symposium in March, the GACAG has agreed on the terms of reference and work programs in four priority areas. I anticipate GACAG mobilizing the industry and achieving significant results in all areas of focus.

ACW: What are some of the biggest challenges you faced in 2011?

Vertannes: In my opinion, we faced two main challenges this year. The first is the security challenge. The foiled Yemen cargo bomb plot in October 2010 reminded us that security is an issue that can only be tackled collectively. It reemphasized the value of intelligence and a total-supply-chain approach. Our secure freight program works on that principle and IATA, along with the GACAG, has been working through ICAO to get states to adopt a similar approach.

The second challenge is efficiency. We need to enhance our competitiveness in a very tough global market. The air industry's fuel bill will top \$200 billion next year; we need to utilize every possible productivity gain. Fortunately, the expansion of e-freight is giving the industry a tool to do just that. Now, we must all step up and make it happen. We also need to make better use of existing trade lanes and accelerate growth on the market penetration we currently have.

ACW: What is the overall health of the global airfreight sector?

Vertannes: We're seeing a clear weakening in airfreight, and I'm concerned about the economic turmoil in the eurozone. However, we have been impacted by other factors such as the earthquake and tsunami in Japan, the Arab Spring, high oil prices, commodity price inflation and the recent flood in Thailand. All these events

have contributed to weakened global demand, so growth this year has been flat. This must be considered in the context of 2010's exceptional post-recession bounce, but the negative downturn in the second half of this year clearly signals a need to exercise prudence.

We all know that airfreight is a leading indicator of economic health, and in September, we saw volumes fall 2.7 percent system-wide, with a notable 6.3-percent decline in the Asia-Pacific. Load factor is also down. For the entire year, airfreight is only up 0.1 percent, and although we are currently forecasting growth in 2012, I expect that to be slightly revised in our December forecast.

ACW: What are your other expectations for 2012?

Vertannes: From a policy perspective, IATA will be focusing on increasing acceptance of the e-airway bill as our part of the push to increase e-freight volumes. The industry can expect to see GACAG gaining momentum leading the e-freight goals, and I anticipate governments becoming increasingly committed to securing cargo across the supply chain. Another priority for IATA in 2012 will be modernizing the relationship between forwarders and airlines to boost collaboration.

Still, I think 2012 will be a tough year. IATA's forecast is for airlines to profit just \$4.9 billion next year on a margin of 0.8 percent. I expect freight to become an even more important revenue stream for airlines, which is something we should all look to promote. Just imagine how much the industry could profit if we increased our modal market share by just 1 percent, from our present 2 percent of the global cargo market by volume.





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Roger Crook: A new face in the forwarding game

Roger Crook took on the job of CEO of DHL Global Forwarding, Freight, in March after a long stay in the company's express division. Since then he's been settling into his new position, focusing on increasing marketshare while bringing some of the strategies used in the express arena to the freight forwarding world.

Air Cargo World: Look back at the past year. How has 2011 been for DHL Global Forwarding?

Roger Crook: The year has been — and will be — an excellent year for DHL. We've grown both our sales revenue and our profitability. I think the year started out more optimistic than it's ending. Up until about June, we thought we were going to have a peak season in the second half of the year, and we haven't seen that happen. It's peaked a little bit here and there, and then it's dropped back again.

I think many companies are still looking at their inventory levels and playing "wait and see." From my point of view, 2012 is a big question mark, and 2013 probably even more.

If you look at us and our competitors during the last two to three months, particularly airfreight volume is down on last year. And you can actually see in our Q3 report that our volume was down 2 percent to 3 percent on average for that three-month period. Everybody's hurting. I don't see any of our competitors that I've looked at that are in any different position. Everybody's looking at how can they make money.

ACW: At the start of the year, a lot of talk revolved around ocean carriers taking marketshare from the airfreight world. Is that still the case?

Crook: There was some of that in the beginning of the year. I think it's switched now. People have held off on the peak season with ocean and now, potentially, you might see in the next few months a small peak of last-

minute buys, people's inventory running out, but it's not really happening right now. We saw switching in the beginning of the year, but it's not so much happening right now.

ACW: It seems like 2011 will go out with a whimper. What can you as a freight forwarder do to make 2012 more profitable?

Crook: There's opportunity to grow even though the market is flattening or even declining. From my point of view, yes we can grow. We can become more effective in the marketplace through our sales acquisition process. The other thing is innovation. Obviously, there is innovation that continuously goes on, and I think we can be more effective about bringing that to market.

ACW: What are your customers asking for now?

Crook: Yesterday, one customer — we're a big supplier to them from an airfreight point of view — said, "Well, I'm going to retire when this industry finally has the same visibility as the express industry." What I see — and I've been in the express industry, I haven't been in this job very long — is more and more customers are pushing for more visibility. They're also looking for more defined or definite time in terms of transit time. They want a timed transit time; as opposed to five days or three days, they want it in 60 hours or 80 hours. There is a trend in the industry that's bringing it closer to express over time, but it's a long way away before you get the visibility of express.

ACW: You said you haven't been in this job for long. Has there been a steep learning curve? Do you feel like you were thrown into the fire?

Crook: I was obviously thrown into the fire, but at the end of the day, I knew a lot of people in the division,

and I knew a lot of the customers, so the learning side is more about the specific operations. But at the end of the day, it's import/export, and that's what I've been doing at express. It's exactly the same process at a high level; it's at a lower level that the processes are different. It's been a steep learning curve, and I still have a lot to learn.

It's a big challenge, but I see lots of opportunity to bring ideas from express into the forwarding world and to share what processes or share the way we did things and improve things in forwarding. There are synergies between forwarding and express. We do utilize, for example, the express air network with DGF.

ACW: What are some of the major challenges you see on the horizon?

Crook: At the end of the day, what will happen with the economy, and will China really slow down? What will happen with the European sovereign debt, which seems to be getting worse? The economy will be the biggest challenge because our customers' business will be impacted as well as our business. There will always be the natural disaster; there will always be the regulation change — like the U.S. security regulations. For me, regulation change is something that we have to manage, and we will invest accordingly.

If the regulation change in terms of scanning is not practical, then we will obviously challenge it through the relevant bodies. But I think we're ready for the U.S. change in terms of scanning. It comes into Europe in terms of the unknown shipper in March 2013. We're gearing up for that now. This is just the way of doing business. We have to do it for our customers.



(continued from page 25)

wasn't exactly anything new," she says. "I just had to make sure that everyone on the team understood that we were in a down cycle and needed to make good use of that time to build a more solid base." Turpin adds that difficult year also provided her team with time to strategize. Business had slowed, so the group looked to maximize its product offerings to get ready for the uptick in business that followed the downturn.

Like many airlines, Air Canada's passenger side receives much of the attention. Turpin says the carrier is known primarily as a passenger airline, but argues that airfreight is a key piece of the corporate puzzle. "Cargo contribution is critical to the profitability of most routes," she explains. "Because of that, the airline sees cargo as a valuable part of the business."



The cargo part of the business has taken numerous hits lately. She points to the financial crises in the U.S. and the eurozone as driving up fuel prices and affecting trade volumes. Not that Air Canada Cargo isn't able to withstand such challenges, Turpin says. "We're watching what's happening around the world," she says, "but we still have to make sure that, regardless of what's going on, we're able to keep a step ahead and still deliver the results that our customers expect from us."

"Cargo contribution is critical to the profitability of most routes; because of that, the airline sees cargo as a valuable part of the business."

The March tsunami and earthquake in Japan also slowed airfreight operations. In addition to rerouting their fleets, Air Canada Cargo reduced capacity to compensate for the weak export volumes out of the Asia-Pacific, Turpin reveals. "The events in Japan certainly threw all of us a curveball," she says. "Our routes quickly resumed back to normal, though."

Unfortunately, the global airfreight sector hasn't bounced back quite as fast, and Turpin characterizes 2011 as a year "where everything cooled down." Although global passenger volumes haven't softened as

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much as airfreight, Turpin expects them to be impacted. After all, she maintains, air cargo activity is considered to be an early indicator of economic health.

Turpin knows that 2012 could be equally challenging, but she's already anticipating the tough choices ahead. Key to guiding Air Canada Cargo down a tough road will be determining which actions the carrier must take to maintain its market share and developing technologies to streamline its customer service operations, Turpin says.

For example, the carrier will be relying on its cool-chain offerings to attract new business. Last year, Air Canada Cargo rolled out its AC Absolute and AC

Pharmacair solutions, which built off the success of its AC Cool temperature-controlled service. Turpin also expects a new tool that provides real-time information for the dispatch of line-haul activities to improve efficiencies in the operation.

Either way, Turpin promises to be Air Canada Cargo's strongest advocate amid the economic turmoil. And if her experience taking over as managing director during a global recession is any indication of what's to come, she's up for the challenge.



Neel Shah:
Striving for cargo equality

Neel Shah always has a seat at the main table. As senior vice president and chief cargo officer at Delta Air Lines, Shah says he is

on the same level as Delta's passenger executives. This ensures that cargo is considered in every aspect of the carrier's day-to-day business, which also means that freight can easily influence routes and aircraft type.

"There are some routes we're flying just because of cargo. We fly from LA to Sydney because we make a lot of money on cargo. It's one of several examples where cargo makes the difference in us being able to offer or not offer that route as an airline," he says.

Shah has worked hard to get on equal footing with his passenger brethren. When he joined Delta in 2008, the reporting structure for cargo was different, and passenger services were the main driving force at the carrier. Chief cargo officer wasn't even a position. Now, Shah reports to the president of the company, and while he admits some decisions still don't work out

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CDG	11:00	BAH	19:15	Daily
BKK	10:10	BAH	13:50	Tue, Thu & Fri
BKK	19:40	BAH	23:20	Tue, Wed, Sat & Sun
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for cargo, much of the talk centers around how passenger and cargo services can drive revenue as partners.

“At a lot of carriers, the passenger guys are just like, ‘Ah, the cargo thing; I’ll make an assumption, and we’ll just go from there,’” he says. “That’s absolutely the way it used to be at Delta, and now we’re equals.”

Statistics for the last few months of 2011 are depressing: no peak season in Asia coupled with rampant capacity growth, a reeling Japanese industry still recovering from natural disasters, and ever-climbing oil prices. But Delta’s strategy of equality seems to be working well, as Shah says the cargo department keeps stealing bits of marketshare,

even in these tough times. He says that in September, volumes were up 8 percent to 10 percent, year to date, and revenue had risen by 23 percent.

Much of this increase, Shah says, is due to a push toward premium products. “We’ve seen a steady increase there, and next year we’re trying to position ourselves so that we continue to sell more and more premium products,” he says. “We’re trying to do, let’s say, six or seven products, but do them well, and you won’t see us expand well beyond that. I frankly don’t feel there’s a market for it.”

This summer, the opening of a new international terminal at Hartsfield-Jackson Atlanta International Airport will only help Delta achieve better numbers. One aspect of the new terminal that Shah is especially thrilled to discuss is the inclusion of coolers in the development. This will enable handlers to wheel temperature-sensitive freight off the plane and directly into a cool environment. According to Shah, two large perishable shippers based in Los Angeles have already been through to tour the new facility.

Even with these improvements, Shah knows that 2012 will be no economic cakewalk. On top of the sour economy, Shah is looking out for a challenge that will affect everyone at Delta. The European Union’s emissions trading scheme, which is to be applied to airlines starting in January, is currently a large thundercloud on the horizon.

“It’s just goofy, and the fact that people want to continue to beat up an industry that barely produces positive margins on a year-over-year basis just boggles my mind,” he says. “Air travel is shut down, and the world goes into chaos. Why do we get the brunt of everything?”

While there is a bit of uncertainty moving into the new year, Shah knows that at Delta, the air cargo business has a strong voice and will be able to help create effective solutions to new challenges. **ACW**

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Unlike other states, Alaska is proceeding with a number of improvement projects after having funded more than 300 infrastructure projects last year. And thanks to changes in tax incentives, Hollywood is returning to film there. The Alaska oil and gas industry, beleaguered by a restrictive tax regime, is benefiting by increases in exploratory well drilling in the northern part of the state and a planned natural-gas storage complex at the Cook Inlet. Tourism is also benefiting from reduced passenger head taxes to the cruise industry.

The Hub — Ted Stevens Airport

The epicenter of Alaska cargo is Ted Stevens Anchorage International Airport (ANC), where a host of foreign-flag and U.S.-passenger carriers, as well as cargo giants like FedEx and Polar, transfer cargo. In a single busy week, the vast majority of the world's approximately 256 dedicated B-747 freighters touch down at ANC with a variety of cargo, some offloaded for Alaska or destined for elsewhere in North America. Coming off a volatile fiscal year and a down first quarter for cargo volumes at ANC and Fairbanks International Airport, there is room for improvement, says John Parrott, airport manager at ANC.

"The global economy isn't continuing to rebound," Parrott says. "We saw a significant recovery last year, but it's not being sustained. Goods aren't being manufactured and sold as in past years." Still, among airports, ANC continues to be a cargo powerhouse, ranked fifth world-



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wide for cargo throughput and second in the United States for landed weight of cargo aircraft. During the recent second-annual Alaska International Air Cargo Summit, Parrott reports a number of carriers expressed interest in cargo transfer services at Anchorage and Fairbanks once the economy improves.

ANC has already improved its parking areas for aircraft to accommodate the new B-747-800 series of jets coming online by the end of this year. There are other bright spots in Alaska trade, including the burgeoning Alaska peony-growing market — a flower variety that's second in popularity behind the rose.

Alaska Airlines

Alaska Airlines came off a slightly better year last year for intra-state cargo and mail volume despite a tepid economy in Alaska, says Torque Zubeck, managing director of air cargo for Alaska Air Cargo in Seattle. "While the overall cargo demand in state has been trending down in the last few years, Alaska Airlines has offset this with increasing market share," he says.

To complement its existing fleet of more than 117 Boeing 737s, including five combi aircraft and one freighter, that serve the intra-Alaska markets and Seattle, Alaska Airlines

has firm commitments for 28 new B-737s and options for 42 more. "Many of these new aircraft will be the 737-900ER, which will be the largest planes we have," Zubeck says, noting the new aircraft will also allow for more cargo capacity.

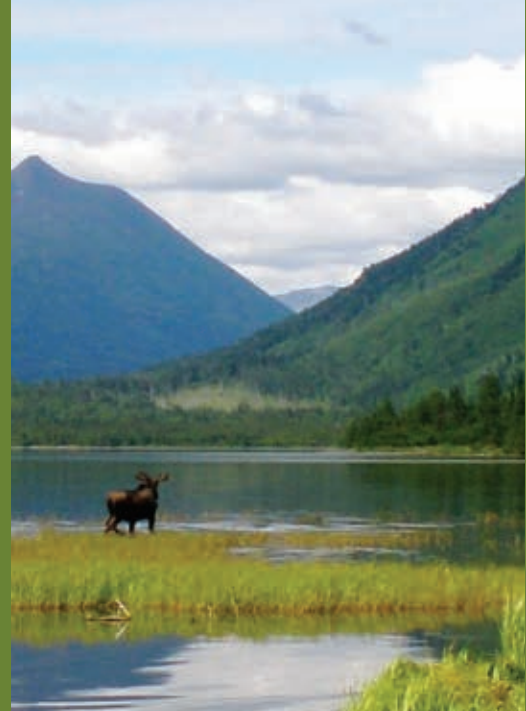
These planes will be integrated into the Alaska Air fleet that serves cargo markets to more than 80 destinations in the lower 48, Hawaii, Canada and Mexico. With more than 20 daily flights to all four major Hawaiian islands, Alaska Air



Cargo now handles cargo from cities all along the West Coast and Alaska including its newest lane segment from San Diego to Honolulu. "Our rapid expansion to Hawaii has increased cargo opportunities there," Zubeck says.

In August 2011, the carrier launched Alaska Mobile Track for mobile users. "Users simply text their airwaybill number to a number to receive tracking information for any Alaska Air small package or freight shipment," Zubeck says.

Seafood is a big part of outbound cargo, whether bound for North America or Asia, especially during peak season. While shipping seafood to Boston might seem redundant, Zubeck says Alaska Air flights to Boston hold salmon and other seafood, while return flights bring lobster and other East-Coast specialties. The carrier also handles growing volumes of



geoduck (pronounced "gooey duck"), an increasingly popular Alaskan shellfish, primarily bound for Asia. "The geoduck harvest in Ketchikan goes strong from October through early January. We work with forwarders such as Lynden and CFI who handle shipping this product to Asia," Zubeck says.



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As a leading provider of perishable transportation services, Lynden's seafood shipments are a reliable bellwether of the market. Dennis Mitchell, regional vice president for Alaska at Lynden International, notes 2011 brought an increase in perishables seafood for shipments to Asia. "It's a small increase, but one of our customers has expanded into Asia, and we expect to see that growth continue next year," he says.

"Each year is a bit different depending on what type of salmon returns to each region of Alaska as well as the market price of

pendent upon a competitive oil tax policy in Alaska," he says.

Lynden is in good company among organizations that encourage investment in Alaska to put oil in the pipelines. "Alaska still has a wealth of oil and gas resources, so we have the ability to provide a secure source of energy to the nation. We simply need to have access to the resource, a fair tax structure and fewer regulatory restrictions," Mitchell concludes.



seafood," Mitchell continues. "Halibut was extremely expensive this year, so we have seen a decline in the amount of fresh product that has been shipped. This year, the Yukon River region experienced a dramatic return of Kings and Silvers, which boosted their revenues."

For Lynden and many companies in Alaska, the biggest marketing opportunities are in the petroleum industry — subject, of course, to fixing Alaska's controversial petroleum tax policies, Mitchell says. "We've seen a serious decline in oil production within Alaska, which causes concern for the state's long-term economic health. While there is increasing maintenance activity and some new exploration activity, the ability to turn the corner on production decline is de-

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HALIFAX STANFIELD INT'L AIRPORT

1 Bell Boulevard, Enfield, Nova Scotia, Canada, B2T 1K2. **Identifier:** YHZ. **Contact:** Andy Lyall, air cargo manager. **Phone:** 902-873-6300 **Fax:** 902-873-4750. **Email:** andrew.lyall@hiaa.ca www.flyhalifax.com
Air service: Total carriers: 26; all-cargo: 5, non-scheduled charter: 2. **Freight forwarders:** 4. **Surface for cargo handling:** 1.4 million sf. **Warehouse space:** 5,000 sf. occupied: 100 percent **Traffic:** Total estimated tonnage: 29,000 tonnes; total estimated aircraft movements: 40,500, +3 percent. **CCSF:** Yes. **FTZ:** No. **Customs:** Yes. **Avg. customs clearance:** 2 hours. **Agriculture inspector:** Yes. **Special services:** Existing refrigeration for pharmaceuticals, cut flowers, perishables; quarantine; hazmat; bonded and secure storage. **Distance to connecting transport (km):** Rail: 15; ocean: 35; highway: 1; truck terminal: 15; intermodal center: 15.

MIRABEL INTERNATIONAL AIRPORT

1100 Rene-Levesque Blvd West, Ste 2100, Montreal, Quebec, Canada, H3B 4X8. **Identifier:** YMX.
www.admtl.com



PRINCE GEORGE AIRPORT AUTHORITY

4141 Airport Road – 10, Prince George, BC, Canada, V2N 4M6. **Identifier:** YXS.

Contact: Allan Ridgway, director, cargo business development.

Phone: 250-552-8325 **Fax:** 250-963-3462.

Email: cargo@pgairport.ca. www.pgairport.ca

Air service: Total carriers: 5; all-cargo: 2, non-scheduled charter: 0. **Warehouse space:** 25,000 sf; occupied: 5,000 sf. **CCSF:** No. **FTZ:** No. **Customs:** Yes. **Avg. customs clearance:** Same day. **Agriculture inspector:** No. **Special services:** Refrigeration for perishable food; bonded and secure storage are under construction. **Distance to connecting transport (km):** Truck terminal: 5; highway: 1; Intermodal center: 5; rail: 5.

SAULT STE. MARIE AIRPORT

475 Airport Road, Sault Ste. Marie, ON, Canada, P6A 5K6. **Identifier:** YAM.
www.saultairport.com

TORONTO PEARSON INT'L AIRPORT

PO Box 6031, 3111 Convair Drive, Toronto, ON, Canada, L5P 1B2. **Identifier:** YYZ.
www.torontopearson.com

VANCOUVER INTERNATIONAL AIRPORT

PO Box 23750, Richmond, BC, Canada, V7B 1Y7. **Identifier:** YVR.
www.yvr.ca

WINNIPEG INTERNATIONAL AIRPORT

Winnipeg Airports Authority, 2000 Wellington Ave., Winnipeg, MB, Canada, R3H 1C2. **Identifier:** YWG.
www.waa.ca

CHILE

ARTURO MERINO BENITEZ AIRPORT

Comuna Pudahuel, Casilla 61, Correo Central, Santiago, Chile. **Identifier:** SCL.
www.aeropuertosiatiago.cl

CHINA

BEIJING CAPITAL INTERNATIONAL AIRPORT

Beijing Capital International Airport Authority, Airport Road, Beijing, China, 10062. **Identifier:** PEK.
www.bcia.com.cn

GUANGZHOU BAIYUN INT'L AIRPORT

Guangzhou, Guangdong, 510405, China.
Identifier: CAN.
www.gahco.com.cn

HONG KONG INTERNATIONAL AIRPORT

HKIA Tower, 1 Sky Plaza Road, Hong Kong, China.
Identifier: HKG.
www.hongkongairport.com

MACAU INTERNATIONAL AIRPORT

CAM Office Building, 4F Av., Wai Long, Taipa, Macau, SAR China. **Identifier:** MFM.
www.macau-airport.com

NANJING LUKOU INTERNATIONAL AIRPORT

Lukou Town, Jiangning District, Nanjing, Jiangsu, China, 210029. **Identifier:** NKG.
www.nliairport.com

HENZHEN BAOAN INT'L AIRPORT

Office 603, Airport Hotel, Shenzhen Baoan International Airport, Shenzhen, China, 518128.
Identifier: SZX.
www.szairport.com

CZECH REPUBLIC

OSTRAVA LEOS JANACEK AIRPORT

Mosnov 401, Mosnov, Czech Republic, 742 51.
Identifier: OSR.
www.airport-ostava.cz

PRAGUE AIRPORT RUZYNE

Leglerove 1075/4, Airport Ruzyně, Prague, Czech Republic, 16008. **Identifier:** PRG.
www.prg.aero

DENMARK

BILLUND AIRPORT

Eksportvej 40, DK-7190 Billund, Denmark.
Identifier: BLL.
www.ccb.dk

COPENHAGEN AIRPORT

Lufthavnsboulevarden 6, Kastrup, DK-2770, Denmark.
Identifier: CPH.
www.cph.dk

ECUADOR

MARISCAL SUCRE INTERNATIONAL AIRPORT

Av. Amazonas s/n y de la Prensa, Sauda Internacional, Quito, Ecuador. **Identifier:** UIO.
www.quiport.com

FINLAND

HELSINKI/VANTAA INT'L AIRPORT

PO Box 29, Vantaa, 01531, Finland. **Identifier:** HEL.
www.helsinki-vantaa.fi

FRANCE

AEROPORT DE LILLE

B.P. 227-59812 Lesquin, Cedex, Lille, France.
Identifier: LIL.
www.lille.aeroport.fr

CHATEAUX AIRPORT

RD 920, Deols, France, 36130. **Identifier:** CHR.
www.chateaux-airport.com

LYON-SAINT-EXUPERY AEROPORT

BP 113, Lyon St Exupery, France, 69125.
Identifier: LYS.
www.lyon.aeroport.fr

MARSEILLE PROVENCE AIRPORT

BP 7, Marignane, France, 13727. **Identifier:** MRS.
www.marseille.aeroport.fr

PARIS CHARLES DE GAULLE AIRPORT

CDGX – Bat 5720, 6 rue des Bruyeres, BP 24101, Roissy CDG, Cedex, France, 95711. **Identifier:** CDG.
www.adp.fr

PARIS-VATRY AIRPORT S.E.V.E.

B.P. 80005, Chalons en Champagne, France, 51555.
Identifier: XCR.
www.parisvatry.com

TOULOUSE AIRPORT

BP 90103, Blagnac, France, 31703. **Identifier:** TLS.
www.fret-toulouse.com

GERMANY

AIRPORT NURENBERG

Flughafenstrasse 100, D-90411 Nuernberg, Bavaria, Germany. **Identifier:** NUE.
www.airport-nuernberg.de

BERLIN BRANDENBURG AIRPORT

Admin.-Building H001, Berlin, Germany, 12521.
Identifier: BER.
www.berlin-airport.de

COLOGNE/BONN AIRPORT

PO Box 98 01 20, D-51129, Cologne, Germany.
Identifier: CGN.
www.koeln-bonn-airport.de

DUESSELDORF INTERNATIONAL AIRPORT

Dus Air Cargo Center, Entrance D, 3rd Floor, D-40474, Duesseldorf, Germany.
www.dus-cargo.com

FLUGHAFEN HAMBURG GMBH

Flughafenstraße 1-3, Hamburg, Germany, D-22335.
Identifier: HAM.
www.ham.airport.de

FRANKFURT AIRPORT

Fraport AG, Frankfurt Airport Services Worldwide, D-60549 Frankfurt/Main, Germany. **Identifier:** FRA.
www.fraport.com

FRANKFURT HAHN AIRPORT

Building 667, Hahn Airport, Rhineland-Palatinate, Germany, 55483. **Identifier:** HHN.
www.hahn-airport.de

HANNOVER AIRPORT

PO Box 42 02 80, Hannover, Germany, 30662.
Identifier: HAJ.
www.hannover-airport.de

LEIPZIG/HALLE AIRPORT

PO Box 1, Leipzig, Saxony, Germany, 04029.
Identifier: LEJ.
www.leipzig-halle-airport.de

MUNICH AIRPORT

PO Box 23 17 55, Munich, Bavaria, Germany, 85326.
Identifier: MUC.
www.munich-airport.de

MUENSTER/OSNABRUECK INT'L AIRPORT

Huettruper Heide 71-81, Greven, North Rhine-Westphalia, Germany, 48268. **Identifier:** FMO.
www.fmo.de

ROSTOCK AIRPORT

Flughafenstr. 1, Laage, Germany, D-18299.
Identifier: RLG.
www.rostock-airport.com

STUTTART AIRPORT

PO Box 23 04 61, Stuttgart, Germany, 70624.
Identifier: STR.

GREECE

ATHENS INTERNATIONAL AIRPORT

Administration Bldg 17, Spata, Greece, 190 19.
Identifier: ATH.
www.aia.gr

HUNGARY



BUDAPEST LISZT FERENC INT'L AIRPORT

H-1675 Budapest-Ferihegy, PO Box 53, Budapest, 1185, Hungary. **Identifier:** BUD.

Contact: Christa Soltau, vp, cargo and logistics.
Phone: +36 1 296 6872 **Fax:** +36 1 296 5578.

Email: christa.soltau@bud.hu www.bud.hu

Air service: Total carriers: 194; all-cargo: 14; non-scheduled charter: 63. **Freight forwarders:** 24.

Surface for cargo handling: 5 acres. **Warehouse space:** 20,000; occupied: 70 percent. **Traffic:**

Estimated tonnage: 90,000 tonnes, +9 percent; estimated aircraft movements: 5,600, -3.5 percent.

CCSF: Yes. **Customs:** Yes. **Avg. customs clearance:** 2 hours. **USDA:** Yes. **Special services:** Planned handling for large animals, equine; refrigeration for pharmaceuticals, cut flowers, perishable food, frozen goods;

hazmat; bonded and secure storage. **Distance to connecting transport (km):** Logistics city: 10 parks within 28 km radius; intermodal: 28; rail: 13 (Kobanya), 28 (BILK); ocean: 602; highway: 0.5. **Comments:** First Cargo City warehouse due by end of 2012.

ICELAND

KEFLAVIK AIRPORT

Leifur Eiriksson Air Terminal, 235 Keflavik Airport, Iceland. **Identifier:** KEF.
www.keflavikairport.com

INDIA

DELHI INDIRA GANDHI INT'L AIRPORT

Delhi Indira Gandhi International Airport, Delhi, India, 110 037. **Identifier:** DEL.
www.delhiairport.com

IRELAND

SHANNON AIRPORT

New Terminal Building, Shannon, Co. Clare, Ireland. **Identifier:** SNN.
www.shannonairport.com

ISRAEL

DAVID BEN GURION INT'L AIRPORT

PO Box 7, Ben Gurion, Israel, 70100. **Identifier:** TLV.

ITALY

AEROPORTO DI VENEZIA

Viale G.Galilei 30/1, Venezia - Tessera, Italy, I-30173. **Identifier:** VCE.
www.veniceairport.it

MALPENSA INTERNATIONAL AIRPORT

Linate E Malpensa, Milano, Italy, 20090.
www.sea-aeropotimilano.it

FIUMICINO/LEONARDO DA VINCI AIRPORT

CP-00050 Fiumicino, Rome, Italy. **Identifier:** FCO.
www.adr.it

JAPAN

CHUBU CENTRAIR INTERNATIONAL AIRPORT

1-1 Centrair, Tokoname, Aichi, Japan, 479-8701. **Identifier:** NGO.
www.centrair.jp

KANSAI INTERNATIONAL AIRPORT

1-Banchi, Sehshu-Kuko Kita, Izumisano-shi, Osaka, Japan, 549-8501. **Identifier:** KIX.
www.kansai-airport.or.jp

NARITA INTERNATIONAL AIRPORT

Cargo Administration Bldg, Narita Int'l Airport, Narita, Chiba, Japan, 282-8601. **Identifier:** NRT.
www.narita-airport.jp

KENYA

JOMO KENYATTA INTERNATIONAL AIRPORT

P.O. Box 19082 Nairobi, Kenya. **Identifier:** NBO.
www.kenyaairports.com

KOREA

INCHEON INTERNATIONAL AIRPORT

2850 Unseo-dong, Jung-gu, Incheon 400-700, Republic of Korea, 400-700. **Identifier:** ICN.
www.airport.kr

LITHUANIA

SIALUIAI INTERNATIONAL AIRPORT

Lakunu Str. 4, Siauliai, Lithuania, LT-77103. **Identifier:** SQQ.
www.siauliai-airport.com

LUXEMBOURG

FINDEL AIRPORT

P.O. Box 273, Luxembourg, L-2013. **Identifier:** LUX.

MALAYSIA

KUALA LUMPUR INTERNATIONAL AIRPORT

Level 3 & 4, Airport Mgmt Ctr Bldg., Sepang, Selangor, Malaysia, 64000. **Identifier:** KUL.

PENANG INTERNATIONAL AIRPORT

Bayan Lepas, Penang, Malaysia. **Identifier:** PEN.

MEXICO

AEROPUERTO DE MONTERREY

Carretera A. Miguel Aleman, KM 24, Apodaca, Nuevo Leon, Mexico, 66600. **Identifier:** MTY.
www.gacn.com.mx

NAMIBIA

HOSEA KUTAKO INTERNATIONAL AIRPORT

PO Box 1, Hosea Kutako International Airport, Windhoek, Khomas, Namibia, 9000.
www.airports.com.na

WALVIS BAY AIRPORT

PO Box 2307, Walvis Bay, Erongo, Namibia. **Identifier:** WVB.
www.airport.som.na

THE NETHERLANDS

AMSTERDAM AIRPORT SCHIPHOL

PO Box 7501, Schiphol, 1118 ZG, Netherlands. **Identifier:** AMS.
www.schipholgroup.com

NORWAY

OSLO AIRPORT

PO Box 100, N-2061 Gardermoen, Norway. **Identifier:** OSL.
www.osl.no

PERU

JORGE CHAVEZ INTERNATIONAL AIRPORT

Av. Elmer Faucett, Callao, Peru, Callao, 01. **Identifier:** LIM.

RUSSIA

DOMODEDOVO INTERNATIONAL AIRPORT

Domodedovo Airport, Domodedovo District, Moscow Region, Russia, 142015. **Identifier:** DME.
www.domodedovo.ru

SINGAPORE

CHANGI AIRPORT

Singapore Changi Airport, Singapore, 918146. **Identifier:** SIN.
www.changiairport.com

SPAIN

BARCELONA AIRPORT

Prat De Llobregat, Barcelona, Spain, 08820. **Identifier:** BCN.
www.aena.es

MADRID-BARAJAS AIRPORT

Avda.de la hispanidad s/n, Madrid, Spain, 28042. **Identifier:** MAD.
www.aena.es

SWEDEN

GOTEBORG-LANDVETTER AIRPORT

SE-438 80 Landvetter, Goteborg, Vastra Goteland, Sweden. **Identifier:** GOT
www.lfv.se

MALMO AIRPORT

Malmo Airport, Swedavia, Box 14, Malmo-Sturup 230 32, Sweden. **Identifier:** MMX.
www.malmoairport.se

STOCKHOLM-ARLANDA AIRPORT

Stockholm-Arlanda Airport, SE 190 45 Stockholm, Sweden. **Identifier:** ARN.
www.arlanda.se

SWITZERLAND

FLUGHAFEN BASEL-MULHOUSE

Postfach 142, 4030, Basel, Switzerland. **Identifier:** BSL.
www.euroairport.com

ZURICH UNIQUE AIRPORT

Unique Flughafen Zurich, Zurich, Switzerland, CH-8058. **Identifier:** ZRH.
www.flughafen-zurich.ch

TAIWAN

TAIWAN TAOYUAN INT'L AIRPORT

No. 19, Hanggin N. Road, Dayuan Township, Taoyuan, Taiwan, R.O.C., 33758.
www.taoyuanairport.gov.tw

THAILAND

SUVARNABHUMI AIRPORT

222 Cargo Terminal 1, Vibhavadi Rangsit Rd, Seekan Donmuang, Bangkok, Thailand, 10210. **Identifier:** BKK.
www.suvarnabhumiairport.com

TURKEY

ISTANBUL SABIHA GOKCEN INTERNATIONAL AIRPORT

Kurtkoy - Pendik, Istanbul, Turkey, 34912. **Identifier:** SAW.
www.sabihagokcen.aero

UNITED ARAB EMIRATES

ABU DHABI INTERNATIONAL AIRPORT

PO Box 114966, Abu Dhabi, UAE. **Identifier:** AUH.
www.abudhabiairports.com

DUBAI AIRPORTS – DUBAI CARGO VILLAGE

PO Box 2525, Dubai, UAE. **Identifier:** DXB.
www.dubaiairports.ae

FUJAIRAH INTERNATIONAL AIRPORT

PO Box 977, Fujairah, UAE. **Identifier:** FJR.
www.fujairah-airport.com

SHARJAH INTERNATIONAL AIRPORT

PO Box 8, Sharjah, UAE. **Identifier:** SHJ.
www.sharjahairport.ae

UNITED KINGDOM

EAST MIDLANDS AIRPORT

EMA HQ, Bldg 34 Ambassador Rd, EMA, Castle Donington, Derby, Derbyshire, UK, DE74 2SA.
Identifier: EMA.
www.emacargo.co.uk

EDINBURGH AIRPORT

BAA, Heathrow Point West, 234 Bath Rd, Harlington, Hayes, Middlesex, UK, UB3 5AP. **Identifier:** EDI.
www.baa.com/cargo

GLASGOW PRESTWICK INT'L AIRPORT

Aviation House, Prestwick, Ayrshire, Scotland, UK, KA9 2PL. **Identifier:** PIK.
www.gpia.co.uk

LONDON GATWICK AIRPORT

BAA, Heathrow Point West, 234 Bath Rd, Harlington, Hayes, Middlesex, UK, UB3 5AP. **Identifier:** LGW.
www.baa.com

LONDON HEATHROW AIRPORT

BAA, Heathrow Point West, 234 Bath Rd, Harlington, Hayes, Middlesex, UK, UB3 5AP. **Identifier:** LHR.
www.baa.com

LONDON STANSTED AIRPORT

BAA, Heathrow Point West, 234 Bath Rd, Harlington, Hayes, Middlesex, UK, UB3 5AP. **Identifier:** STN.
www.baa.com

MANCHESTER AIRPORT

Manchester Airport, Manchester, M90 1QX.
Identifier: MAN.
www.manchesterairport.co.uk

U.S. Airports

Alabama

HUNTSVILLE INTERNATIONAL AIRPORT

1000 Glenn Hearn Blvd, Box 20004, Huntsville, AL, 35824. **Identifier:** HSV.
www.hsvairport.org

Alaska

FAIRBANKS INTERNATIONAL AIRPORT

6450 Airport Way, Suite 1, Fairbanks, AK, 99709.
Identifier: FAI.
www.fai.alaska.gov

TED STEVENS INTERNATIONAL AIRPORT

5000 W. International Airport Road, Anchorage, AK, 99502. **Identifier:** ANC.
www.anchorageairport.com

Arizona



PHOENIX-MESA GATEWAY AIRPORT

5835 South Sossaman Road, Mesa, AZ, 85212.
Identifier: AZA.
Contact: David Valenzuela, business development.
Phone: 480-988-7640 **Fax:** 480-988-2315.
Email: dvalenzuela@phxmesagateway.org.
www.phxmesagateway.org
Air service: Total carriers: 1; non-scheduled charter:
1. **Freight forwarders:** 1. **Surface for cargo handling:** 8+ acres (350,000+ sf). **Warehouse space:** 48,000 sf; occupied: 0 percent. **Traffic:** Estimated tonnage: 60 tonnes, +122 percent; estimated aircraft movements: 180,000, +1.6 percent. **CCSF:** Yes. **FTZ:** Yes. **Customs:** Yes. **Avg. customs clearance:** Less than 1 hour. **USDA:** 30-40 minutes away. **Special services:** Planned handling for large animals, equine; refrigeration for pharmaceuticals, cut flowers, perishable food, frozen goods; Hazmat; bonded and secure storage. **Distance to connecting transport (miles):** Rail: 32; ocean: 412 (San Diego), 424 (Los Angeles); highway: 20; truck terminal: 6. **Comments:** New 90,000 sf cargo facility in the planning stages.

PHOENIX SKY HARBOR INT'L AIRPORT

3400 Sky Harbor Blvd, Phoenix, AZ, 85034.
Identifier: PHX.
www.phxskyharbor.com

TUCSON INTERNATIONAL AIRPORT

7005 S. Plumer Ave., Tucson, AZ, 85706.
Identifier: TUS.
www.tucsonairport.org

YUMA INTERNATIONAL AIRPORT

2191 East 32nd Street, Suite 218, Yuma, AZ, 85365.
Identifier: YUM.
www.yumaairport.com

California

CASTLE AIRPORT

2507 Heritage Drive, Atwater, CA, 95301.
Identifier: MER.
www.flycastlejosemite.com

JOHN WAYNE AIRPORT

3160 Airway Avenue, Costa Mesa, CA, 92626.
Identifier: SNA.
www.ocair.com

LOS ANGELES INTERNATIONAL AIRPORT

1 World Way, Room 219, Los Angeles, CA, 90045.
Identifier: LAX.
www.lawa.org

LA/ONTARIO INTERNATIONAL AIRPORT

1 World Way, Room 219, Los Angeles, CA, 90045.
Identifier: ONT.
www.lawa.org

MARCH GLOBAL PORT

14340 Elsworth Street #106, Moreno Valley, CA, 92553. **Identifier:** RIV.
www.marchglobalport.com

NORMAN Y. MINETA INT'L AIRPORT

1732 N. First Street, Suite 600, San Jose, CA, 95112.
Identifier: SJC.
www.sjc.org

OAKLAND INTERNATIONAL AIRPORT

One Airport Drive, Box 45, Oakland, CA, 94621-6466.
Identifier: OAK.
www.portoakland.com

SACRAMENTO MATHER AIRPORT

3745 Whitehead Street, Mather, CA, 95655.
Identifier: MHR.
www.sacairports.org

SAN BERNARDINO INT'L AIRPORT

294 S. Leland Norton Way, Suite 1, San Bernardino, CA, 92408. **Identifier:** SBD.
www.sbdairport.com

SAN DIEGO INTERNATIONAL AIRPORT

PO Box 82776, San Diego, CA, 92138.
Identifier: SAN.
www.san.org

SAN FRANCISCO INTERNATIONAL AIRPORT

PO Box 8097, San Francisco, CA, 94128.
Identifier: SFO.
www.flysfo.com

SANTA BARBARA MUNICIPAL AIRPORT

601 Firestone Road, Goleta, CA, 93117.
Identifier: SBA.
www.flysba.com

STOCKTON METROPOLITAN AIRPORT

5000 South Airport Way, Suite 202, Stockton, CA, 95206. **Identifier:** SCK.
www.stocktonmetro.com

Colorado

COLORADO SPRINGS AIRPORT

7770 Milton East Proby Parkway, Colorado Springs, CO, 80916. **Identifier:** COS.
www.flycos.com

DENVER INTERNATIONAL AIRPORT

8500 Pena Blvd, Denver, CO, 80249. **Identifier:** DEN.
www.flydenver.com

Connecticut

BRADLEY INTERNATIONAL AIRPORT

Schoephoester Road, Windsor Locks, CT, 06096.

Identifier: BDL.

www.bradleyairport.com

District of Columbia

WASHINGTON REAGAN NATIONAL AIRPORT

Washington, D.C., 20001. **Identifier:** DCA.

Florida

FORT LAUDERDALE INT'L AIRPORT

100 Aviation Blvd., Fort Lauderdale, FL, 33315.

Identifier: FLL.

www.fll.net

JACKSONVILLE INTERNATIONAL AIRPORT

PO Box 18018, Jacksonville, FL, 32229.

Identifier: JAX.

www.jaxairports.org



MIAMI INTERNATIONAL AIRPORT

Miami-Dade Aviation Dept, PO Box 25504, Miami, FL, 33102-5504. **Identifier:** MIA.

Contact: Chris Mangos, division director, marketing.

Phone: 305-876-7862 **Fax:** 305-876-7398.

Email: marketing@miami-airport.com

www.miami-airport.com

Air service: Total carriers: 95; all-cargo: 41; non-scheduled charter: 17. **Surface for cargo handling:** 3.8 million sf. **Warehouse space:** 2.8 million sf; occupied: 95 percent. **Traffic:** Estimated tonnage: 2 million tonnes, +1.5 percent; estimated aircraft movements: 390,400, +6.4 percent. **CCSF:** Yes. **FTZ:** Yes. **Customs:** Yes. **USDA:** Yes. **Special services:** 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: 1; ocean: 8; highway: 1; truck terminal: 1; intermodal center: 1.

ORLANDO INTERNATIONAL AIRPORT

One Airport Boulevard, Orlando, FL, 32827.

Identifier: MCO.

www.orlandoairports.net

ORLANDO SANFORD INT'L AIRPORT

1200 Red Cleveland Blvd., Sanford, FL, 32773.

Identifier: SFB.

www.osaa.net

PENSACOLA REGIONAL AIRPORT

2430 Airport Blvd, Suite 225, Pensacola, FL, 32504.

Identifier: PNS.

www.flypensacola.com

SARASOTA BRADENTON INT'L AIRPORT

6000 Airport Circle, Sarasota, FL, 34243.

Identifier: SRQ.

SOUTHWEST FLORIDA INT'L AIRPORT

11000 Terminal Access Road, Suite 8671, Fort Myers, FL, 33913. **Identifier:** RSW.

www.flylcpa.com

TAMPA INTERNATIONAL AIRPORT

PO Box 22287, Tampa, FL, 33622. **Identifier:** TPA.

www.tampaairport.com

Georgia

HARTSFIELD-JACKSON ATLANTA AIRPORT

PO Box 20509, Atrium Suite 4000, Atlanta, GA, 30320. **Identifier:** ATL.

www.atlanta-airport.com

Hawaii

HONOLULU INTERNATIONAL AIRPORT

400 Rodgers Boulevard, Suite 700, Honolulu, HI, 96819. **Identifier:** HNL.

Idaho

BOISE AIRPORT

3201 Airport Way, Suite 1000, Boise, ID, 83705.

Identifier: BOI.

www.iflyboise.com

Illinois

CHICAGO O'HARE INTERNATIONAL AIRPORT

10510 West Zemke Circle, 2nd Floor, PO Box 66142, Chicago, IL, 60666-0142. **Identifier:** ORD.

www.flychicago.com



CHICAGO ROCKFORD INT'L AIRPORT

60 Airport Drive, Rockford, IL, 61109.

Identifier: RFD.

Contact: Ken Ryan, director of cargo.

Phone: 815-703-5187 **Fax:** 866-808-7778.

Email: kryan@flyrfd.com www.flyrfd.com

Air service: Total carriers: 8; all-cargo: 2; non-scheduled charter: 4. **Surface for cargo handling:** 80 acres. **Warehouse space:** 100,000 sf; occupied: 50,000 sf. **CCSF:** Yes. **FTZ:** Yes. **Customs:** Yes.

Special services: Existing handling of large animals, equine; hazmat; bonded and secure storage; planned refrigeration for pharmaceuticals; planned quarantine. **Distance to connecting transport (miles):** Truck terminal: 1; highway: 4; intermodal center: 34.

Comments: Phase 1 of a four-phase expansion now completed.

GREATER PEORIA REGIONAL AIRPORT

6100 W Everett McKinley Dirksen Pkwy, Peoria, IL, 61607. **Identifier:** PIA.

www.flypia.com

MIDAMERICA ST. LOUIS AIRPORT

9656 Air Terminal Drive, Mascoutah, IL, 62258.

Identifier: BLV.

www.flymidamerica.com

QUINCY REGIONAL AIRPORT

1645 Highway 104, Quincy, IL, 62305.

Identifier: UIN.

www.quincyl.gov/airport/home.htm

Indiana

FORT WAYNE INTERNATIONAL AIRPORT

Lt. Paul Baer Terminal, Suite 209, Ft Wayne, IN, 46809. **Identifier:** FWA.

www.fwairport.com

INDIANAPOLIS INTERNATIONAL AIRPORT

2500 South High School Road, Suite 100, Indianapolis, IN, 46412. **Identifier:** IND.

www.indianapolisairport.com

SOUTH BEND REGIONAL AIRPORT

4477 Progress Drive, South Bend, IN, 46628.

Identifier: SBN. www.sbnair.com

TERRE HAUTE INTERNATIONAL AIRPORT

581 S. Airport Street, Terre Haute, IN, 47803.

Identifier: HUF.

www.huf.com

Iowa

DES MOINES INTERNATIONAL AIRPORT

Aviation Department, 5800 Fleur Drive, #201, Des Moines, IA, 50321. **Identifier:** DSM.

www.dsmairport.com

Kentucky

LOUISVILLE INTERNATIONAL AIRPORT

PO Box 9129, Louisville, KY, 40209-0129.

Identifier: SDF.

www.louintlairport.com

Louisiana

CHENNAULT INTERNATIONAL AIRPORT

3650 Sen. J. Bennett Johnston Avenue, Lake Charles, LA, 70615. **Identifier:** COF.

www.chennault.org

LOUIS ARMSTRONG INT'L AIRPORT

PO Box 20007, New Orleans, LA, 70141.

Identifier: MSY.

www.flymsy.com

Maine

BANGOR INTERNATIONAL AIRPORT

287 Godfrey Blvd, Bangor, ME, 04401.

Identifier: BGR.

www.flybangor.com

Maryland

BALTIMORE/WASHINGTON INT'L AIRPORT

PO Box 8766, BWI Airport, MD, 21240.

Identifier: BWI.

www.bwiairport.com

Massachusetts

BOSTON LOGAN INTERNATIONAL AIRPORT

1 Harborside Drive, East Boston, MA, 02128.

Identifier: BOS.

www.massport.com

NANTUCKET MEMORIAL AIRPORT

14 Airport Road, Nantucket, MA, 02554.

Identifier: ACK.

www.nantucketairport.com

Michigan

WAYNE COUNTY AIRPORT

L.C.Smith Terminal Mezzanine Level, Airport Administration, Detroit, MI, 48242. **Identifier:** DTW.

www.metroairport.com

GERALD R. FORD INTERNATIONAL AIRPORT

5500-44th Street, Grand Rapids, MI, 49512.

Identifier: GRR.

www.flygrandrapids.org

KALAMAZOO INTERNATIONAL AIRPORT

5235 Portage Road, Kalamazoo, MI, 49002.

Identifier: AZO.

www.azoairport.com

SAWYER INTERNATIONAL AIRPORT

Airport Services Center, 125 G Avenue, Gwinn, MI, 49841. **Identifier:** MQT.

www.sawyerairport.com

Minnesota

MINNEAPOLIS/ST PAUL INT'L AIRPORT

6040 28th Ave. South, Minneapolis, MN, 55450.

Identifier: MSP.

www.msairport.com

Mississippi

GULFPORT-BILOXI INTERNATIONAL AIRPORT

14035-L Airport Road, Gulfport, MS, 39503.

Identifier: GPT.

www.flygpt.com

JACKSON-EVERS INTERNATIONAL AIRPORT

100 International Drive, Suite 300, Jackson, MS, 39208. **Identifier:** JAN.

www.jmaa.com

Missouri

KANSAS CITY INTERNATIONAL AIRPORT

601 Brasilia Avenue, Kansas City, MO, 64153.

Identifier: MCI.

www.flykci.com

Montana

GALLATIN FIELD AIRPORT

850 Gallatin Field Road, Suite 6, Belgrade, MT, 59714.

Identifier: BZN.

www.gallatinfield.com

Nebraska

EPPLEY AIRFIELD

4501 Abbott Drive, Suite 2300, Omaha, NE, 68110.

Identifier: OMA.

www.eppleyairfield.com

LINCOLN AIRPORT

PO Box 80407, Lincoln, NE, 68501.

Identifier: LNK.

www.lincolnaairport.com

Nevada

MCCARRAN INTERNATIONAL AIRPORT

PO Box 11005, Las Vegas, NV, 89111.

Identifier: LAS.

www.mccarran.com

RENO-TAHOE INTERNATIONAL AIRPORT

2001 E. Plumb Lane, Reno, NV, 89502.

Identifier: RNO.

www.renoairport.com

New Hampshire

MANCHESTER AIRPORT

One Airport Road, Suite 300, Manchester, NH, 03103-3395. **Identifier:** MHT.

www.flymanchester.com

New Jersey

NEWARK LIBERTY INTERNATIONAL AIRPORT

The Port Authority of New York & New Jersey, 225 Park Avenue South, 9th Floor, New York, NY, 10003

Identifier: EWR.

www.panynj.gov

New Mexico

ALBUQUERQUE INTERNATIONAL SUNPORT

2200 Sunport Blvd S.E., Albuquerque, NM, 87106.

Identifier: ABQ.

www.cabq.gov/airport/index.html

New York

ALBANY INTERNATIONAL AIRPORT

Administration Bldg, Suite 200, Albany, NY, 12211.

Identifier: ALB.

www.albanyairport.com

JOHN F. KENNEDY INTERNATIONAL AIRPORT

The Port Authority of New York & New Jersey, 225 Park Avenue South, 9th Floor, New York, NY, 10003.

Identifier: JFK.

www.panynj.gov

LA GUARDIA AIRPORT

The Port Authority of New York & New Jersey.

Identifier: LGA.

www.panynj.gov

NEWARK LIBERTY INTERNATIONAL AIRPORT

The Port Authority of New York & New Jersey.

Identifier: EWR.

www.panynj.gov

PLATTSBURGH INTERNATIONAL AIRPORT

P.O. Box 310, Plattsburgh, NY, 12901.

Identifier: PBG.

www.flyplattsburgh.com

STEWART INTERNATIONAL AIRPORT

The Port Authority of New York & New Jersey.

Identifier: SWF.

www.panynj.gov

North Carolina

CHARLOTTE DOUGLAS INT'L AIRPORT

5501 Josh Birmingham Parkway, Charlotte, NC, 28208. **Identifier:** CLT.

www.charlotteairport.com

WILMINGTON INTERNATIONAL AIRPORT

1740 Airport Blvd., Wilmington, NC, 28405.

Identifier: ILM.

www.flyilm.com

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CINCINNATI INTERNATIONAL AIRPORT

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Identifier: CVG.

www.cvgairport.com

CLEVELAND HOPKINS INT'L AIRPORT

5300 Riverside Drive, PO Box 81009, Cleveland, OH, 44135. **Identifier:** CLE.

www.clevelandairport.com

DAYTON INTERNATIONAL AIRPORT

3600 Terminal Drive, Suite 300, Vandalia, OH, 45377.

Identifier: DAY.

www.flydayton.com

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Identifier: LCK.

www.port-columbus.com

TOLEDO EXPRESS AIRPORT

11013 Airport Highway, Swanton, OH, 43558.

Identifier: TOL.

www.toledoexpress.com

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7000 NE Airport Way, Portland, OR, 97218.

Identifier: PDX.

www.portofportland.com

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ERIE INTERNATIONAL AIRPORT

Tom Ridge Field, 4411 West 12th Street, Erie, PA, 16505. **Identifier:** ERI.
www.erieairport.org

LEHIGH VALLEY INTERNATIONAL AIRPORT

3311 Airport Road, Allentown, PA, 18109.
Identifier: ABE.
www.lvca.org

PHILADELPHIA INTERNATIONAL AIRPORT

Executive Office, Terminal E, Philadelphia, PA, 19153.
Identifier: PHL.
www.phl.org

PITTSBURGH INTERNATIONAL AIRPORT

Landside Terminal, 4th Floor, Mezz, PO Box 12370, Pittsburgh, PA, 15143. **Identifier:** PIT.
www.flypittsburgh.com

WILKES-BARRE/SCRANTON INT'L AIRPORT

100 Terminal Drive, Suite 1, Avoca, PA, 18641.
Identifier: AVP.
www.flyavp.com

Puerto Rico

LUIS MUNOZ MARIN INT'L AIRPORT

Puerto Rico Ports Authority, PO Box 37250, San Juan, PR, 00937. **Identifier:** SJU.

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COLUMBIA METROPOLITAN AIRPORT

3000 Aviation Way, West Columbia, SC, 29170.
Identifier: CAE.
www.columbiaairport.com

South Dakota

SIoux FALLS AIRPORT AUTHORITY

2801 North Jaycee Lane, Sioux Falls, SD, 57104.
Identifier: FSD. **Email:** info@sairport.com

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MCGHEE TYSON AIRPORT

PO Box 15600, Knoxville, TN, 37901. **Identifier:** TYS.
www.flyknoxville.com

MEMPHIS INTERNATIONAL AIRPORT

2491 Winchester Road, Suite 113, Memphis, TN, 38116-3856. **Identifier:** MEM.
www.mcsaa.com

NASHVILLE INTERNATIONAL AIRPORT

1 Terminal Dr., Suite 501, Nashville, TN, 37214.
Identifier: BNA.
www.flynashville.com

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AUSTIN-BERGSTROM INT'L AIRPORT

3600 Presidential Blvd, Suite 411, Austin, TX, 78719.
Identifier: AUS.
www.ci.austin.tx.us/austinairport

BROWNSVILLE INT'L AIRPORT

700 Amelia Earhart Drive, Brownsville, TX, 78521.
Identifier: BRO.
www.flybrownsville.com



DALLAS/FORT WORTH INT'L AIRPORT

Marketing Services Department, PO Box 619425, DFW Airport, TX, 75261. **Identifier:** DFW.
Contact: Luis Perez, vice president, air services development.
Phone: 972-973-5230 **Fax:** 972-973-4881.
Email: lperez@dfwairport.com www.dfwairport.com
Air service: Total carriers: 17; all-cargo: 12; non-scheduled charter: 5. **Freight forwarders:** +150.
Surface for cargo handling: 11 ramp positions for 747 freighters. **Warehouse space:** 41,375 sm (26,000 sm logistic space, 10,765 sm office space); occupied: 64 percent. **Traffic:** Estimated tonnage: 697,235 tonnes, -7 percent; estimated aircraft movements: 10,592 departures and 21,184 movements, +0.5 percent. **CCSF:** Yes. **FTZ:** Yes. **Customs:** Yes. **Avg. customs clearance:** 4 hours or less. **USDA:** Yes. **Special services:** Existing handling for large animals, equine; quarantine; hazmat; bonded and secure storage. **Distance to connecting transport (miles):** Logistics city: onsite; rail: 30; ocean: 225; highway: less than 1; truck terminal: onsite; intermodal center: 30.

EL PASO INTERNATIONAL AIRPORT

6701 Convair, El Paso, TX, 79925. **Identifier:** ELP.
www.flyelpaso.com

FORT WORTH ALLIANCE AIRPORT

2221 Alliance Blvd., Ft. Worth, TX, 76177.
Identifier: AFW.
www.allianceairport.com

GEORGE BUSH INT'L AIRPORT

16930 John F. Kennedy Boulevard, Houston, TX, 77032. **Identifier:** IAH.
www.fly2houston.com

LAREDO INTERNATIONAL AIRPORT

5210 Bob Bullock Loop, Laredo, TX, 78041.
Identifier: LRD.
www.laredointernationalairport.com



SAN ANTONIO INTERNATIONAL AIRPORT

9800 Airport Blvd, San Antonio, TX, 78216.
Identifier: SAT.
Contact: Barbara Prossen, marketing and community

relations director.

Phone: 210-207-3459 **Fax:** 210-207-3500.

Email: barbara.prossen@sanantonio.gov
www.sanantonio-airport.com

Air service: Total carriers: 11 mainline and 11 regionals flying for mainline brands; all-cargo: 3; non-scheduled charter: 0. **Surface for cargo handling:** 620,304 sf. **Warehouse space:** 65,280 sf. occupied: 68 percent. **Traffic:** Estimated tonnage: 122,630,707 tonnes; estimated aircraft movements: 178,070, +2 percent. **CCSF:** No. **FTZ:** Yes. **Customs:** Yes. **Avg. Customs clearance:** 3 hours. **USDA:** Yes. **Special services:** Existing refrigeration for cut flowers, perishable food, frozen goods; quarantine; hazmat; bonded and secure storage. **Distance to connecting transport (miles):** Truck terminal: 6; highway: adjacent; ocean: 150; rail: adjacent; logistics city: 8; intermodal center: 15.
Comments: Develop North Cargo Complex to meet 2030 requirements.

VALLEY INTERNATIONAL AIRPORT

3002 Heritage Way, 3rd Floor, Harlingen, TX, 78550.
Identifier: HRL.
www.flythevalley.com

Virginia

NORFOLK INTERNATIONAL AIRPORT

2200 Norview Avenue, Norfolk, VA, 23518.
Identifier: ORF.
www.norfolkairport.com

RICHMOND INTERNATIONAL AIRPORT

1 Richard E. Byrd Terminal Drive, Suite A, Richmond, VA, 23250-2400. **Identifier:** RIC.
www.flyrichmond.com

WASHINGTON DULLES INT'L AIRPORT

1 Aviation Circle, MA-40, Washington, D.C., 20001-6000. **Identifier:** IAD.
www.dullescargo.com

Washington

SEATTLE-TACOMA INTERNATIONAL AIRPORT

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Identifier: SEA.
www.portseattle.org

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DANE COUNTY REGIONAL AIRPORT

4000 International Lane, Madison, WI, 53704.
Identifier: MSN
www.msnaairport.com

GENERAL MITCHELL INT'L AIRPORT

5300 S. Howell Avenue, Milwaukee, WI, 53207.
Identifier: MKE.
www.mitchellairport.com

OUTAGAMIE COUNTY REGIONAL AIRPORT

W6390 Challenger Drive, Suite 201, Appleton, WI, 54914. **Identifier:** ATW
www.atwairport.com



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www.airchina.com.cn

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700 South Central Avenue, 5th Floor, Hapeville, GA, 30354. www.afklcargo.com/www.martinaircargo.com

AIR HONG KONG

4/F South Tower, Cathay Pacific City, 8 Scenic Road, Hong Kong. www.airhongkong.com.hk

AIR INDIA

Cargo Division Terminal 1, Mumbai Airport, Mumbai.

AIR JAMAICA

Norman Manley International Airport, Kingston, Jamaica. www.airjamaica.com

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www.airnet.com

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www.alaskacargo.com

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www.alitaliacargo.com

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www.asianacargo.com

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www.atlasair.com

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AVIENT

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www.avient.aero

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www.bluebirdcargo.com

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www.bluedartaviation.com

bmi

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BRITISH AIRWAYS WORLD CARGO

100 Hartsfield Centre Parkway, Suite 600, Atlanta, GA, 30354.

Phone: 866-333-2292. **Fax:** 404-669-5160.

Contact: Joseph Lebeau, vice president, commercial, Americas. www.baworldcargo.com

Worldwide routes: (Through) Africa, Australia, Caribbean, Europe, Indian Sub-Continent, Middle East; Russia/CIS, South America, Southeast Asia. **Door-to-door service:** No. **Non-scheduled charter service:** Yes. **Special services:** Perform (general freight), prioritize, constant climate, secure, courier, AVI, constant fresh. **Fleet:** Freighters: 747, A300; passenger: 747, 777, 767, A319, A320. **Comments:** Our recent merger with Iberia has expanded our global network to include more than 200 destinations across 80 countries. British Airways World Cargo can now offer customers a truly global service with better frequencies, schedules and connections.

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Aviport Logisitics Park, Via del Gregge 100, Lonate Pozzolo (VA), Italy, 21015. www.cargoitalia.it

CARGOJET

350 Britannia Road East, Unit 5, Mississauga, Canada, ON, L4Z 1X9. www.cargojet.com

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Luxembourg Airport, Luxembourg L-2990, Grand Duchy of Luxembourg. www.cargolux.com

CATHAY PACIFIC CARGO

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www.cathaypacificcargo.com

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CHINA EASTERN AIRLINES

Hongqiao Airport, 2550 Hongqiao Road, Shanghai, China, 200335. www.206.170.104.72

CHINA SOUTHERN AIRLINES

278 Airport Road, Guangzhou, Guangdong, P.R. China, 510405. www.cs-air.com



COPA AIRLINES

Business Park, Costa Del Este, North Tower, Copa Airlines Building, Panama. www.copacargo.com

COYNE AIRWAYS

Roberts House, 103 Hammersmith Road, London, UK, W14 0QH. www.coyneair.com

CZECH AIRLINES CARGO

Airport Ruzyně, Prague 160 08, Czech Republic. www.cargo.czechairlines.com

DELTA CARGO

PO Box 20706, Atlanta, GA, 30320. www.deltacargo.com

DHL

Building 4-5, Brussels National Airport, B-1930, Zaventem, Belgium. www.dhl.com

DRAGONAIR

Dragonair House 11 Tuog Fai Road, Hong Kong Int'l Airport, Lantau, Hong Kong. www.dragonair.com

EGYPTAIR

19 West 44th Street, Suite 1701, New York, NY, 10036. **Email:** jscumaci@egyptaircargo.com

EL AL ISRAEL AIRLINES

Ben Gurion Airport, Ben Gurion Airport 70100, Israel. www.elal.co.il

EMIRATES SKY CARGO

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Centro de Intercambio Estafeta, Aeropuerto Internacional de San Luis Potosi, San Luis Potosi, Mexico, 78430. www.estafeta.com.mx

ETHIOPIAN AIRLINES

Bole International Airport, Addis Ababa, Region 14, Ethiopia, 1755. www.ethiopianairlines.com

ETIHAD CRYSTAL CARGO

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EUROPEAN AIR TRANSPORT LEIPZIG

Leipzig/Halle Airport, Schkeuditz, Germany

EVA AIRWAYS

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FEDEX

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FLORIDA WEST INTERNATIONAL AIRLINES

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GARUDA INDONESIA AIRLINES

Garuda Cargo Center Building, Soekarno-Hatta Airport, Indonesia.

GESTAIR COMMERCIAL AVIATION

C/Anabel Segura, 11 Ctro Negocios Albatros, Edificio A, 2C, Albobendas, Madrid, Spain, 28108. www.gestair.com



GLOBAL AVIATION HOLDINGS/ WORLD AIRWAYS

101 World Drive, Peachtree City, GA, 30269. **Phone:** 770-632-8315. **Contact:** Hendrik Falk, vice president, cargo sales. **Email:** hfalk@glah.com www.glah.com **Door-to-door service:** No. **Non-scheduled charter:** Yes. **Cargo-branded services:** World Airways. **Fleet:** Freighters: B747-400F (4), MD11F (9); passenger: MD11 (7). **Comments:** Global Aviation Holdings subsidiary North American Airlines operates a fleet of passenger B767-300ER and B757-200 aircraft. ACMI provider.

GREAT LAKES AIRLINE

1022 Airport Parkway, Cheyenne, WY, 82001. www.flygreatlakes.com

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GULF AIR

PO Box 138, Bahrain. www.gulfairco.com

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3375 Koapaka Street, Suite G 350, Honolulu, HI, 96819. www.hawaiianaircargo.com

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JETT8 AIRLINES

8 Changi North, Street 1, Unit 04-01, Singapore, 498829. www.jett8airlines.com

KALITTA AIR LLC

818 Willow Run Airport, Ypsilanti, MI, 48198. www.kalittaair.com

KOREAN AIR

1370 Gonghang-dong, Gangseo-gu, Seoul, Korea, 157-712. www.cargo.koreanair.co.kr

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17 Stycznia 39, 00-906 Warsaw, Poland. www.lot.com/cargo

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Frankfurt Airport, Gate 25, Building 451, Frankfurt am Main, Germany, 60546. www.lufthansa-cargo.com

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MIDEX AIRLINES

PO Box 9636, Dubai, UAE. www.midexairlines.com

MYANMAR AIRWAYS INTERNATIONAL

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NATIONAL AIR CARGO

350 Windward Drive, Orchard Park, NY, 14127. www.nationalaircargo.com

NATURE AIR CARGO

Hangar 27, Tobias Bolanos Airport, San Jose, Costa Rica. www.natureair.com

NIPPON CARGO AIRLINES

NCA Line Maintenance Hangar Narita International Airport, Narita, Japan, 282-0011. www.nca.aero



NORTHERN AIR CARGO

3900 Old International Airport Road, Anchorage, AK, 99502.

Phone: 907-249-5137 **Fax:** 907-249-5194.

Email: barrington@nac.aero www.nac.aero

Contact: Blake Arrington, manager, marketing **Worldwide routes:** (Direct) Caribbean, North America, Central America. **Door-to-door service:** No. **Non-scheduled charter:** Yes. **Cargo-branded services:** Scheduled, charter, ACMI. **Tonnage:** 14,377,598 tonnes. **Fleet:** Freighters: 737-200 (3), 737-300 (1).

OASIS HONG KONG AIRLINES

2902-3 Lippo Tower Two, 89 Queensway, Admiralty, Hong Kong, S.A.R. www.oasishongkong.com

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www.pacificaircargo.com

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www.prescottsupport.com

QANTAS

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QATAR AIRWAYS

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www.qatarairwayscargo.com

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www.saudiairlines.com

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www.smokeybayair.com

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Door-to-door service: No. Non-scheduled

charter: No. Cargo-branded services: Next flight guaranteed (NFG); RUSH priority freight, freight, Southwest Support®. Tonnage: 88,160 tonnes; estimated tonnage: 89,023 tonnes. Fleet: Passenger: 737-300 (137), 737-500 (122), 737-700 (137).

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W.J. BYRNES & CO.

880 Mitten Road, Burlingame, CA, 94010.
www.byrnesh.com

Connecticut

BTX AIR EXPRESS

375 Bridgeport Avenue, Shelton, CT, 06484.
www.btxair.com

IJS GLOBAL

5 High Ridge Park, Suite 100, Stamford, CT, 06905.
www.ijsglobal.com

Florida

A-1 FREIGHT SERVICE INC

1411 Banks Road, Margate, FL, 33063.
www.a1freightservice.com

AEROCARGO

PO Box 523474, Miami, FL, 33152.
www.aerocargo.net

AIR ANIMAL INC.

4120 West Cypress Street, Tampa, FL, 33607.
www.airanimal.com

DHL FORWARDING

1200 South Pine Island Road, Suite 140, Plantation, FL, 33324. Email: customer.requests@dhl.com

DISTRIBUTORS TRANSPORT INC

dba Freight Force, Orlando
1225 Pine Avenue, Orlando, FL, 32824.

EQUIPSA

2105 NW 102 Avenue, Miami, FL, 33172.
www.equipsa.com

FALCON SHIPPING

5545 NW 72nd Avenue, Miami, FL, 33166.
www.falconshipping.net

FLORIDA FORWARDING SERVICES

3409-C NW 72nd Avenue, Miami, FL, 33122.
Email: ovasquez@floridaforwarding.com

GEVAL LOGISTICS

2123 NW 79th Avenue, Miami, FL, 33122.
www.geval.us

GLOBAL AVIATION LINK

1432 NW 82nd Avenue, Miami, FL, 33126
www.globalaviationlink.com

HELLMANN WORLDWIDE LOGISTICS

10450 Doral Blvd., Miami, FL, 33178.
www.hellmann.net

J. CORTINA INC

603 East Jackson Street, Tampa, FL, 33602.
www.jcortina.com

LANDSTAR GLOBAL LOGISTICS

13410 Sutton Park Drive South, Jacksonville, FL, 32224. www.landstar.com

MANACO INTERNATIONAL FORWARDERS

2550 Eisenhower Blvd, Suite 5, Ft. Lauderdale, FL, 33316. www.mifi.com

OCEAN AIR LOGISTICS

10925 NW 27th Street, Miami, FL, 33172.
www.oceanairlogistics.com

PRIORITY ONE INTERNATIONAL

3419 Trentwood Blvd., Orlando, FL, 32812.
www.priority-one.com

SENATOR INTERNATIONAL

11250 NW 25th Street, Miami, FL, 33172.
www.senator-international.com

STERLING TRANSPORTATION

7700 NW 79th Place, Miami, FL, 33166.
www.Sterlingtransportation.com

SUNCOAST AIR TRANSPORTATION

405 Sunport Lane, Orlando, FL, 32809
www.hmdtrucking.com

SYSTEM LINE CARGO

8442 NW 72nd Street, Miami, FL, 33166.
www.systemlinecargo.com

UNIT INTERNATIONAL

644 Cesery Blvd, Suite 200, Jacksonville, FL, 32211.
www.unitinternational.net

Georgia

AFC WORLDWIDE EXPRESS

975 Cobb Place Blvd., Suite 101, Kennesaw, GA, 30144. www.afcexpress.com

AIR 7 SEAS TRANSPORT LOGISTICS

183 Rivergate Court, Jonesboro, GA, 30238.
www.air7seas.com

GLOBAL FREIGHT SOLUTIONS

1925 Variations Drive, Atlanta, GA, 30329.
www.globalfreight-us.com

LEE HARDEMAN CUSTOMS BROKER

277 Southfield Parkway, Suite 135, Forest Park, GA, 30297. www.lhcb.com

LOGISTIC PROFESSIONALS INC.

1920 Pennsylvania Avenue, McDonough, GA, 30253.
www.logisticpros.com

M2 TRANSPORT

4345 International Parkway, Suite 110, Atlanta, GA,
30354. www.m2transport.com

MBM INTERNATIONAL LOGISTICS

650 Atlanta South Parkway, Suite 250, Atlanta, GA,
30349. **Email:** Maggie.mers@mbminternational.net

NEW WORLD TRANSPORTATION SERVICES

5655 Lake ACWorth Drive, Suite 210, ACWorth, GA,
30101. www.newworldtrans.com

SAMUEL SHAPIRO & COMPANY

1903 Phoenix Blvd., Suite 200, College Park, GA,
30349. www.shapiro.com

SATURN FREIGHT SYSTEMS

PO Box 680308, Marietta, GA, 30068.
www.saturnfreight.com

UPS

55 Glenlake Parkway, Atlanta, GA, 30328.
www.ups.com

Illinois

AIT WORLDWIDE LOGISTICS

701 N. Rohlwing Road, Itasca, IL, 60103.
www.aitworldwide.com



ALG WORLDWIDE LOGISTICS

745 Dillion Drive, Wood Dale, IL, 60191.

Contact: Eric Hezinger, president.

Phone: 630-350-7000 **Fax:** 630-350-7616.

Email: ehezinger@algworldwide.com

www.algworldwide.com

Services: charter, consolidation, EDI, time-definite, warehousing. **Service areas:** All. **Company stations:** 15. **Tonnage:** 85,000.

AVALON RISK MANAGEMENT

150 Northwest Point Blvd., Elk Grove Village, IL,
60007. www.avalonrisk.com



CONCERT GROUP LOGISTICS

1430 Branding Avenue, Suite 150, Downers Grove,
IL, 60515.

Contact: Ian Oliver, director of corporate operations.

Phone: 630-795-1300 **Fax:** 630-795-1492.

Email: ioliver@cglship.com www.cglship.com

Services: Bonded warehousing, charter, consolidation, courier delivery, customs brokerage, EDI, hazmat, oversized cargo, small packages, time-definite, warehousing, asset retrieval, ocean and air import/export, truckload. **Service areas:** All except Puerto Rico.

Company stations: 24. **Previous Year Tonnage:** 5,850,963.

EA LOGISTICS

1147 Ellis Street, Bensenville, IL, 60106
www.ealogistics.com

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999 East Touhy Avenue, Des Plaines, IL, 60018.

Email: fischerinternational@attglobal.net

H.F. LONG & ASSOCIATES

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www.longgroup.com

HASSETT AIR EXPRESS

877 South Route 83, Elmhurst, IL, 60126.
www.hassettair.com

JANTZEN INTERNATIONAL

2100 East Devon Avenue, Elk Grove Village, IL,
60007. www.jantzenweb.com

JUNO LOGISTICS

333 Pierce Road, Suite 250, Itasca, IL, 60143
www.junologistics.com

MALLORY ALEXANDER INTERNATIONAL

101 Frontier Way, Bensenville, IL, 60106.
www.mallorygroup.com

NNR GLOBAL LOGISTICS USA

450 East Devon, Suite 260, Itasca, IL, 60143.
www.nnrusa.com

PHOENIX INTERNATIONAL FREIGHT

1501 North Mittel Blvd., Suite B, Wood Dale, IL,
60191. www.phoenixintl.com

PRIORITY LOGISTICS

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www.prioritylogistics.com

QW EXPRESS a division of WORLD COLOR

1000 Remington Blvd., Suite 300, Bolingbrook, IL,
60440. www.qwexpress.com/www.worldcolor.com

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4740 North Cumberland Avenue, Suite 171, Chicago,
IL, 60656. www.rushmoretrans.us

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1555 Mittel Blvd, Suite H, Wood Dale, IL, 60191.
www.sankyu-usa.com

SEKO LOGISTICS

1100 Arlington Heights Rd., Suite 600, Itasca, IL,
60143. www.sekologistics.com

SLIPSTREAM EXPEDITED SERVICES INC

PO Box 836, Mount Prospect, IL, 60056.
www.sxnjfirst.com

UNITED CARGO

1200 East Algonquin Road, Elk Grove Village, IL,
60007. www.unitedcargo.com

US GROUP CONSOLIDATOR

1000 Tower Lane, Suite 355, Bensenville, IL, 60106.
www.usgroupconsol.com

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CARGO SERVICES

7640 Miles Drive, Indianapolis, IN, 46231.
www.cargos.com

LANGHAM

5335 West 74th Street, Indianapolis, IN, 46033.
www.elangham.com

TOWNE AIR FREIGHT

24805 US 20 West, South Bend, IN, 46628.
www.townear.com

Iowa

CBC AIR FREIGHT

607 Dearborn Street, Box 1352, Waterloo, IA, 50704.

Kansas

PROFESSIONAL CARGO SERVICES

3735 South West Street, Wichita, KS, 67217.
Email: jzogleman@aol.com

YRC WORLDWIDE

10990 Roe Avenue, Overland Park, KS, 66211.
www.yrcw.com

Kentucky

UPS AIR CARGO

8203 National Turnpike, Louisville, KY, 40214.
www.aircargo.ups.com

Louisiana

M.G. MAHER

365 Canal Street, Suite 1600, New Orleans, LA,
70130. www.mgmaher.com

W.R. ZANES & CO OF LA

223 Tchoupitoulas Street, New Orleans, LA, 70130.
www.wrzan.es.com

Maryland

ICAT LOGISTICS

6805 Douglas Legum Drive, Elkridge, MD, 21075.
www.icatlogistics.com

PRIORITY WORLDWIDE SERVICES

7361 Coca Cola Drive, Hanover, MD, 21076.
www.priorityworldwide.com

SAMUEL SHAPIRO & CO

100 North Charles Street, Suite 1200, Baltimore, MD,
21201. www.shapiro.com

TBB GLOBAL LOGISTICS

780 Elkridge Landing Road, Suite 100, Linthicum, MD,
21090. www.tbbgl.com

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www.usexpressfreight.com

Massachusetts



AMERICAN SCIENCE & ENGINEERING INC
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Email: dreiss@as-e.com www.as-e.com
Services: x-ray inspection systems.
Service areas: All except Alaska and Puerto Rico.

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Email: joe@centuryintl.com

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375 Airport Drive, Worcester, MA, 01602.
www.eaafinc.net

ITG INTERNATIONAL TRANSPORTS
440 William F. McClellan Highway, Suite 108B, Boston, MA, 02128. www.itg.biz

UNITRANS WORLDWIDE
39A Teed Drive, Randolph, MA, 02368.
www.uwinc.com

Michigan

AERO EXPEDITING
37529 Huron Pointe Drive, Harrison Township, MI, 48045. www.aeroexp.com

NATIONAL LOGISTICS MANAGEMENT
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www.sgls.net

Minnesota

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www.adcomworldwide.com

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www.andersoncargo.com

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www.chrobinson.com

GLOBAL TRANSPORTATION SERVICES
980 Lone Oak Road, Suite 134, Eagan, MN, 55121.
www.globalcontainerline.com

K2 LOGISTICS
2980 Commers Drive, Suite 100, Eagan, MN, 55121.
www.k2logistics.com

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Missouri

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www.airlandseaexpress.com

DIRECT AIR TRANSPORT
PO Box 20392, Kansas City, MO, 64195.
www.directairtransport.com

PANTHER INTERNATIONAL
PO Box 460363, St. Louis, MO, 63146.
www.pantherintl.com

RAM INTERNATIONAL
4664 World Parkway Circle, St. Louis, MO, 63134.
www.ram-intl.com

UNIGROUP WORLDWIDE – UTS
One Worldwide Drive, St. Louis, MO, 63026.

Nevada

GRIFFIN GLOBAL LOGISTICS
5360 Capital Court, Suite 100, Reno, NV, 89502.
www.logisticsgriffin.com

New Hampshire

MIG EXPRESS
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www.migexpress.com

New Jersey



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Contact: Kendra Tanner, vp, sales & marketing.
13506 Summerport Village Parkway, Suite 353, Windermere, FL, 34786.
Phone: 407-287-7725 **Fax:** 407-287-7724.
Email: ktanner@allstates-worldcargo.com
www.allstates-worldcargo.com

Services: Charter, consolidation, Customs brokerage, EDI, hazmat, oversized cargo, time-definite, warehousing. **Service areas:** All. **Company stations:** 21.

BELLVILLE RODAIR INTERNATIONAL
900 Milk Street, Carteret, NJ, 07008.
www.briusa.com

BRAZIL EXPRESS DELIVERY
560 Bercik Street, Elizabeth, NJ, 07201.
www.brazilexpd.com

CAMBELL & GARDINER
1050 Wall Street West, Suite 350, Lyndhurst, NJ, 07071. www.cambellandgardiner.com

DFDS TRANSPORT
100 Walnut Avenue, Suite 405, Clark, NJ, 07066.
Contact: Joergen Moeller, president.
www.dfdtransportusa.com

DBA DISTRIBUTION SERVICES
PO Box 6090, Somerset, NJ, 08873. www.dbaco.com

DSV AIR & SEA INC
100 Walnut Avenue, Suite 405, Clark, NJ, 07204.
www.dsv.com

FAMEX INTERNATIONAL SHIPPING
120 Sylvan Avenue, Engelwood Cliffs, NJ, 07632.
www.famexcargo.com

GAC INTERNATIONAL TRANSPORT
320 Cantor Avenue, Linden, NJ, 07036.
www.gactransport.com

GEODIS WILSON
485 US 1 South, Building C, Suite 410, Iselin, NJ, 08830. www.geodiswilson.com/us

GLOBAL LOGISTICS NETWORK
3 Deep Run Court, Morganville, NJ, 07751.
www.go2gln.com

KUEHNE + NAGEL
10 Exchange Place, 19th Floor, Jersey City, NJ, 07302.
Email: helen.shapiro@kuehne-nagel.com

MEGA SHIPPING AND FORWARDING
301 Penhorn Avenue, Unit 4, Secaucus, NJ, 07094.
www.megausa.com

RGW GLOBAL LOGISTICS
1 Parkway, 2nd Floor, Upper Saddle River, NJ, 07458.
www.rgwgloballogistics.com

SCHMID'S FORWARDING
83 Cedar Lane, POBox 6036, Englewood, NJ, 07631-6036. www.schmids.com

SHIPCO AIRFREIGHT
80 Washington Street, Hoboken, NJ, 07960.
www.shipco.com

THE DRAWBACK COMPANY
27 James Street, Bergenfield, NJ, 07621.
Email: drawbackco@aol.com

New York

AIR CARGO ASSOCIATES
152-11 Rockaway Blvd., Jamaica, NY, 11434.
www.aircargoassociates.com

AIRMAX INTERNATIONAL
161-15 Rockaway Blvd., JFK International Airport, Jamaica, NY, 11434. www.airmax-intl.com

AMBER WORLDWIDE LOGISTICS
147-60 175th Street, Jamaica, NY, 11434
www.amberworldwide.com

ARI SHIPPING CORPORATION
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www.arishipping.com

ASPEN FORWARDERS & CUSTOM HOUSE
518 Rockaway Avenue, Valley Stream, NY, 11581.



ASSOCIATED GLOBAL SYSTEMS

3333 New Hyde Park Road, Suite 207, New Hyde Park, NY, 11042.

Contact: Jim Tucci

Phone: 516-627-8910 **Fax:** 516-627-6051.

Email: j.tucci@agsystems.com www.agsystems.com

Services: Charter, consolidation, courier delivery, Customs brokerage, EDI, hazmat, oversized cargo, small packages, warehousing, time-definite, special services. **Service areas:** All except South America.

Company stations: 45.

ATA FREIGHT LINE

JFK Airport, Cargo Bldg #75, Suite #216, Jamaica, NY, 11430. www.atafreight.com

BECKMANN & BECKMANN INTERNATIONAL

175-01 Rockaway Blvd, Suite 214, Jamaica, NY, 11434. www.beckmann-int.com

BERKLY AIR SERVICES

181 East Jamaica Avenue, Valley Stream, NY, 11580. www.berklay.com

CFF WORLD FREIGHT CORPORATION

13 Addison Place, Valley Stream, NY, 11580. www.cffworldfreight.com

COMPASS FORWARDING

159-15 Rockaway Blvd, Jamaica, NY, 11434. www.compassfwd.com

CREATIVE LOGISTICS

200 Parkway Drive South, Suite 100, Hauppauge, NY, 11788. www.creativelog.net

ELITE CUSTOMS BROKERS

700 Rockaway Turnpike, Suite 301, Lawrence, NY, 11559. **Email:** mdlelite@aol.com

EMO TRANS

135 Guy Lombardo Avenue, Freeport, NY, 11520. www.emotrans.com

EXPRESS AIR FREIGHT

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FALCON TRANSPORTATION & FORWARDING

500 Bi Country Blvd, Suite 213N, Farmingdale, NY, 11735. www.falcontrans.com

GF AIR & OCEAN SERVICES

161-15 Rockaway Blvd., Jamaica, NY, 11434. **Email:** gfairny@aol.com

GRACE INTERNATIONAL

First Floor, 145-119 Guy R. Brewer Blvd, Jamaica, NY, 11434-5201. **Email:** gracebrokers@aol.com

HEMISPHERE FORWARDING

7 Cerro Street, Inwood, NY, 11096. **Email:** lzeuner@hemijfk.com

INTERNATIONAL LOGISTICS EXPRESS

181 South Franklin Avenue, Suite 601, Valley Stream, NY, 11581. www.intl-logistics.com

JET AIR SERVICE

230-59 Intl Airport Center Blvd., Jamaica, NY, 11413. www.jetairservice.com

KARR, ELLIS & CO INC

1975 Linden Blvd., Suite 205, Elmont, NY, 11003. www.karrellis.com

KINTETSU WORLD EXPRESS

100 Jericho Quadrangle, Suite 326, Jericho, NY, 11753. www.kweusa.com

KUDI CARGO

145-18 156th Street, Jamaica, NY, 11434.

MUTUAL INT'L FORWARDING

211 East 43rd Street, Suite 401, New York, NY, 10017. www.mutualforwarding.com

NATIONAL AIR CARGO

350 Windward Drive, Orchard Park, NY, 14127. www.nationalaircargo.com

NIPPON EXPRESS USA

590 Madison Avenue, New York, NY, 10022. www.nipponexpressusa.com

PRIORITY WORLDWIDE SERVICES

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SAFE PASSAGE INTERNATIONAL

333 Metro Park, Rochester, NY, 14623. www.safe-passage.com

SCHENKER

150 Albany Avenue, Freeport, NY, 11520. www.schenkerusa.com

SDS GLOBAL LOGISTICS

52-09 31st Place, Long Island City, NY, 11101. www.sdsgl.com



SERVICE BY AIR

222 Crossways Park Drive, Woodbury, NY, 11797.

Contact: Hann Livingston, executive vice president

Phone: 800-243-5545 **Fax:** 516-921-4304.

E-Mail: sbainfo@servicebyair.com www.servicebyair.com

Services: bonded warehousing, charter, Consolidation, Customs brokerage, EDI, oversized cargo, time-definite, warehousing. **Service areas:** All.

Company stations: 37.

STAR GLOBAL

149-35 177th Street, 2nd Floor, Jamaica, NY, 11434. www.startrans.com

TRANS-BORDER GLOBAL FREIGHT SYSTEMS

3 Northway Lane, Latham, NY, 12110. www.tbgfs.com

US LOGISTICS

PO Box 100, Jericho, NY, 11753. www.uslogistics.us

WORLDWIDE CARGO SERVICES

2 Johnson Road, Lawrence, NY, 11559. www.worldwidecargogroup.com

North Carolina

AIRFREIGHT.COM

1448 Brawley School Road, Mooresville, NC, 28117. www.airfreight.com

CERES TRANSPORTATION GROUP

PO Box 19787, Charlotte, NC, 28219. www.ceresgroup.net

NATIONS EXPRESS

1328 B. Crossbeam Road, Charlotte, NC, 28217. www.nationsexpress.com

PROLOG INTERNATIONAL

PO Box 2326, Indian Trail, NC, 28079. www.prologinternational.com

SOS GLOBAL EXPRESS

PO Box 12307, New Bern, NC, 28561. www.sosglobal.com

Ohio

AIRNET

7250 Star Check Drive, Columbus, OH, 43217. www.airnet.com



BOLT EXPRESS

2000 Cassandra Drive, Toledo, OH, 43611.

Contact: Robert Ford, airfreight operations manager.

Phone: 877-341-6651 **Fax:** 419-729-1128.

Email: rford@bolt-express.com

airgroup@bolt-express.com

Services: Charter, consolidation, courier delivery, oversized cargo, time-definite, warehousing, special services. **Service areas:** Alaska, Continental U.S., Hawaii.

CONCORDIA INT'L FORWARDING

6430 Eastland Road, Cleveland, OH, 44142. www.concordiafreight.com

INTERNATIONAL TRANSPORT SERVICES

18747 Sheldon Road, Cleveland, OH, 44130. www.internationaltransport.com

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Contact: Jamie Bell, marketing coordinator.
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Email: jbelle@pantherexpedite.com
www.pantherexpedite.com

Services: Charter, Customs brokerage, EDI, hazmat, oversized cargo, time-definite, warehousing, lift gates, temperature control, temperature validation. **Service areas:** All. **Company-owned franchise stations:** 6. **Revenue:** \$196,414.00

PRIMETIME DELIVERY

6671 Eastland Road, Cleveland, OH, 44130.
www.primetimedelivery.com

TOLEDO AIR CARGO

3206 Frenchmens Road, Toledo, OH, 43697.
www.tws-tac.net

WORLDWIDE EXPRESS

6650 Eastland Road, Cleveland, OH, 44130.
www.wxpress.com

Oregon

BENESCH FRIEDLANDER COPLAN ARONOFF

103 Coronado Shores, Lincoln City, OR, 97367.
www.beneschlaw.com

L.D. TONSAGER & SONS

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Portland, OR, 97238-5517. www.tonsager.com

OIA GLOBAL LOGISTICS

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www.oiaglobal.com

TLR – TOTAL LOGISTICS RESOURCE

5362 NE 112th Avenue, Portland, OR, 97220.
www.shiptlr.com

Pennsylvania

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19103. www.1stex.com

AMERICAN EXPEDITING COMPANY

2215 Arch Street, Philadelphia, PA, 19103.
www.amexpediting.com

BDP INTERNATIONAL

510 Walnut Street, Philadelphia, PA, 19106.
www.bdpinternational.com

D.T. GRUELLE

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www.dtgruelle.com

MONTGOMERY INTERNATIONAL

341 Erickson Avenue, Essington, PA, 19029.
www.montyinternational.com



PILOT FREIGHT SERVICES

314 N. Middletown Road, Lima, PA, 19037.
Contact: John Hill, executive vice president, sales.
Phone: 610-891-8100. **Fax:** 610-891-8139.
Email: tshuss@pilotdelivers.com
www.pilotdelivers.com

Services: Bonded warehousing, charter, consolidation, courier delivery, Customs brokerage, EDI, hazmat, oversize cargo, time-definite, warehousing, special services. **Service areas:** All. **Company stations:** 65. **Tonnage:** 584 million lbs. **Revenue:** \$424 million.

South Carolina

AMERICAN LAMPRECHT TRANSPORT

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www.lamprechtlogistics.com

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www.argents.com

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www.interglobalforwarders.com

ZOOM LOGISTICS

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www.zoomtransport.com

Tennessee

EVERITT EXPRESS

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FEDEX TRADE NETWORKS

6075 Poplar Avenue, Memphis, TN, 38119. **Email:** ftn_customercontact@ftn.fedex.com

Texas

BISON GLOBAL LOGISTICS

15508 Bratton Lane, Austin, TX, 78728. www.bisongl.com

CARGO FORWARDING INTERNATIONAL

6605 Rankin Road, Humble, TX, 77396. www.cargoiah.com

CEVA LOGISTICS

15350 Vickery Drive, Houston, TX, 77032. www.cevalogistics.com

CHALLENGER FREIGHT SYSTEMS

1065 Texan Trail, Suite 100, Grapevine, TX, 76051. www.challengerfreight.com

DJS INTERNATIONAL SERVICES

4215 Gateway Drive, Suite 100, Colleyville, TX, 76021. www.djsintl.com

FEINSTEIN & NORRIS

PO Box 60387, Houston, TX, 77205. www.fninc.com

G FAST

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GTO GLOBAL TRANSPORT

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PO Box 60627 AMF, Houston, TX, 77205-0627. www.labaysummers.com

PAN WORLD TRANS

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PEGASUS LOGISTICS GROUP

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RW SMITH & CO

3030 Greens Road, Houston, TX, 77032. www.rwsmith.com



TEAM WORLDWIDE

PO Box 668, Winnsboro, TX, 75494. **Contact:** LaWanda Ray Smelley, vice president.

Phone: 903-342-3516 **Fax:** 903-342-3764.

Email: lawanda.ray@teamwww.com
www.teamwww.com

Services: Bonded warehousing, charter, consolidation, courier delivery, Customs brokerage, EDI, hazmat, oversized cargo, small packages, time-definite, warehousing, special services. **Service areas:** All.

Company stations: 42.

TECHNICAL TRANSPORTATION

2850 Market Loop, Southlake, TX, 76092. www.techtrans.com

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7 Founders Blvd., Suite E, El Paso, TX, 79906. www.trans-expedite.com

TRANS-TRADE

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WORLD TRADE CARGO & LOGISTICS

1225 N. 28th Avenue, Suite 100, PO Box 610067, DFW Airport, TX, 75261. www.wtcl-dfw.com

Utah

CARGO-LINK INTERNATIONAL

881 South 3760 West, Salt Lake City, UT, 84117. www.cargolink.com

Virginia



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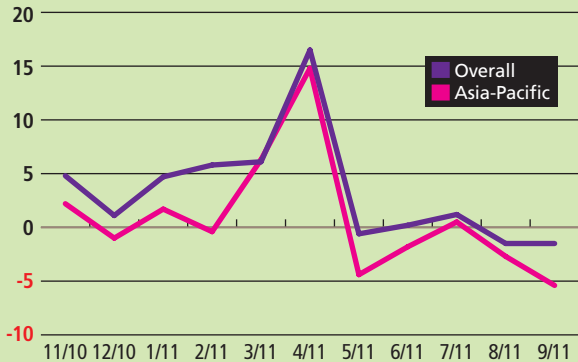


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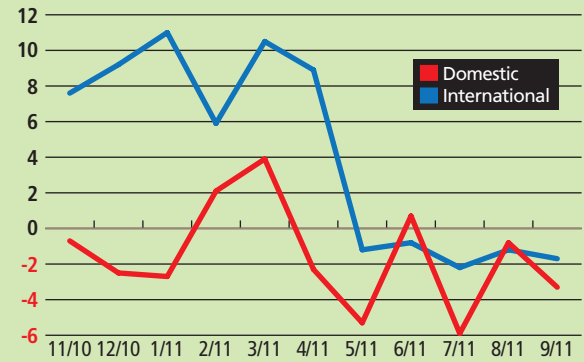
Monthly year-over-year percent change in overall freight traffic and Asia-Pacific freight traffic for European airlines.



Source: Association of European Airlines

U.S. AIRLINES

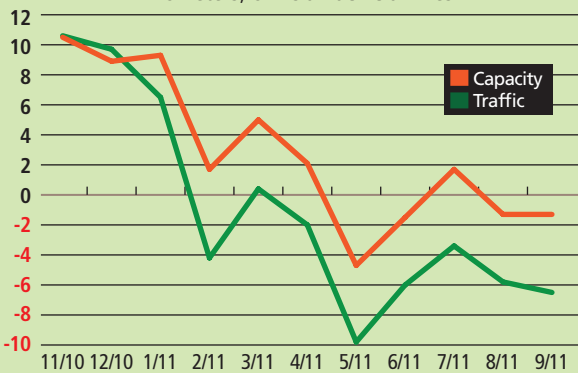
Monthly year-over-year percent change in domestic and international cargo traffic for U.S. airlines.



Source: Air Transport Association of America

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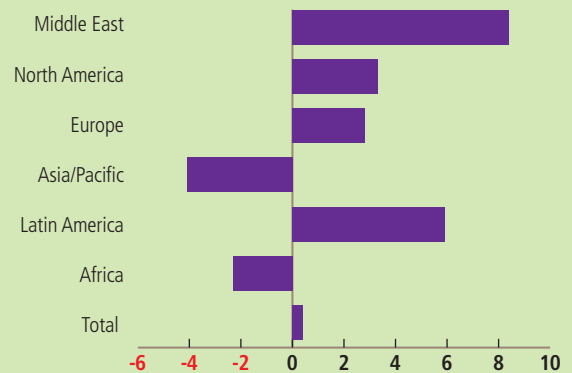
Monthly year-over-year percent change in capacity, in available-tonne kilometers, and traffic, in freight-tonne kilometers, of Asia-Pacific airlines.



Source: Association of Asia Pacific Airlines

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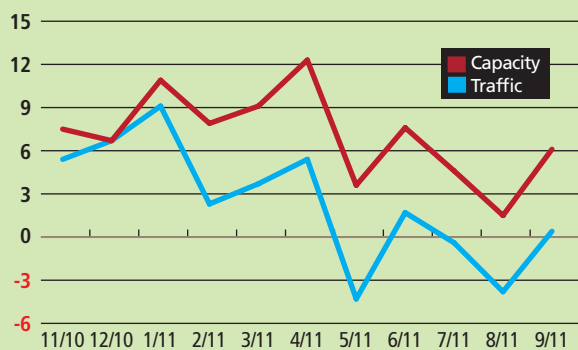
International air cargo year-to-date percent change for September 2010 vs. September 2011



Source: IATA

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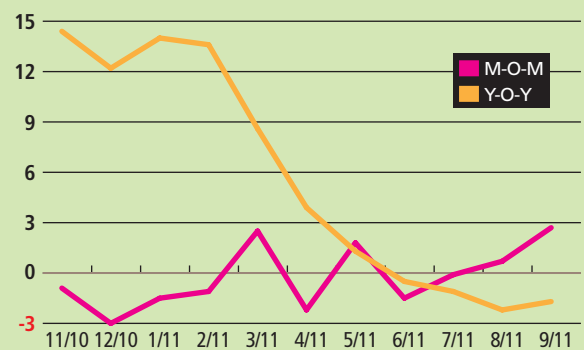
Monthly year-over-year percent change in total scheduled international freight traffic and capacity worldwide in freight-tonne kilometers and available-tonne kilometers.



Source: IATA

SEMICONDUCTORS

Worldwide monthly year-over-year percent change in sales of semiconductors and month-to-month percent change.



Source: Semiconductor Industry Association

AIRLINES

Saudi Airlines Cargo has appointed **Bart Jan Haasbeek** as country sales manager for the Netherlands. Haasbeek, who is based at Schiphol Airport, comes to Saudi Airlines from OAG Cargo, where he most recently served as vice president of strategic cargo sales. The airfreight veteran also co-founded Inforwarding.

Deutsche Post DHL has created the position of global chief commercial officer for **Bill Meahl**, who previously served as chief operating officer of DHL's supply chain division. In this role, Meahl is responsible for Global Customer Solutions, DHL Solutions and Innovations, as well as the sector management of DHL's core strategic industries. He also coordinates commercial activities for the company's top global customers requiring services across the express, global freight forwarding, supply chain and global mail businesses. In addition to these tasks, Meahl serves on DHL's executive committee and leads the company's global commercial board.



ME AHL

THIRD PARTIES

Grant Devonport has been promoted to CFO of **Toll Group**. The industry veteran previously served as CFO of Toll New Zealand and di-

visional commercial manager of Toll Global Resources before becoming the acting CFO of Toll Group in September. Devonport also worked at Village Roadshow and the National Australia Bank.

TNT Express has appointed **Jan Ernst de Groot** as general counsel and managing director of external affairs. A veteran of the airline industry, de Groot most recently served as managing director and a member of the managerial board at KLM Royal Dutch Airlines. In his new role with TNT, de Groot is focusing on legal and regulatory affairs, including sustainable development.



DE GROOT

Joe Lance has joined **Lynden International** as district manager for Chicago. An industry veteran, Lance most recently held senior management positions at IJS Global Inc. and ALG Worldwide. His transportation background also includes managerial positions at OIA Global Logistics, The ICI Group, and Expeditors International. He is responsible for business development and operations in Lynden's Midwest region in his new role.

Due to the retirement of Michael Korn, **DB Schenker** has named two new board members, **Jochen Muller** and **Thomas Hauck**. Muller is now in charge of airfreight, special transports

and events, while Hauck is overseeing oceanfreight and project business. Muller previously ran Schenker Limited, and Hauck manages DB Schenker Logistics in North China.

OBITUARY

John Raven, a former Brussels-based advisor for The International Air Cargo Association, has died at the age of 91. In an email to **TIACA** members, Daniel Fernandez, the organization's secretary general, wrote that Raven "was a remarkable man, in many ways, and his passing is a sad loss to our industry. John made an invaluable contribution to TIACA, representing our interests in Brussels for over a decade."



RAVEN

ASSOCIATIONS

The Intermodal Transportation Institute at the University of Denver has elected **James Benz** and **Gary Long** to its board of directors. Benz currently serves as chief operating officer of Genesee & Wyoming Inc., while Long is president and CEO of OmniTrax Inc., where he has overall responsibility for OmniTrax and the companies under its management. Both men will serve three-year terms.

The National Association of Freight & Logistics recently named 10 logistics professionals to its board of directors. The elected officers include: Freight Systems CEO **David Phillips** as president; **Kevin Ennis**, vice president of business development at dnata, as vice president; **Nadia Abdul Aziz**, director/partner at UNASCO, as secretary general; and Al Rais Cargo Agencies Finance Controller **Suman Chakrabarti** as treasurer.

The Messenger Courier Association of America has hired **Shawn Swearingen** as government affairs director. Swearingen, who most recently served as state policy manager for a national healthcare association,

(continued on page 65)

DOLAN LEAVES UNITED

Scott Dolan, senior vice president of airport operations and cargo at **United Airlines**, has left the carrier. He was replaced by **Jon Roitman**.

"United appointed Jon Roitman to serve as the senior vice president of airport operations and cargo in October, who succeeded Scott Dolan, who left the company," said Julie King, director of corporate communications at United. "It was his decision to leave."

Not much more is known about Dolan's departure, but according to a senior person in the industry, Dolan simply may have been a casualty of the merger between United and Continental.

"Sometimes these integration processes don't work out for everyone for some reason," said the source, who was not familiar with the circumstances of Dolan's departure. "Executives come and go, but it does seem unusual at this juncture in the process."

Five Questions with... Tim Scharwath

Although Tim Scharwath has been a member of Kuehne + Nagel's team since 1992, his sphere of influence grew considerably in September with his appointment to the Kuehne + Nagel International AG Management Board. Responsible for K + N's air logistics unit, Scharwath makes decisions that have the potential to affect the global airfreight sector. He recently discussed his plans for K + N with *Air Cargo World*.

1. How will K + N's acquisition of Carl Drude GmbH & Co. affect airfreight operations?

Through the acquisition of Drude Logistik, Kuehne + Nagel gets access to a hub operation for the international overland groupage activities. Thus, the new Eurohub will be an integrated part and pillar of the overland network. It is planned that the European overland network will be also used for pick-up and delivery of European airfreight and seafreight shipments.

2. What are the biggest issues currently affecting the global airfreight sector?

The economic outlook triggered by the uncertainty from major markets, such as the U.S. and the EU, and the imbalance and upcoming overcapacity from the airlines are certainly the biggest issues right now. At the moment, it is nearly impossible to predict how the economy will develop within the next few months, as there are numerous factors to consider. With new planes coming to market, the capacity and therefore also the rate situation will remain tense.

As we all know, growth in the international airfreight market slumped in the past few months. Compared to the same period in 2010, market freight volumes even stagnated. Although Kuehne + Nagel performed well during the past nine months, we are cautiously optimistic moving forward. After all, the demand for airfreight shipments may decline in the forthcoming months [if] the market volatility remains high.

3. Which regions is K + N eyeing to grow its airfreight logistics operations?

It is always Kuehne + Nagel's objective to outgrow the market in all regions and in all segments. However, as part of our global strategy, we've placed special emphasis on the intra-Asian and transpacific markets. We will continue to consequently implement our growth strategy and further build on our commitment to deliver innovative, value-adding services to our customers around the world.

In airfreight, we have always followed a strategy of

both achieving organic growth and growth through acquisitions in niche segments to enlarge the customer-oriented product portfolio, as we did in the perishable market in Latin America. This approach will remain in place, as it proved to be very successful.

4. How do you anticipate the global airfreight logistics industry evolving in the next few years?

The forthcoming new rules regarding security, data integrity, CO2 emissions, etc. may well lead to a further consolidation in the market as high investments — for instance, in IT — will have to be made in order to meet the new requirements.

Looking back over the past two decades, we have seen consolidation "waves," and it is quite likely that there will be another one coming along. In the '90s, many forwarding companies merged in order to increase their global coverage, customer base and product portfolios. In the years to come, we may see mergers and takeovers merely for financial reasons, as it will be increasingly difficult — particularly for small- and medium-sized forwarders — to invest as much in

future technology as required.

5. What key goals do you hope to accomplish in your role leading K + N's airfreight division?

My goal is to continue to outperform the market and enhance Kuehne + Nagel's reputation as an innovative and high-quality airfreight provider. The global market is still very fragmented, so there is a lot of potential to gain additional business and market share. We offer various airfreight products with several service levels, and all are designed to fit our customers' needs.

In addition, we invest considerable resources — both financially and with know-how — in information technology. And we will make sure that Kuehne + Nagel will always be at the forefront when it comes to technological innovation and the use of electronic tools to reduce costs and increase quality in the airfreight business. The way we push Cargo 2000 is one of many examples of this approach.



Scharwath

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(continued from page 62)

brings to the position extensive experience in government relations. In his new position with MCAA, he supports the association's local chapters on state-level issues, advises members of the national organization on upcoming legislation that could impact their businesses and helps draft legislation that will encourage the free flow of goods throughout the U.S. and abroad.

OTHER

Boeing has announced that **James Bell** will retire from his position as executive vice president, corporate president and chief financial officer on April 1. **Greg Smith**, corporate controller and finance vice presi-



dent, has been elected by Boeing's board of directors to succeed Bell as executive vice president and chief financial officer, effective February 1; the two will work together over the coming months to ensure a smooth transition. **Diana Sands**, current vice president of investor relations and financial planning and analysis, will replace Smith as corporate controller. **ACW**

events

FEBRUARY 1-3

Mumbai: STAT Times, which has been running the biennial Air Cargo India since 2006, will bring the fourth addition of the airfreight conference to Mumbai in February. According to a press release, the three-day event is meant to "bring into international focus the opportunities available in India for industry players in the air cargo sector." For more information, visit www.stat-times.com/ACI2012.

MARCH 4-7

Bangkok: For the 14th consecutive year, members of the World Cargo Alliance will come together to build new business relationships and strengthen existing ties. The 14th WCA Annual Conference, held at the Bangkok Convention Centre and Centara Grand Hotel, will start off the WCA Family Conference, which will take place from March 8-11. The Family Conference will combine all

four networks into one major conference. Visit www.wcafamily.com for more information.

MARCH 6-8

Amsterdam: ATC Global's annual exhibition and conference is for the international air traffic control industry. According to organizers, the 2011 event attracted 5,500 attendees. For more information, visit www.atcglobalhub.com/events/exhibition.

MARCH 13-15

Kuala Lumpur: According to IATA, more than 1,000 industry representatives came to the organization's fifth annual World Cargo Symposium last March in Istanbul; next year, organizers will try to top that turnout as the industry gathers in Kuala Lumpur. For more information, email wcsqva@iata.org or go to www.iata.org.

MAY 6-8

Miami: The theme for the 2012 CNS Partnership conference is "together towards tomorrow." According to a press release, that means the event will "draw importance to the air cargo industry's need to present a unified front to better handle challenges such as quality management, e-commerce, security, the environment, etc." For more information, visit www.cnsc.net/events.

MAY 13-16

San Antonio: This annual event organized by the Federation of Freight Forwarders and Logistics Operators International Latin America and the Caribbean (ALACAT) is a forum for supply chain professionals involved in global trade. The focus is on Latin America, and the event will include panels by industry insiders, interactive discussions and networking opportunities. Visit www.alacat2012.org for more information.

ADVERTISER INDEX

AEMCA.....	45	Delta.....	25	Saudi Arabian Airlines.....	18
Aeroports de Paris.....	29	Fujairah Airport.....	14	STAT Trade Times.....	60
Air Cargo Excellence Awards.....	8, 64	Gulf Air.....	31	Swiss WorldCargo.....	9
Airdex.....	17	Korean Air Cargo.....	27	Ted Stevens Airport.....	35
Alaska Air.....	37	Lufthansa Cargo.....	13	TIACA.....	71
Boeing.....	2	Lynden International.....	36	Turkish Airlines.....	15
Bounce Logistics.....	7	Maximus.....	5	United Cargo.....	72
Cathay Pacific.....	19	Messe Muenchen.....	21	UPS.....	11
CEIA-USA.....	32	National Air Cargo.....	10	WorldTEK.....	49
Coyne Aviation.....	30	Panther Expedited Freight.....	58	Yusen Logistics.....	23

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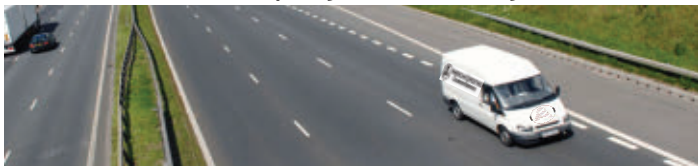
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Fathi Buhazza is the president and CEO of Maximus Air Cargo

Humanitarian aid: Everyone must do their part

From the floods in Thailand to the earthquake in Turkey and the continuing horrors in the Horn of Africa, the world is, as ever, a very challenging place for millions of its inhabitants. People are homeless, hungry, dying.

Yet the world's inhabitants have enough food, more than enough blankets, and can build enough shelters to ensure everyone can maintain a basic standard of living. The challenge? To get it to the right place, at the right time, to the right people.

Preventing unnecessary deaths is a logistics issue. And we are in the logistics business. So how can we help?

Well, several air cargo companies are trying. Whether it's Maximus's Care By Air program, or TNT and UPS's Moving the World, there are several organizations using their assets and resources to help alleviate some of the horrors in the world. But we can do more, and we should do more. Companies have a duty to society — and best of all, their role in society can work in tandem with their goals for business; the two go hand in hand.

Humanitarian logistics can help a company's bottom line, without creating a negative image that the firm is profiting from the misery of others. If, for example, you donate empty space at cost, you reduce your cost per mile for commercial cargo. The more flights you have, the better economies of scale you enjoy, and, ultimately, you can bring down overhead. It's simple and effective.

For this to work on a large scale, and for it to make a real difference, we need to work together, both across the supply chain and around the world. Airports certainly have a role to play. Abu Dhabi Airports Company, for example, waives its charges for our Care by Air flights. We are also looking into sourcing cheaper fuel for humanitarian relief. Countries charging overflight tariffs could reduce the prices. Handlers could look into operating at cost. Forwarders could support charitable agencies and stop air cargo prices from rising.

In every step of the supply chain, companies can examine how they could lower their prices to get supplies to those in need. We can cooperate across the board to reduce our overall costs, while helping to heal the world. It's good for every party involved. But each company, globally, needs to participate if we want to reduce our overall costs while making a difference.

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Sadly, however, not all businesses agree that this is the correct approach. Some in our industry are happy to make money from misery, to profiteer from poverty. Many enjoy huge profits from humanitarian crises and see it as one more business opportunity, especially when volumes are down elsewhere.

One of the most shocking examples was Asia's tsunami in 2004. Cartels were forming among some air operators, and prices were being driven up by as much as \$100,000 a day, according to World Vision International. The agency also said that unscrupulous businesses were offering low-quality services while ramping up the profits. Supply and demand inevitably comes in to play in these situations, but there is no excuse for gouging prices. It is wrong, and it cannot happen in our industry again. We have a duty; we have the assets, and we are able to benefit our business while boosting the relief sector.

At the same time, we can lift the role of commercial companies in society. We can convince the world that air cargo is a vital industry, that it can help those most in need, that it can offer emergency relief, at cost, to any part of the world within 24 hours.

If our industry can take the lead and show that it is responsible, then perhaps governments would look more kindly on our work and understand that air cargo is also a critical industry for world trade. But it's not just the industry's reputation that will benefit. Companies can also take their share of the credit and show shareholders worthwhile social responsibility programs.

It's a win for business, it's a win for the industry, and most important of all, it's a win for those most in need. **ACW**



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