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Jon Ross
Editor

With the ETS gone, the work has just started

The war of words and threats is finally over; rather, the fighting has, at least, been delayed for a little bit. In the battle over the European Union's emissions trading scheme, EU Climate Commissioner Connie Hedegaard saw that it was the EU versus the world and graciously acquiesced to the rest of the industry's wishes. She stood resolute for a while, but ideas, which some would call misguided, will only go so far — especially if nobody backs you up.

Yes, the EU emissions trading scheme has been put on hold for a year. This can be seen as a victory for the carriers and governments who came out against the scheme, calling it a tax and railing against the supposed impingement of sovereignty. Another way to look at it? The EU really wants what's best for the environment and was simply trying to push things along; when commissioners got the attention of the world, they backed down.

The U.S. government hasn't backed down, though. A day after the EU pulled their aviation tax, the House of Representatives passed what is known as the anti-ETS bill, effectively banning U.S. carriers from flying to Europe if they had to pay the ETS. That all seems to be a bit of a moot point, passing a bill outlawing a provision that has all but disappeared, but officials explained that the bill still sends a message. That message — “don't bring this scheme back to life” — has been echoed by interested aviation parties around the world.

Now that the EU's plan is temporarily dead, what's next? Well, the EU has kicked the ball into ICAO's court, but will that massive international body be able to come up with a streamlined, carbon-emissions-limiting plan that suits the EU's fancy? The world has been told that the EU commissioners are simply stopping the clock on the ETS and that it will be brought back in a year if ICAO hasn't presented a workable solution, so as of now, that clock is ticking.

All this fuss over the ETS began in earnest two years ago, with carriers fretting the initial commencement of the aviation section of the law, which began Jan. 1, 2012. (Carriers didn't have to buy carbon-emissions credits for that first year.) Now that the calendar is turning to 2013, I have to wonder if we'll be right back at square one this time next year. Let us hope that, as 2013 becomes 2014, we have a simple, easy proposition by ICAO that suits the needs of the marketplace while also tamping down carbon emissions.

A handwritten signature in black ink, appearing to read "Jon Ross".



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The awards will be held alongside the IATA World Cargo Symposium 2013



Athens airport pushes for more airfreight

Alexis Sioris, the manager of cargo development at Athens International Airport, wants to spur a modal shift in the country, moving what he calls "a large portion of exported goods" that are currently transported by land and sea to air cargo. Sioris, along with a group of forwarders and members of the airport's Cargo Community Committee, will target specific exporters and convince them to switch to airfreight.

"We are currently conducting meetings with trade delegates and joint-venture chambers of commerce to sell this idea," he said in a statement. "We are very keen to maintain our considerable airfreight capacity and facilities during these difficult times, against the day when things improve, which we are confident will happen."

According to a press release issued by the Athens airport, major Greek exports are perishables, telecom equipment, medical-related goods and textiles. Courier and mail traffic, though, accounts for 23 percent of the country's airfreight exports.

The new strategy arises from a hope to stem what have been dwindling cargo numbers at the airport. Total cargo exports for September fell 13.3 percent, year-over-year, according to statistics provided by the airport. In fact, exports have lagged throughout 2012, with August (-6.9 percent) and January (-6.6 percent) some of the brightest spots for exports.

Total outbound mail has been faring far better than the rest of the airport's cargo, with flat growth, year-over-year, in September, after an 8.6-percent increase in August. Outbound mail in May, June and July also experienced increases over the previous year. In general, international freight shows much brighter numbers than domestic freight activity, which has experienced huge declines when compared to 2011. **ACW**



TNT and UPS finally together in 2013?

UPS heads into the New Year with the champagne on ice, as it waits to secure the acquisition of TNT Express. Its European prize remains irritatingly out of reach; European regulators raised last-minute objections to the merger.

Big Brown may not have been expecting next-day delivery when its \$6.77 billion offer for Dutch-owned TNT was accepted way back in March, but it cannot have anticipated the kind of nitpicking that will push closure well into 2013. In fact, the UPS offer period officially timed-out as of early November; an exemption has had to be granted by the Dutch financial authorities in order for the deal to continue. This extends the offer period until one week after clearance by the European Commission, if it is forthcoming, or until the end of February at the latest.

It is the European Commission that has raised objections to the deal, citing the competitive effect of the intended merger on the European express market. It did not publish its so-called "Statement of Objections" until late October. UPS and TNT said they

would make a joint response to the EU Commission statement. The basic tenant of their argument remains that the European express sector would remain competitive even after such a proposed merger and would, in point of fact, create a more efficient logistics market in Europe. Analysts see this as quite a claim, given that the transaction, if and when it is complete, will make UPS the global leader in the logistics business, with revenues exceeding \$60 billion.

The EU's decision might have gotten a bit easier recently, as TNT Express has announced a conditional plan to sell TNT Airways and Spain-based carrier Pan Air Lineas Areas to ASL Aviation Group.

"The transfer is conditional on, and will become effective immediately prior to, completion of the proposed UPS-TNT Express merger," the integrator said in a statement. "The change of ownership and control will ensure service continuity of the TNT Express operations after the completion of the proposed merger, in compliance with EU airline ownership and control rules."

ASL, which is a joint-venture between Compagnie Maritime Belge and 3P Air Freighters, currently consists of three airlines – Air Contractors (based in Ireland), Europe Airpost (France) and Safair (South Africa) – two support service companies and various leasing entities. It employs 1,200 staff worldwide and has a fleet of 90 aircraft.

Provision is made for ASL to take over all flights performed by TNT Express's two airlines and for it "to become a key third-party provider of the combined UPS-TNT Express group," according to the press release. ASL will also be invited to bid for all the combined group's outsourced air business in Europe when this becomes open to tender.

"This transaction represents a unique opportunity for ASL to be in a position to provide services to the major integrators and assert itself as the neutral provider of airline services to the major express integrators in Europe," the Dublin-based group said.

TNT Express underlined that it did not expect the airlines' ownership transfer to impact activities at the group's hub in Liège for at least a year following completion of the proposed UPS-TNT Express merger. For their part, UPS officials said they have long-term plans for the hub.

Significantly, the UPS-TNT deal

means that the freshly combined entity will generate 36 percent of its revenues from outside of the U.S., as opposed to the 26-percent revenue share of the global marketplace UPS currently achieves. It also means that UPS will double the size of its footprint in Europe; this will propel it to equal billing with Deutsche Post DHL, the current market-share leader.

But that is not going to happen overnight. UPS admits it will take up to four years to fully accomplish the synergies to be generated from the merger. In that time, it says it expects achieve cost synergies of between \$525 million and \$725 million per year by the end of the fourth year of transaction completion. The costs related to the integration are put at \$1.31 billion over the anticipated four-year process.

That will no doubt include a very intense focus on how the current TNT Express hub in Liege, Belgium, will mesh with the UPS European hub in Cologne, Germany. UPS has invested heavily in Cologne and the airport has guarantees of immunity from nighttime flight bans until 2030. The word being put out by TNT is that the operations would compliment one another, with Cologne the focus for lighter express parcels and Liege working the heavier end of the market, with little apparent overlap. TNT Express union

representatives remain skeptical of such assurances and the fate of 1,500 TNT staffers.

In a press release, UPS officials noted that the intergrator intends to finance its purchase with \$3 billion in cash, with the rest coming in debt form. The delay in sealing the deal has at least worked in favor of UPS in one respect. The purchase price for TNT Express is evaluated in the euro currency at €5.16 billion, which at the time the offer was first accepted back in March would have required UPS to stump up \$6.77 billion. Since that time though, the eurozone crisis has devalued the euro, meaning that at recent exchange rates, UPS could pick up a better bargain at around \$6.4 billion or less. Given the choice, UPS would no doubt have liked to have gone for earlier closure rather than wait out the European Commission and pick up a possible \$400 million payback.

UPS' hopes of securing an early and smooth start to any transition process received a further dent, it would seem to casual observers, with the sudden resignation and departure of Marie-Christine Lombard, CEO of TNT Express. She left in September, only to re-appear a month later, being named CEO of Geodis, the logistics arm of French rail operator SNCF. Bernard Bot, TNT Express' CFO has taken over as CEO in the interim. **ACW**

In the news ...

Amsterdam Airport Schiphol will soon house a secondary equine-handling center, thanks to a joint venture between Aviapartner and European Cargo Services. Key features of the equine-handling center include 24 horse stalls, a separate quarantine area, cleaning facilities for air-stalls and direct access to a cargo ramp. The center will also adhere to stringent veterinary regulations and keep experienced grooms on standby to ensure equine care isn't compromised. Schiphol's new equine-handling facility will also operate as a Border Inspection Post for Customs clearance of horses into Europe, according to the press release. Saskia van Pelt, business development director for Schiphol Cargo, said the facility will also propel the airport's live-animal-handling operations. "We believe the creation of this additional facility strengthens our position in

this demanding and specialized market sector, and will further increase the appeal of Schiphol as a gateway for live animal movements into and out of Europe," she said in a statement... **Air France-KLM-Martinair Cargo** successfully flew a rare sea turtle, dubbed Flip, from Amsterdam Airport Schiphol to Houston's George Bush Intercontinental Airport on a KLM Boeing 747 Combi aircraft. Flip was contained on a custom-built crate, which adhered to International Air Transport Association Live Animal Regulations, during the duration of the journey... **IAG Cargo** has signed an MoU with Global Logistics Network, a U.S.-based organization representing 421 small- and medium-sized freight forwarders from 125 countries. The deal is particularly advantageous to freight forwarders in the U.S., as well as Spanish businesses exporting

into the U.S., the carrier said in a press release. IAG Cargo said the deal has the potential to boost the company's presence in the small- and medium-sized market. The carrier's David Shepherd also addressed this benefit, stating that engaging with this niche market is integral to IAG Cargo's strategy. "We are doing many things to ensure this happens, from refreshing our customer loyalty program to presenting innovative products that help increase businesses with this important customer base," he said in a statement... **Worldwide Flight Services** now provides cargo-handling services for British Airways World Cargo at London's Gatwick Airport. In support of the agreement, WFS has acquired an additional warehousing facility at Gatwick, a 30,000-square-foot freight center that will be dedicated to the BAWC operation. **ACW**

Impending change for EU airport slot rules

Expanding on a 1993 European Union rule that introduced slot regulations at airports all over Europe, airport officials could soon be able to sell and buy landing and take-off slots. This new slot exchange will become law if an agreement reached

during the Transport, Telecommunications and Energy Council comes to fruition.

The council, headed by European Commissioner for Transport Siim Kallas and Efthemios Flourentzou, the Cypriot minister of communications and works, also included charges for the late return of unused slots and gives greater autonomy to slot coordinators. The new rules would “enhance fair competition and competitiveness of operators,” according to the release.

The new slot agreement arises from a December 2011 “airport package,” which groups together three legislative proposals that seek to ease congested European airports. The new agreement would amend the 1993 rule and would increase airport capacity, according to the EU. Officials have pegged the economic benefits at €5 billion across a 13-year period.

Moving away from the airports, those assembled at the council also approved an agreement with the European Organization for Safety of Air Navigation. Signing such an agreement aligns the council with the organization, “establishing a new and stable relationship for enhanced cooperation,” according to a provisional summary of the council provided by the EU.

The assembled officials had emissions trading as applied to the European aviation sector on their minds, and the transport ministers received a briefing on preparations for the impending International Civil Aviation Organization council. According to the summary document, “The EU considers that a global framework for market-based measures, built on the principle of non-discrimination, is the best way forward. If such a framework can be agreed in the foreseeable future, the EU would be able to use the flexibilities provided for by its emissions trading legislation to take account of global approaches without compro-

promising the goals of its own emissions trading scheme.”

The council also discussed a path forward for the Maritime Labour Convention Enforcement Package and the amendment of road transportation recording equipment legislation. **ACW**

IEA: Aer Lingus deal to hurt cargo

Although a Ryanair-Aer Lingus merger has yet to be finalized, the Irish Exporters Association has concerns about the implications for cargo. The government hasn’t sufficiently considered the importance of Aer Lingus’ airfreight facility to high-tech and life-sciences exporters, according to an IEA press release. The IEA said that Ryanair doesn’t handle freight across its entire fleet and could halt cargo operations if they purchase a majority stake in Aer Lingus.

John Whelan, CEO of the IEA, explained that Aer Lingus carries roughly 52 percent of the value of Irish exports to the U.S. and 43 percent of the nation’s imports from the U.S. At risk by the proposed merger, Whelan said, is the €18 billion of pharmaceuticals and medical goods that are flown to the U.S. and €4.5 billion of high-tech imports into Ireland.

“The daily airfreight connection to the U.S. has been at the heart of Irish export growth for several decades,” he said in a statement. “The daily airfreight link is a strategic trade corridor for Ireland and must be treated as such.”

The IAE also expressed concerns from a monopolistic perspective, stating that the proposed merger could eliminate competition on many Irish routes. Such concerns are also being vetted by the EU Commission, which launched a Phase II review of the Aer Lingus-Ryanair deal this summer.



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Qatar to sell share in Cargolux

Eighteen months after acquiring a 35-percent stake in Luxembourg-based Cargolux, Qatar Airways has announced its intention to pull out of the deal. Reports indicate that the break up centered on conflicting opinions about the ultimate direction of the European freight carrier.

In related news, Albert Wildgen has announced that he will step down as chairman of Cargolux's board of directors on November 30 after a 14-month term. This action follows the July resignation of former Cargolux President and CEO Frank Reimen, who left the company to become Luxembourg's high commissioner for national protection. Richard Forson took over in August on an interim basis.

Cargolux announced in a press release that Qatar's relinquishment of 35-percent stake won't affect management decisions.

"The Cargolux shareholders, Luxair, BCEE and SNCI, have confirmed their full confidence and support of Richard Forson, the interim president and chief executive officer, and his management team as they take the airline forward through this difficult phase of restructuring in order to position Cargolux for future growth and prosperity, benefiting not only the air logistics industry, but the country as a whole," according to a Cargolux statement.

Even so, Cargolux has been fraught with challenges lately. In 2011, for instance, sluggish freight traffic in the Asia-Pacific, staggering fuel prices, and delays in Boeing 747-8F deliveries crippled Cargolux's performance, with the carrier recording a net loss of \$18.3 million. This figure differs greatly from Cargolux's 2010 statistics, which showed the carrier profiting \$59.8 million. **ACW**



Emirates experiencing a profitable rise

Emirates' net profit surged 104-percent, year-over-year, to AED1.7 billion in the first half of fiscal-year 2012-2013, which ended September 30. In a press release, the Dubai-based carrier partially attributed this increase to the 13 new aircraft and five new routes added to the Emirates network during this period. The carrier has also launched four-times-weekly Boeing 777-300ER service to Adelaide, Australia, from its Dubai International Airport hub. The new route, which initially elevates the carrier's weekly freight capacity by 56 tonnes, will be served by daily flights starting Feb. 1, 2013.

Given the current geopolitical situation affecting the Middle East, these results are even more impressive, Emirates asserted in the press release. "Emirates remained focused on its growth and global expansion despite ongoing, fluctuating exchange rates and ever-lingering high

fuel prices, which accounted for 39 percent of our expenditures, down 2 percentage points from last year," HH Sheikh Ahmed bin Saeed Al Maktoum, CEO of the Emirates Group, said in a statement.

"The instability in the market over the past six months has put Emirates to the test, and once again we have risen to the challenge. Our results speak for themselves," he added.

From a group-wide perspective, Emirates also recorded a surge in profits during the first half of fiscal-year 2012-2013, with net profit rising 68 percent, year-over-year, to AED2.1 billion. The Emirates Group's revenue and other operating income similarly saw a double-digit increase during this period, swelling to AED38.2 billion.

Emirates' ground-handling subsidiary dnata contributed greatly to the company's half-year profitability, according to the press release. Dnata's revenue, including other operating

income, rose 9 percent, year-over-year, to AED3.9 billion, during this period; this marked the first time in dnata's 53-year history that it netted \$1 billion in revenues in six months.

Al Maktoum praised the company's half-year performance, attributing it to "hard work and our drive to stay on course and continue to grow despite the precarious marketplace."

"We have continued to invest in

the infrastructure of both Emirates and dnata, and it continues to pay off," he added.

Emirates' new route to Australia is the carrier's attempt to amplify the 11.3-percent, year-over-year, surge in Australian exports to the United Arab Emirates recorded during 2010-2011. Perishables foods, such as fruits, meats, vegetables and eggs; building supplies; machine parts; cosmetics;

and oils and resins are likely to comprise the key loads on the flights.

"We expect demand to be strong for a variety of commodities going into and out of Adelaide and Dubai, and are keen to build on our role as the first carrier to link Australia and the Middle East with direct services," Ram Menen, Emirates' senior vice president of cargo, said in a statement. **ACW**

IATA: MENA needs sufficient airspace capacity

In an address to the Arab Air Carriers Organization, International Air Transport Association CEO Tony Tyler identified key ways to improve aviation in the Middle East and North Africa. Chief among them, Tyler explained, is ensuring that the MENA region has sufficient airspace capacity to handle the influx of traffic.

"MENA must avoid the inefficiencies that we see in Europe," Tyler told AACO members during their annual meeting in Algiers. "There is no room for complacency. In the Gulf, ATM delays are already nearing crisis levels. Evolving east-west traffic patterns are creating new challenges across the region, including North Africa." Pre-

venting air traffic management bottlenecks, Tyler said, mandates cooperation among states.

Even so, he praised the MENA region for making strides in aviation safety. So far, Tyler said, there hasn't been one Western-built jet hull loss in the Middle East and North America in 2012. "This is a great achievement," Tyler stated. "However, if we look at all accidents, the picture is different."

The accident rate among carriers not appearing in the IATA Operational Safety Audit is roughly 3.5-times higher than those on the registry. Fortunately, Tyler told AACO members, the African Union is "moving toward" mandating IOSA registration.

Such actions will help the MENA region maintain its position as a global hotspot for aviation, Tyler explained. The region has especially seen an influx of freight traffic in 2012, with Middle Eastern carriers recording double-digit cargo growth in every month but January. Globally, however, cargo volumes have lagged throughout the year, IATA statistics revealed.

"The rise of the Gulf carriers is an amazing story," Tyler said. "And even if we look at the less-headline-grabbing carriers in North Africa, we are seeing a healthy demand performance. MENA is a growing force in aviation." **ACW**

Virgin invests in South Africa

Virgin Atlantic Cargo has recommenced seasonal winter service from its London Heathrow Airport hub to Cape Town International Airport on Airbus A340-300 aircraft.

Virgin Atlantic already operates daily passenger and cargo flights between Johannesburg and London on a year-round basis and has offered seasonal freight service to Cape Town since December 1999. Virgin Atlantic Cargo often flies the loads to prime U.S. export destinations.

Africa, in particular, is a hot market for the UK-based carrier. Virgin Atlantic Cargo netted double-digit gains in the African market during

fiscal-year 2011-2012, despite seeing sluggish traffic in the Asia-Pacific. Overall, however, the carrier posted significant growth during the fiscal year, with revenues surging 7-percent, year-over-year, to \$239.6 million. Virgin Atlantic Cargo officials attributed this increase to the carrier's responsiveness to market demand.

"Cape Town is a very strong route for us throughout the peak winter season," Virgin Atlantic Cargo's Nick Jones said in a statement. "Currently, as in so many other markets, volumes are slightly down year-on-year, but we are confident of another good performance both to and from Cape Town

following the withdrawal of other airline capacity."

Offering the service on a seasonal basis also makes sense from a business perspective, Jones maintains. "We are a well-established winter season carrier from Cape Town and the service levels we offer mean we are successful in retaining our customers' loyalty on a year-round basis," he added.

Cape Town isn't the only market Virgin Atlantic is eyeing for growth. The UK-based carrier recommenced daily passenger and cargo service to Mumbai's Chhatrapati Shivaji International Airport in late October after a three-year hiatus. **ACW**

Gulf Air champions e-freight initiatives

One month after moving its first airfreight shipment using an electronic airway bill, Gulf Air has discussed its e-freight initiatives with key industry stakeholders. Addressing members of the Bahrain Air Cargo Working Group, Gulf Air's senior cargo manager Khalid Faqih shared the carrier's experience of going paperless and revealed its progress toward adopting certain e-freight measures.

Gulf Air's inaugural e-freight shipment traveled from Bahrain to Dubai in October, a move that came one year after the carrier introduced Cargospot, an end-to-end cargo management system. Such actions are aligned with the International Air Transport Association's e-freight goal, which is to eliminate paper air-

way bills by 2015.

Hussein Dabbas, IATA's regional vice president for the Middle East and North Africa, lauded Gulf Air for becoming the third regional carrier to introduce e-AWBs. "The e-AWB is a crucial step toward adoption of full e-freight, which replaces up to 20 paper documents with electronic versions for every shipment," Dabbas said in a statement. "E-freight increases the speed and security of air cargo, which will serve to benefit world trade and economic growth."

Faqih also touted these benefits in his November address to the Air Cargo Working Group, which included ground-handling agents, carriers, freight forwarders and Customs agents. Along with allowing faster

supply-chain transit times and resulting in greater accuracy, e-AWBs are more environmentally sustainable than their paper-based counterparts, Faqih argued in his speech.

Company CEO Samer Majali holds a similar approach and revealed his plans to turn Gulf Air's Bahrain hub into a completely paperless station by mid-2014. The carrier's first e-freight shipment, however, remains a source of great pride for him.

"This is, indeed, a great achievement as it involves several stakeholders in the entire cargo supply chain, such as freight forwarders, handling agents and Customs and civil aviation authorities, to ensure the seamless electronic process from beginning to end," Majali said in October. **ACW**

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Asia-Pacific records marginal cargo losses

After six consecutive months of cargo declines in the Asia-Pacific, regional volumes were largely flat in September, only falling 0.4-percent, year-over-year. Association of Asia Pacific Airlines statistics further revealed that Asia-Pacific cargo carriers matched capacity and demand in September fairly well; they offered 4.3-percent less freight space than in September 2011.

AAPA Director General Andrew Herdman said he's impressed by these results. "For air cargo markets, after experiencing a 3.9-percent, year-on-year, volume decline for the first nine months of the year, September was a relatively good month, only marginally below last year's figure."

Also strong in September was Asia-Pacific carriers' freight load factors, which rose 2.6 percent, year-over-year, to 66.6 percent. This figure is relatively consistent with regional airlines' performance from a nine-month standpoint; Asia-Pacific cargo carriers' load factors stalled 0.5 percent, year-over-year, in the first nine months of 2012, according to AAPA data.

But one airline that is seeing negative numbers is Singapore Airlines Cargo, which experienced an uninspired first half of fiscal-year 2012-2013. Freight load factor lagged during this period, falling 1.5 percent, year-over-year, amid a 4.7-percent, year-over-year, traffic decline. The carrier's operating loss widened to \$599 million, year-over-year. Singapore Airline's 43-percent, year-over-year, drop in operating profit in the second quarter of fiscal-year 2012-2013 negatively impacted half-year statistics, according to a separate press release.

Such declines speak to the "challenging" operating environment currently affecting Asia-Pacific carriers, Herdman explained. "Margins have been under pressure from stubbornly high oil prices, and there is continuing uncertainty about the global economic outlook, despite the fact that Asian economies are still maintaining respectable growth rates," he added. **ACW**



Cathay Pacific shifts freighters

In September, the trajectory of cargo at Cathay Pacific finally reversed itself and returned to growth. Volume was up 2.4 percent that month, although the cumulative total for the first nine months of 2012 shows a decline of 8.3 percent.

Hong Kong International Air Cargo Terminals, which handles about 80 percent of the airfreight flowing through Cathay's home base, also clocked up positive growth. Throughput was up 6.3 percent in September, followed by a 2.1-percent increase in October. The turnaround is encouraging, although moderate. Nick Rhodes, Cathay's director and general manager of cargo, described Europe as the main headache. "Intra-Asia is not too bad; North America is not too bad," he said.

And the freighters have kept coming. In early November, the eighth 747-8 freighter arrived, boosting Cathay's capacity still further. Load factors were down 3.5 percent to 63.9 percent for the first nine months of this year. As the 747-8s entered service, Cathay has taken out older

freighters, namely its 747-400BCFs. When fuel prices were lower, there was a case on some routes to use older freighters, but in the current situation the BCFs are a burden, especially on long-haul routes, Rhodes reflected.

"If you fly Hong Kong-Paris and back [with an older freighter], your revenue gets nowhere near covering the cost of fuel," he said.

Cathay's fleet is now down to 21 freighter aircraft — eight 747-8s, which are used chiefly across the Pacific, six 747-400ERFs (deployed on sectors to Europe) and six 747-400Fs serving regional lanes. Cathay also has one 747-400BCF on lease, which is used largely for backup. "Twenty-one freighters seems optimal for us in the current market conditions. We will get two more -8s next year. I hope the market will pick up, otherwise we will have to take out some capacity," Rhodes said.

Late next year, the first of eight B777-200 cargo planes will come into the picture. They have been earmarked for regional flying to feed 747-8s on the trunk routes and for some long-haul work on their own — go-

ing to Europe via India or the Middle East. Without growth in the market by then, some 747-400Fs may have to be taken out of service prematurely, Rhodes said.

In any case, Cathay's capacity will continue to grow. The airline is taking its 747-400s out of passenger service, an exercise that should be completed in three or four years. These aircraft will be replaced with 777s, which offer almost twice the cargo capacity. The 747-400s have nearly disappeared from Cathay's routes to North America. At this point, San Francisco is the only U.S. destination served by the airline with a passenger 747-400. A few years back, the idea of turning some of these 747-400s into all-cargo configurations may have looked appealing, but the downturn has all but buried such a scenario. "There is no sense in retaining any -400 for conversion. It would take a dramatic fall in the fuel price to make that look viable," Rhodes commented.

"At the moment, it is almost impossible to make a convincing business case for an airline board to invest in freighters altogether," he continued. Still, there is no doubt that Cathay will continue to operate freighters, and that it will own them outright. In the present conditions, the ACMI model may become more attractive than ever before, but Cathay prefers to own its aircraft and depreciate them over the years, he said.

"That does not mean that if you haven't got enough freighters and there is an upturn in the market, you could not lease cargo aircraft to fill a gap in the market," Rhodes commented.

For Cathay, a central plank in its strategy of charging a course through the downturn is the focus on its network, which keeps growing. "Having a network is important for any carrier in the middle of Asia because your cargo does not all come from one place," Rhodes said. He pointed to the Pearl River Delta, which has seen a steady migration of production to China's interior. Like other carriers, Cathay has

jumped at the emerging cargo points in China, such as Chongqing. On some days, volumes from there are strong, but on others, they are disappointing.

Rhodes is looking at Cambodia and Burma, both of which have shown signs of a growing need for air cargo. At this moment, the level of interest is still a bit low, however. These new

destinations could soon be feeding rising volumes of cargo to Cathay's long-haul departures from Hong Kong, becoming worthwhile, dependable routes for the carrier.

"You won't fly from these places direct to the U.S., at least not to 10 destinations," he said, "so you need a hub strategy." **ACW**

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FedEx Express invests in Asia

FedEx Express has recently commenced five-times-weekly Boeing 777F service from its Memphis International Airport hub to Taipei's Taiwan Taoyuan International Airport. In addition to boosting the carrier's coverage of the Taiwanese market, this move will extend by two hours cutoff times for U.S.-bound shipments from Taiwan.

"By extending the cutoff time to 7 p.m. in major cities and industrial zones throughout Taiwan, we're providing our customers more time to prepare and manage their exports and supply chains," Raj Subramaniam, FedEx Services' senior vice president of global marketing and customer experience, said in a statement. "With the new, direct 777F service, FedEx customers will benefit from the later cutoff time for both FedEx International Priority and deferred International Economy shipments."

FedEx Express explained in a press release that surging trade levels between the U.S. and Taiwan propelled the demand for the new route. In 2011,

Taiwanese exports to the U.S. swelled 15.6 percent, year-over-year, while bilateral trade between the two nations reached \$67 billion.

Taiwan isn't the only Asian nation FedEx Express is eyeing for growth. The U.S.-based freight airline has inked a deal with the Shanghai Airport (Group) Co. Ltd. to establish a \$100 million logistics hub at Shanghai Pudong International Airport. The facility, which will offer onsite Customs clearance and will enable FedEx to process up to 36,000 documents and packages per hour, is slated to open in early 2017.

In a press release, FedEx Express said Shanghai airport — which is projected to surpass Hong Kong International Airport as the world's top airfreight hub by 2015 — is a strategic location for the company. The eastern Chinese city's GDP has surged by more than 8 percent over the past three years and Shanghai's foreign trade volumes recorded double-digit growth in both 2011 and 2010.

FedEx officials said the new hub will help address increased demand for freight services, especially between eastern China and the U.S. and Europe. "By expanding our infrastructure in Shanghai, we will be equipped to handle increased volumes in Asia and ultimately provide our customers with greater and more reliable access to the markets in which they do business," Michael Ducker, chief operating officer and president, international, FedEx Express, said in a statement.

"Customers now have more global trade opportunities than ever before, and demand for FedEx shipping services, both to and from China, is expected to increase," he added.

Heightened demand for freight services out of China also led FedEx Express to launch additional Boeing 777F routes from Guangzhou and Shanghai to Europe. According to the company press release, the logistics provider now operates seven 777F routes connecting the Asia-Pacific region to the U.S. and Europe. **ACW**

AF-KLM's Asian freight traffic falls

Air France-KLM's freight traffic to the Asia-Pacific region stalled 9.9 percent, year-over-year, in October, a drop in line with the 10.1-percent, year-over-year, decline in Asian cargo the combined carrier recorded in September. Fortunately, AF-KLM curbed capacity to the Asia-Pacific by 13.6 percent, year-over-year, in October, which resulted in a 3.3-percent, year-over-year, improvement in freight load factor.

Sluggish traffic to the Americas region also plagued AF-KLM in October, with volumes plunging 4.9 percent, year-on-year, on a 3.7-percent, year-over-year, capacity drop. Even so, AF-KLM's load factor to the Americas only declined slightly last month, falling 0.8 percent, year-over-year, to 65.4 percent.

These figures are also markedly better than AF-KLM's 10-month statistics, which showed cargo volumes to the Americas falling 6.6 percent, year-over-year, amid a 0.1-percent, year-over-year, capacity decline. Such discrepancies crippled AF-KLM's freight load factor in the first 10 months of 2012, causing it to slide 4.4 percent from the period from January to October 2011.

AF-KLM's freight traffic to Africa and the Middle East also declined from a 10-month standpoint, falling 5.9 percent, year-over-year, amid a 1.6-percent, year-over-year, capacity drop. Capacity and demand were more evenly matched in October, however. AF-KLM curbed capacity to Africa/the Middle East by 3.4 percent, year-over-year, last month,

while traffic stalled 3.8 percent, year-over-year.

Freight volumes to the Caribbean/Indian Ocean region remained largely flat in October, sliding 0.9 percent, year-over-year, amid a 2.1-percent, year-over-year, capacity decline. AF-KLM's cargo load factor climbed slightly in October — 0.6 percent, year-over-year — although it improved to a lackluster 43.4 percent.

In total, AF-KLM's cargo volumes stalled 6.7 percent, year-over-year, in October, a drop in line with the 6.5-percent, year-over-year, decline in freight volumes the combined carrier recorded in the first 10 months of 2012. AF-KLM's load factor rose modestly in October — increasing 0.3 percent, year-over-year — leading to a freight load factor of 66.6 percent. **ACW**



U.S. passes anti-ETS bill even after EU backs off scheme

The U.S. House of Representatives has passed a bill banning U.S. airlines from participating in the European Union's Emissions Trading Scheme, a move that came a day after the EU suspended the scheme for a year. The U.S. Senate unanimously passed Bill S. 1956 — "European Union Emissions Trading Scheme Prohibition Act of 2011" — in September. Representatives from the House acknowledged the EU's change in stance, but said they needed to pass the bill anyway.

"Fortunately, EU leaders who have promoted imposing an unjust tax on international aviation have temporarily backed off the emissions tax proposal," John Mica (R-Fla.) said in a statement. "The proposal must not be allowed to resurface in one year like a phoenix rising again from the ashes. We must ensure U.S. operators, airlines and consumers are not stuck

with a future unfair tax burden."

After the vote, industry body Airlines for America, expressed its support of the bill. In a statement, Nicholas E. Calio, A4A's president and CEO, said the House's move sends a clear message that the EU ETS violates the sovereignty of the U.S. "There is a better way to improve the environmental efficiency of the airline industry, and U.S.-based carriers are already leading those efforts," he said.

In announcing that the EU will conditionally freeze its emissions trading scheme for one year, EU Climate Commissioner Connie Hedegaard said she is seeking to create "a positive atmosphere" for global talks concerning aircraft emissions management.

In a press release, Hedegaard said seeking a global approach to sustainability has been the EU's goal since day one. "Nobody wants an international framework tackling

Boeing nabs conversion deal

Boeing has inked a deal with leasing company Guggenheim Aviation Partners to convert three 767-300ER passenger craft to freighters. The conversions will be conducted at ST Aviation Services Co. in Singapore, with Boeing officials overseeing the engineering process. Deliveries are slated for 2013.

Steve Rimmer, Guggenheim Aviation Partners' CEO, said buying a freighter conversion was a better choice in the current economy. "We believe the 767-300 Boeing Converted Freighter, with performance characteristics similar to a 767 production freighter, provides a flexible, economic and attractive option for the medium-haul freighter market, and we look forward to delivering this to our clients in 2013."

In a press release, Boeing called the conversions historic, marking the first time an Aviation Partners Boeing 767 with Blended Winglets is converted to a freighter. Once altered, the 767-300BCFs with Blended Winglets will each boast 52 tonnes of cargo capacity and 5.5-percent more fuel efficiency on a 3,000-nautical mile mission.

The conversions also signify good news for a market that has seen its ups and downs lately. In October, Dan da Silva, vice president for freighter conversions at Boeing, revealed that Boeing had only performed three 747-400 conversions this year: two for Thai Airways and one for Evergreen International Airlines. "The market has been quite challenging since 2008," da Silva said. "And we have also been victims of the success of the 777 [freighter] and the 747-8."

Plus, as carriers took freighters out of the market in response to soaring costs and slumping yields, their efforts to find buyers or lessors for some of these planes have flooded the market with large freighters. Simply put, Air Atlanta Icelandic's Baldvin Hermannsson said, there's currently an influx of BCFs in the market. "It is a buyer's market for BCFs right now," he recalled. **ACW**

CO₂-emissions from aviation more than we do. Our EU legislation is not standing in the way of this," she said in a statement.

"On the contrary, our regulatory scheme was adopted after having waited many years for ICAO to progress," Hedegaard added. "Now it seems that because of some countries' dislike of our scheme, many countries are prepared to move in ICAO and even to move towards a market-based mechanism at [a] global level."

Following the EU's move, the International Civil Aviation Organization formed a high-level group in an effort to create a global, market-based approach to combating carbon emissions. The high-level group, which will deliver its plan and an accompanying feasibility report by ICAO's triennial assembly in October, will include senior government officials. The membership — which, according to a press release, will include all

levels of international civil aviation authorities — will be finalized soon.

According to the press release announcing the new group, "Based on the encouraging results of the ICAO Council meeting on 9 November — and the constructive engagement of its international partners in relevant discussions — ICAO has welcomed the recent announcement by EU Climate Action Commissioner Connie Hedegaard that Europe's governing body will 'stop the clock' when it comes to enforcement of the inclusion of aviation in the EU ETS to and from non-European countries."

In the press release, the European government announced that it is no longer requiring airlines to submit their carbon allowances in April 2013 for emissions generated during 2012. Still, the EU hasn't completely killed off the scheme. Hedegaard said that if ICAO hasn't reached a global solution to lowering carbon emissions by next fall, the EU will move forward

with the scheme.

Hedegaard's cautionary note aside, the International Air Transport Association has applauded the EU's move. Tony Tyler, IATA director general and CEO, said "stopping the clock" on the ETS "represents a significant step in the right direction and creates an opportunity for the international community."

Recent estimates by The International Air Cargo Association said complying with the ETS — in which carriers who exceed the EU's carbon limits must buy credits — could cost the industry \$3.5 billion by 2020. Nearly every governmental body around the world reacted in the same way, banding together to not allow their carriers to participate in the ETS, pushing for a change through ICAO, and meeting with each other to discuss solutions. The Chinese and Indian governments even went so far as to imply that Airbus would not be receiving any business if the ETS went forward. **ACW**

Atlas Air sees financial growth, downgrades EPS

Atlas Air Worldwide posted strong financial growth in the third quarter of 2012, with reported net income and revenue surging 20 percent and 13 percent, year-over-year, respectively. Despite these increases, the company downgraded its 2012 earnings-per-share forecast from more than \$5.10 a share to \$4.65 a share. Atlas Air CEO William Flynn blamed the "relative underperformance of the airfreight market" on this revision.

Even so, Flynn called the company's third-quarter performance impressive. "In an airfreight market that has underperformed expectations this year, and in the face of a marked decline in military cargo demand, we are executing on our strategic growth plan that leverages our core competencies and underscores our ability to perform well in all economic conditions," he said in a statement.

Atlas Air's core ACMI sector performed particularly well in the quarter ending September 30. In a press release, the company attributed the acquisition of Boeing 747-8F aircraft and the fact that customers flew 5.2-percent above contractual minimums with the 9-percent, year-over-year, revenue increase the segment netted in the third quarter.

Flynn also has an optimistic view of airfreight moving forward, despite the carrier's profit downgrade. "High-tech products, automotive and manufactured goods, pharmaceuticals, fresh foods and other perishables are moving, and airfreight remains vital," he said in a statement. "It is never a smooth, straight line, but airfreight will continue to grow from today's near-record global tonnages."

As evidence of this optimism, Flynn announced at October's TIACA

"It is never a smooth, straight line, but airfreight will continue to grow from today's near-record global tonnages."

**— William Flynn,
Atlas Air**

Air Cargo Forum that Atlas Air increased capacity by 18 percent in 2012, a trend that will continue into 2013. He said that demand is coming from the growing population of global consumers — especially from Southeast Asia — and the increased sophistication of consumers. **ACW**

In the news ...

UPS has unveiled UPS Order Watch, a cloud-based technology platform that streamlines collaboration between international suppliers and customers. According to a press release, UPS Order Watch, which enhances the company's UPS Supplier Management product, helps professionals to better manage inbound supply chains. This technology will be available to new UPS customers by early 2013. UPS has also pledged \$1.5 million in cash and in-kind support to aid in the relief efforts following Superstorm Sandy. FedEx has also committed to help, pledging \$1.2 million in cash and in-kind transportation to support hurricane relief efforts... American Airlines' parent company AMR Corp. handled 141,532 tonnes of cargo in October, a 7.6-percent, year-over-year, decline. Freight volumes are also down from a 10-month perspective, with AMR Corp. handling 1.9-percent less cargo than in January-to-October 2011. Competitor United Airlines saw even more dramatic declines in October, with cargo traffic stalling 10.3 percent,

year-over-year... The U.S. Customs and Border Protection agency announced that it has "formalized and expanded" its Air Cargo Advance Screening pilot program, which enables cargo executives to send and receive advance security filing data for their consignments. Although participation is still in a voluntary stage, the CBP and the U.S. Transportation Security Administration are championing the ACAS as the way to identify high-risk shipments earlier in the game. In other news, the International Air Transport Association has applauded the U.S. Customs and Border Protection's decision to accept electronic air waybills for import and export cargo at the agency's more than 120 facilities across the U.S. and Puerto Rico. "Acceptance of the [e-AWB] in the world's largest economy marks a major step toward our target of 100-percent acceptance of the e-AWB and our ultimate goal of eliminating paper from the air cargo process," IATA CEO Tony Tyler said... Nippon Cargo Airlines has commenced twice-weekly freight service from its Narita

International Airport hub to Dallas/Fort Worth International Airport. The service, which marks DFW's first direct trade route with Japan, significantly bolsters the airport's freight capacity to Asia, according to a press release. "We are extremely pleased to open new avenues of trade from Texas to Japan," Jeff Fegan, CEO of DFW International Airport, said in a statement. "Opening more routes between Texas and Asia provides an excellent opportunity for regional businesses to ship goods quickly." Flights from Japan route through Chicago O'Hare International Airport before reaching DFW airport; NCA then stops at Ted Stevens Anchorage International Airport on the return leg to Japan. Airport officials said Japan's economic growth propelled NCA's decision to launch new flights. "We're excited about coming into the DFW market," the carrier's Dave McInerney said. "With offices already in New York, Chicago and Los Angeles, Dallas/Fort Worth marks the next logical step for the growth of Nippon Cargo Airlines in the United States." ACW



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WHAT SHIPPERS ARE



Origin: France. Destination: New York. Commodity: half a ton of mimosa. Consignee: Goldfarb Flower Shops Inc. Carrier: Pan American World Airways. (Left) Additional note: That's Françoise Vernhet among the mimosa. Blooms are air cargo veterans.

“What shippers are putting into the air” originally appeared in March 1958. It has been reprinted here in its original form.

Origin: London. Destination: Arlington, New Jersey. Commodity: 60-pound microboat. Consignee: Ceacraft. Carrier: British Overseas Airways Corporation. (Right) Additional note: Making herself comfortable in the boat is Irma Ober BOAC's freight rep.



Please visit www.aircargoworld.com/Back-Pages to read the archival stories published throughout 2012.

Origin: San Jose California. Destination: Moncloa, Spain. Commodity: uranium, \$112,000 worth. Consignor: International General Electric Company. Carrier: Iberia Air Lines of Spain. (Left) Additional note: Jose M. Arielza, Spanish Ambassador to the United States (left), chats with John Davis Lodge, United States Ambassador to Spain, taking note of overnight air delivery.

-almost everything goes by air these days. Why? Because increasing numbers of domestic and goods has attendant economies which often outweigh the higher cost of air transportation.

PUTTING INTO THE AIR

Origin: Reading, Pennsylvania. Destination: Bogota, Colombia. Commodity: 3,500-pound Powermaster boiler. Consignor: Orr & Sembower, Inc. Consignee: Schering Corporation International, C. A. Carrier: ASA International Airlines. (Right) Additional note: Delivery was in 24 hours as against five weeks by surface.

Origin: Montevideo, Uruguay. Destination: New York. Commodity: 34,300 pounds of gold, valued at \$16 million. Consignor: Orient Bank of the Republic of Uruguay. Carrier: VARIG Airlines of Brazil. (Below) Additional note: This was the biggest gold shipment ever to be unloaded at busy New York International Airport.



Origin: Puerto Rico. Destination: Miami, Florida. Commodity: 16,000 pounds of rum. Consignor: Bacardi Rum. Consignee: Bacardi Imports. Carrier: Riddle Airlines. (Below, left) Additional note: Believed to be the biggest airlift of liquor, it is checked by H. E. Caballero, manager, Southern Division, Bacardi Imports.

Origin: New York. Destination: Milan, Italy. Commodity: Component parts of the Burroughs Typing Sensimatic accounting machine, first to be airshipped to Italy. Consignor: Burroughs Corporation. Consignee: Burroughs Italiana, S.p.A. Carrier: Alitalia. (Below) Additional Note: Watching the operation is Fabrizio Serena Di Lapigio, Alitalia's U. S. general manager.



Blazing new trails

If airfreight is the barometer of global economic health, then 2012 has been fraught with illness. Tatyana Arslanova, executive president of AirBridgeCargo Airlines, doesn't dispute this fact, but says the difference between faltering and surviving in the market lies in one's ability to adapt. "It's a tough and challenging environment, and we have to fight to survive and to provide better solutions," she says.



Tatyana Arslanova

Although Arslanova admits that Moscow-based ABC wasn't immune to market fluctuations this year, she cites some pretty impressive statistics. The all-freight offshoot of Volga-Dnepr Airlines recorded 8.5-percent, year-over-year, growth in the first eight months of 2012 — a vast improvement from the sluggish worldwide cargo data the International Air Transport Association and other organizations gathered during this period.

Key to ABC's success throughout the year, Arslanova says, was the launch of routes to profitable destinations. In January, the carrier introduced three-times-weekly freight service to Chengdu International Airport, connecting the capitol of the Sichuan

province to major European destinations, including Moscow and Amsterdam. An ABC route from Moscow to Chongqing commenced four months later, a service complementing the carrier's route to the prolific manufacturing hub of Zhengzhou. "We feel that the logistics traffic is moving to central China, so we started routes to Chengdu and Chongqing to provide better services for key shippers," Arslanova says.

March also saw the expansion of ABC services, with the carrier commencing freight service from Germany's Hannover-Langenhagen Airport to Beijing Capital International Airport, via Moscow. It's a move that reportedly capitalizes on the carrier's recent 49-percent stake in Air Cargo Germany. Even so, Arslanova points out, the common denominator of all the new routes is Russia. "We see that the Russian market continually grows," she says. "It's going against the stream of worldwide traffic."

Going against the stream is a theme that has characterized Arslanova's entire career. After joining Volga-Dnepr Group's marketing department in 1995, she quickly scaled the corporate ladder, eventually transitioning to vice president of marketing and strategy. When the time came in 2008 to lead subsidiary ABC's marketing department, Arslanova jumped at the opportunity, spending more than a year developing and executing the carrier's business plan. Her biggest role, to date, came on Jan. 1, 2010, when she was appointed chief executive of ABC.

Arslanova doesn't downplay the demands of the position. "There are huge responsibilities in terms of safety and security as well as having the right people in the right places so we can survive in this cargo environment," she says. "It's a challenge."

Also challenging, she says, is being an all-freight operator in today's market. Despite ABC's route expansion and the notable growth the company recorded earlier this year, Arslanova admits that ABC has been "suffering" lately. "But we believe in the future, and for us it's time to change — time to change in terms of services we can provide," she says. Fortunately, Arslanova says, "We have a lot of ideas about how to change, how to be more innovative, and how to deliver cargo faster, and [foster] its future development."

Taking paper out of the airfreight supply chain is one of her key goals. ABC, which is an associate member of IATA's Cargo 2000 interest group, began test flights using air waybills this summer, two years after the carrier launched its e-freight initiative. Arslanova has high hopes for the project — especially in ABC's domestic Russian market, where, she says, the Customs process is often cumbersome. "Our pilot flights were successful," she says, "and we are looking forward to implementing e-Customs."

Arslanova's focus on sustainability has also extended to fleet planning. Since the beginning of the year, ABC has taken delivery of two Boeing 747-8Fs, elevating its 747 fleet to 12 freighters. The aircraft, which are being utilized on ABC's core routes between China, Moscow and Europe, replace older Boeing Classics, Arslanova says. She calls the 747-8Fs a game-changer for ABC, explaining that they allow the freight carrier to maintain the highest standards of environmental compliance, as well as the "youngest freighter fleet in the industry."

The new aircraft are also positively impacting ABC's charter operations, Arslanova says. Since the beginning of 2012, ABC has chartered flights ranging from commercial to humanitarian operations. Some of the company's more memorable assignments from 2012 include hauling a 1,146-pound

walrus from Russia to Germany and transporting 100 tonnes of food supplies to International Security Assistance Force personnel in Afghanistan. To Arslanova, these assignments highlight ABC's ability to serve niche markets and address varying customer demand. "For us, it's always about key decisions," she says, "decisions about which markets to serve and which solutions to provide, and the growth [opportunities] we can provide."

General economic malaise has led Arslanova to scrap expansion plans for 2013. Anticipating flat growth for the year, she reveals that ABC won't be adding capacity on any of its routes in 2013. Instead, Arslanova says, ABC's objective will be to "continue improving productivity and efficiency" on existing routings. Even so, Arslanova maintains that she is constantly on the lookout for new, profitable regions to serve. The U.S., in particular, is rather attractive to her. Although Air Cargo Germany is completely taking over ABC's traffic between Europe and North America, Arslanova would love to break into new U.S. markets.

"We operate in Chicago right now, and we are looking to expand our network with our partners to Atlanta and other destinations in four years," she says. "We want cargo from the U.S. to Russia." Arslanova reveals that roughly 50 percent of ABC's traffic goes directly to Russia — which, she says, is a boon to operations since the Russian market is hot. "Our advantage is the [market access] we can provide to our freight-forwarding customers."

Arslanova says staying afloat in a stormy market requires ABC to adapt to customer demand and foster a culture of innovation. This concept applies to her as a leader in the global airfreight sector, as well, she explains. Arslanova says the recipe for her success — as well as the continued success of her company — involves three key ingredients: "an innovative management style, understanding our business model and understanding how to be sustainable from a long-term perspective."

The year was 1990, and Chris Leach needed a job. So with a young family to feed, and an intense desire to help people using the skills he had first learned as a university student and had carried with him all his life, he started Air Charter Service as a humanitarian-focused charter brokerage. This small company, which began life as a small operation out of his base-



Chris Leach

ment, has since grown into one of the big three charter players in Europe.

Twenty-two years isn't a long time in the grand scheme of things, but in that period, Leach has grown his company from a bedroom brokerage to a multinational corporation that boasts 16 outposts around the world. While the current economy has slowed down this quest for globalization a bit, Leach still sees a demand for up to 50 Air Charter Service offices around the world — it just might take him a bit longer to get there than originally planned.

"We've been opening three offices a year for two or three years," he says. "Off this relatively tough year where we're standing still, I think our emphasis over the next couple of years will be on consolidation, building up the offices we have. The number of new offices we'll be opening will slow down to one or two each year."

Yes, the economy has been tough recently, but Air Charter Service is doing well enough amid these trying times. Leach recently compared the health of his organization during the period from July 2011-July 2012 and found that while a competitor was down 38 percent in gross revenue, Air Charter Service had only experienced a downtick of

7 percent. Leach says he was quite pleased with that, but he still envisions bumpy skies ahead.

The main challenge next year starts with uncertainty, a state that has plagued the industry for a number of years. This lack of predictability is driven by the volatile economy, of course, but a few signs of life are cropping up. The U.S. economy is getting healthier, he says, and China has shown prospects for growth. Even with these promising developments, Leach still sees trouble ahead for Europe.

"It's very hard to predict the future," he says. "All the major economists disagree."

Being in the general charter business, Leach is somewhat used to a bit of unpredictability. The general cargo business — a world in which he's lived for his entire career — is susceptible to huge swings in activity. In 1985, for example, Leach was working as an employee with Transamerica Airlines. That year, he saw a significant increase in general cargo flights from London and Europe to North America — hundreds of flights — and when the rates changed the next year, there were literally no charter flights. The market went

from a demand for hundreds of flights in 1985 to zero in 1986. That seems to be quite a stressful prospect for some, but Leach takes these kinds of things in stride.

“There can be quite extreme swings in cargo charter demand,” he says. “I guess it could be [stressful]. I’ve always done it; I don’t know.”

Leach buffeted his company from these extremes by branching out beyond general charters. The company does quite a bit of work for globe-spanning musical tours and other entertainment endeavors like movies. Leach also has worked hard to establish the oil and gas side of the business. He calls these two arenas nearly recession-proof — “specialized stuff becomes your bread and butter,” he says — which provides a somewhat stable existence for the company. In the middle, resting between the volatility of charters and the stability of oil and gas is automotive work, another key driver for the company.

Air Charter Service is now a monolith in an industry where, he says, the top three global players in Europe combined soak up \$1 billion to \$2 billion worth of charters per year. He thinks this leaves little room for a new, scrappy entrant in the business — certainly not for someone taking the general approach he pursued all those years ago. Leach says that if room exists, it’s for someone who can take a specific corner of the market and do that very specific job really, really well. If that person came to the market and filled a niche — anything from animals to humanitarian — then they might be able to take a little chunk of the pie.

“You’ve got to get a niche these days,” he says. “It would be very hard for them to join this race to globalize that ourselves, Chapman [Freeborn] and Air Partner are involved in. But there’s always room for a hard-working, entrepreneurial guy in any line of business.”

John Lloyd, director of Virgin Atlantic Cargo, admits the carrier is unlikely to ever be a cargo giant. Despite difficult conditions, this past year marked the carrier’s best financial performance in its 28-year history. *Air Cargo World* talked with him about the carrier’s future developments and the industry’s standing with the public.

How healthy is the peak season looking?

The whole year has been pretty tough, but things are picking up. The peak season will be marginally better than last year, but then, it is easy saying that since last year was

so bad for the industry. The difficulty is predicting targets for the next two or three years when no one can predict the next six months.

What projects are you working on?

We are currently getting our e-commerce strategy up to speed. We are switching to online booking in the next couple of months that will allow interfacing with revenue management systems in real time. We are able to do that because we already put a lot of work into launching our modified Mercator system — Voyager. This will really help us to jump ahead. Pushing e-freight will be close behind that.

The way things are with the economy means we are working with restricted resources, but fortunately [the budget] has been allocated already. So we are just getting our heads down and finishing what we have started before starting something new.

Aside from the sluggish global economy, what is your biggest challenge?

High fuel prices really are not helping anyone. Fuel costs are 47 percent of our turnover. What really annoys me, though, is the attitude in the UK to business, especially aviation. It is like no one wants the economy to improve. Things like new airports just take forever to develop here, whereas other countries just get on with it. Se-



John Lloyd

curity regulations are a problem, too. I know of some cargo being trucked to the continent and then flown onward from there because it is easier than clearing it in the UK.

How would you describe the air cargo industry to someone outside it?

It is interesting and exciting, and the public needs to understand that and how much their lives would change without it. Half the shelves in supermarkets would be empty. People have forgotten how lucky they are to be able to walk into a shop and be able to buy food all year round, no matter the season.

We need to raise that awareness, and if we did, I think we would have more weight behind changing governmental policy decisions.

How did you come to work in cargo?

I started work in a bank, but that was really dull. I looked around for jobs near Gatwick and joined Gatwick Handling in 1986. Virgin was just starting up, so I joined in 1987, and I just worked my way up from being a ramp officer. We have a good selection of people here that have done the same. A lot of aviation and cargo companies go for external recruitment, people from outside the industry. That is important, but you need a blend of both types.

What is different about how Virgin executives compare with other airlines?

One of the things that sets us apart is the influence from Richard [Branson, president of Virgin Atlantic]. His whole attitude has been, "Why can't you do it? Why can't you improve things?" That attitude is spread all the way through the company. While he is still not as involved as he was, directors still try to think what Rich-

ard would do. Mind you, that has definitely changed since I started. As the company has matured, we have tried to keep the challenging culture, but we have also become more disciplined and balanced.

What is your personal leadership style?

One of the things that is really important to me is loyalty from my staff. We are very much a team, and we talk about things a lot. There are some very talented people here, and it is important to get their input and their buy in. Of course, the decision is ultimately mine, but I am not a dictator.

Fortunately, I only have five senior management direct reports, so my team is quite small. With us now all in the same office after a recent move, it makes it all much easier. We are all very close as well. Some of them I have known for nearly 30 years.

What advice would you give your younger self when he was first joining the industry?

If I had spent more time in a

logistics company when I was younger, that would have helped me a lot. Is it a good career move now? There is so much pressure everywhere nowadays, no one can say it is easy, but if you have a handle on both the logistics and airline side, that will give you a good grounding. The problem is, though, that you do not often see many people moving from handling to forwarding or into airlines or vice versa. The industry feels fractured and segmented. If you have a broad experience across all the sectors of the industry, you will have far more opportunities.

I can't believe I have been here this long. We have gone through a massive period of growth, trying to keep things under control. Now the growth has slowed a little, but we still have a lot of work internally to do. We are never sitting around bored! It helps me to enjoy my work and the people I work with. The time really has flown. **ACW**

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TIME

is critical for rush cargo

Scheduled freight, whether deferred or time-definite, takes on rush status when weather delays or other events ensue. Equipment failure, unexpected demand or other unforeseen situations put the "time critical" in cargo. As these providers illustrate, the ability to consistently deliver urgent freight requires agility and responsiveness.

Rise of regional rush service

Best practices in rush freight today are all about raw performance and execution, says Frank DiMaria, senior vice president of sales and marketing at AirNet Cargo Charter Services, Inc. The Columbus, Ohio-based air express carrier has also refocused its business to meet growing demand for regional, time-critical scheduled service and charters, moving away from long haul. "People don't want to age their freight with overnight services," DiMaria says. "We're seeing businesses move toward the higher end of just-in-time transportation because companies don't have the luxury of maintaining big inventories anymore."

AirNet taps into its fleet of 130 fixed-wing aircraft — with payloads ranging from 900 pounds to 3,500 pounds — to offer nearly 200 flights per day to 100 major markets in North America. Government agencies, financial institutions, medical labs, diagnostic firms, freight forwarders and couriers are among the company's steady customers. These customers know the benefits of bypassing the scheduled airlines — later cut-off times and earlier deliveries.

The express carrier's Scheduled Small Package Delivery (SPD) service provides economical air option for 200-400 mile segments that bypass the perils of ground delivery such as road construction and weather delays. "SPD service is a like a co-op charter," DiMaria says, noting pick-ups and deliveries schedules are tailored to accommodate anchor customers who pay the majority of costs. Additional customers are invited on the flight so revenues are shared. "It's a win-win for customers needing a reliable regional supply chain," DiMaria says.

AirNet still offers its dedicated cargo charter services for on-demand charters using its own aircraft, which are strategically po-



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sitioned to offer immediate service to any point in the United States. The express carrier also provides a nightly package service called ANX that delivers to 80 major cities nightly. Under the service, AirNet's fleet often departs well after the commercial airlines and integrators have left a market.

Changing status of freight

On a daily basis, Panther Expedited Services, Inc., a large, national expedited ground carrier and global freight forwarder, manages shipments that can turn from simply expedited into time-critical service on a dime. "You have that rush, or an emergency like Superstorm Sandy and other natural disasters, that turns time-definite or time-specific into time-critical shipments. Due to unforeseen circumstances, freight that had two days to transit now has one day," says Andrew Clarke, president and CEO of Pan-

ther Expedited in Cleveland, Ohio.

The company's distinction as a premium logistics provider with an exclusive over-the-road network covering North America gives it a unique advantage when speed is needed. In addition to access to the world's ground, air and ocean carriers, Panther's core domestic network draws on more than

1,000 exclusive owner-operators of tractor trailers, straight trucks and cargo vans. These dedicated owner operators have full connectivity to Panther's proprietary technology, which not only gives the customer shipment visibility, but flexibility in the speed of service and mode.

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“One of the bedrock best practices in time-critical is the tracking and tracing of the asset, so that everyone has in-transit visibility of the shipment, even on someone else’s network.”

**— Andrew Clarke,
Panther Expedited**

time-critical is the tracking and tracing of the asset, so that everyone has in-transit visibility of the shipment, even on someone else’s network,” Clarke says. Panther’s robust online shipment procurement engine searches thousands of transportation options for each shipment. These options are essential for time-critical freight when a plant or assembly line is waiting or best-selling products need replenishment during the holidays.

Panther serves a growing number of customers in various industries as a single-source logistics provider. “Customers select us as their single-source partner because they know their freight is going to be covered 24/7/365 and at an agreed-upon price that removes the uncertainty in their supply chain,” Clarke says.

The specialist’s specialist

Increasingly as companies strive to operate efficiently by reducing their logistics vendors, American Expediting Company, a national provider of time-critical shipping and courier services for small to large shipments, is selected as a single-source provider. National coverage, backed by a 24/7

call center, makes standardized, expert customer service a reality for the Philadelphia headquartered company.

“The ability to offer national service is increasingly sought by direct shippers and our transportation-provider customers,” says Victor Finnegan, president and CEO

of American Expediting. “We’re successful at serving customers throughout our 36 offices, but also in any city in the country, as we’ve negotiated favorable rates with delivery partners that offer the same excellence in service our customers demand from us.”



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The company is truly a “specialist’s specialist,” for it handles time-critical parcels for freight forwarders, LTL and TL carriers, 3PLs and 4PLs. “So much of what we do is on demand, emergency, get-it-there-ASAP. If there is an urgent need, these transportation providers often need a specialist to help them out,” Finnegan says. Also growing is demand for “white glove” delivery and reverse logistics services at businesses and homes.

As for best practices in time critical, Finnegan notes it’s all about execution and the speed of communication. “Customers are looking for immediate feedback when an order is placed, when it ships, its status along a route, delivery and pricing information all while it’s happening,” he says.

LA-Miami and more

Los Angeles-based expedited provider Sterling Transportation Inc. serves as a land bridge between Asia and Central and South America with its three-day LTL



and TL service between LA and Miami. “Cargo is in transit on a direct express schedule to MIA the same day it’s received by Sterling at LAX,” says Bruce Roberts, president of Sterling. Whether imports from Asia or freight generated directly on the West Coast, Sterling’s value-added services also include local pickup and delivery, warehousing, distribution and consolidation at its U.S. Customs bonded facility at LAX.

Sterling Transportation has recently expanded its truck brokerage services to provide customers with full TL service to other points in addition to its core lane of LAX and MIA. “After many years of fielding requests from customers looking

for service to additional destinations, we are able to provide the same quality of service they come to expect from Sterling when shipping to MIA with our TL offering to other destinations,” Roberts says. “We also operate a CFS (container freight station) at LAX to provide drayage, de-van and transload operations.”

Roberts says one best practice to look for in an expedited carrier is one that follows the rules and regulations of over-the-road transit without taking short cuts that expose customers to unnecessary liability. “As a 20-year-old, established company, we have the carrier relationships and knowledge of how to protect not only our customer’s cargo, but their reputation as well,” Roberts says.

For example, Roberts notes the new broker and freight forwarder bond requirements by the Federal Motor Carrier Safety Administration (FMCSA), under the “Moving Ahead for Progress in the 21st Century Act,” known as MAP-21, will require brokers and forwarders to increase their bonds from \$10,000 to \$75,000 by October 1, 2013.

Working with end users


Founded in 1979, Team Worldwide, a global logistics provider based in Winnsboro, Texas, is a pro at handling time-critical shipments. “We’re used to dealing with end users for their rush



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needs," says Robert Mauro, president of Team Worldwide. The oil and gas sector, automotive markets, high tech and the fashion-retail industry are among its rush customers.

Team Worldwide is composed of 42 independently-owned offices dispersed throughout the heart of the nation's key manufacturing and distribution regions. The freight forwarder covers the rest of the globe with 175 agent and partner relationships. "More and more, forwarders have to be a full-service provider of services including ocean, warehousing and customs brokerage among other import/export trade services," Mauro says, noting international shipments make up a significant portion of its revenues and freight volumes annually.

"In the United States, our expedited business is often a case of sourcing a

part or piece of equipment from the supplier, manufacturer or distributor where they are physically located. We ensure that as soon as the item is available, it's moving," Mauro says.

One case in point: working with a manufacturer in Houston to pick-up a valve replacement part and delivering it to a scheduled airline on a next-flight-out basis to support a drilling site in North Dakota. "We'll pick up the critical shipment and expedite it directly to the customer site," Mauro explains.

The key to Team Worldwide's steady growth has been communication, an essential best practice in time-critical shipping. "You can have as many of the



latest whiz-bang electronic gadgets and software but at the end of the day, it's all about communicating with the customer, not so much telling or selling your processes but to work with them to create a solution," Mauro concludes.



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For the second year in a row, Air Cargo World has wrapped its many different guides, which have historically been spread across a number of issues, into one comprehensive directory. The 2013 Worldwide Airfreight Directory lists scheduled cargo carriers, airports and freight forwarders, domestically and internationally. We also publish a listing of air express carriers and a trucking guide, which have been updated and are now published online at www.aircargoworld.com/directories.

Airports

ARGENTINA

AEROPUERTO INTERNACIONAL DE EZEIZA

Autopista Ricchieri, Ezeiza, Buenos Aires, Argentina, B1802EZE. **Identifier:** AEZ. www.aa2000.com.ar

AUSTRALIA

BRISBANE AIRPORT

PO Box 61, Hamilton Central, Australia, 4007. **Identifier:** BNE. www.brisbaneairport.com.au

MELBOURNE AIRPORT

Locked Bag 16, Gladstone Park, Victoria, Australia, 3043. **Identifier:** MEL. www.melbourneairport.com.au

PERTH AIRPORT

2 George Wienke Drive, Cloverdale, Perth, W.A., Australia, 6105. **Identifier:** PER.

KINGSFORD SMITH INT'L AIRPORT

1 Link Road, Locked Bag 5000, Sydney International Airport, Sydney, NSW, Australia, 2020. **Identifier:** SYD. www.sydneyairport.com

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Flughafenstrasse 1, Horsching, Upper Austria, Austria, 4063. **Identifier:** LNZ. www.aircargocenter.com

INNSBRUCK AIRPORT

Fuerstenweg 180, Innsbruck, Austria, 6020. **Identifier:** INN. www.innsbruck-airport.com

VIENNA INTERNATIONAL AIRPORT

Flughafen Wien, Postfach 1, Vienna, Austria, A-1300. **Identifier:** VIE. www.viennaairport.com

BAHRAIN

BAHRAIN INTERNATIONAL AIRPORT

PO Box 586, Manama, Bahrain. **Identifier:** BAH. www.bahrainairport.com

BELGIUM

BRUSSELS AIRPORT COMPANY

Brussels Airport, Zaventem, Belgium, 1930. **Identifier:** BRU. www.brusselsairport.be

LIEGE AIRPORT

Building 50, Grace-Hollogne, Belgium, B-4460. **Identifier:** LGG. www.liegeairport.com

OSTEND-BRUGES INTERNATIONAL AIRPORT

Nieuwpoortsesteenweg 889, Oostende, Belgium, B-8400. **Identifier:** OST. www.ost.aero

BRAZIL

RIO DE JANEIRO INTERNATIONAL AIRPORT

Avenida 20 de Janeiro S/N, Ilha Do Governador, Rio de Janeiro, Brazil, 21942-900. **Identifier:** GIG. www.infraero.gov.br

GUARULHOS INTERNATIONAL AIRPORT

Guarulhos, Sao Paulo, Brazil, 07141-970. **Identifier:** GRU.

CANADA

CALGARY AIRPORT AUTHORITY

2000 Airport Road NE, Calgary, Alberta, Canada, T2E 6W5. **Identifier:** YYC. www.calgaryairport.com

EDMONTON INTERNATIONAL AIRPORT

PO Box 9860, 4th Floor, Edmonton, Alberta, Canada, T5J 2T2. **Identifier:** YEG. www.edmontonairports.com

GANDER INTERNATIONAL AIRPORT

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GREATER MONCTON INT'L AIRPORT

777 Aviation Avenue, Unit 12, Dieppe, New Brunswick, Canada, E1A 7Z5. **Identifier:** YQM. www.gmia.ca



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@hiala.ca www.flyhalifax.com
Air service: Total carriers: 26; all-cargo: 5, non-scheduled charter: 2. **Freight forwarders:** 5. **Surface for cargo handling:** 1.4 million sf. **Warehouse space:** 5,000 sf.; occupied: 99 percent **Traffic:** Total estimated tonnage: 30,200 tonnes, +3.5 percent; total estimated aircraft movements: 38,980, -2.5 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: 35; ocean: 35; highway: 1; truck terminal: 15; intermodal center: 15; logistics city: 15. **Comments:** Runway 05/23 expanded to 10,00 ft.

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

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

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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

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ARTURO MERINO BENITEZ AIRPORT

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

Letiste Ostrava 401, Mosnov, Czech Republic, 742 51. **Identifier:** OSR. www.airport-ostlava.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

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

ECUADOR

MARISCAL SUCRE INTERNATIONAL AIRPORT

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

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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

CHATEAUROUX AIRPORT

RD 920, Deols, France, 36130. **Identifier:** CHR. www.chateauroux-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

Flughafen Berlin, Berlin, Germany, 12521. **Identifier:** BER. www.berlin-airport.de

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Flughafen Berlin-Tegel, Berlin, Germany, 12521. **Identifier:** TXL. www.berlin-airport.de

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Flughafen Berlin-Schoenefeld, Berlin, Germany, 12521. **Identifier:** SXF. www.berlin-airport.de

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

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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

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

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

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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 AIRPORT**

BUD International Airport, 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: 39; all-cargo: 13; non-scheduled charter: 45. **Freight forwarders:** 53.

Surface for cargo handling: 6 cargo a/c stands (2 for B747-8F). **Warehouse space:** 13,000 sq m; occupied: 65 percent. **Traffic:** Estimated tonnage: 95,000 tonnes, -13 percent; estimated aircraft movements: 3,977 cargo ATM, +4 percent. **CCSF:** Yes. **Customs:** Yes. **Avg. customs clearance:** 3 hours. **USDA:** Yes.

Special services: Planned refrigeration for pharmaceuticals; existing refrigeration for cut flowers, perishable food, frozen goods; quarantine; Hazmat; bonded and secure storage. **Distance to connecting transport (km):** highway: 3; ocean: 460.

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-aeroportimilano.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**SIAULIAI 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**

Evert Van De Beekstraat 202, Schiphol, Noord-Holland, 1118 CP, The Netherlands. **Identifier:** AMS. www.schiphol.com/cargo

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.

PORTUGAL**ANA-AEROPORTOS DE PORTUGAL**

Rua C, Edificio 124, r/c, Lisboa, 1700-008, Portugal. **Identifier:** ANA. www.ana.pt

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

SUARNABHUMI 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 INT'L AIRPORT

Bldg 34 Ambassador Rd, EMA, CAS, 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



PhxMesa Gateway Airport

PHOENIX-MESA GATEWAY AIRPORT

5835 South Sossaman Road, Mesa, AZ, 85212.
Identifier: AZA.

Contact: John T. Barry, air service development.

Phone: 480-988-7635 **Fax:** 480-988-2315. **Email:** jbarry@phxmesagateway.org.
www.phxmesagateway.org

Air service: Total carriers: 3; non-scheduled charter: 2. **Freight forwarders:** 1. **Surface for cargo handling:** 7 acres. **Warehouse space:** 20,000 sf; occupied: 79 percent. **CCSF:** No. **FTZ:** Yes. **Customs:** Yes. **Avg. customs clearance:** 20 minutes. **USDA:** Yes. **Special services:** Planned refrigeration for pharmaceuticals, cut flowers, perishable food, frozen goods; planned Hazmat; bonded and secure storage. **Distance to connecting transport:** Rail: 1 hour; ocean: 6 hours; highway: half an hour; truck terminal: 45 minutes. **Comments:** Dedicated freighter scheduled service ASAP.

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.flycastleyosemite.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.
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: 90; all-cargo: 39; non-scheduled charter: 15. **Surface for cargo handling:** 3.8 million sf. **Warehouse space:** 2.6 million sf;

occupied: 95 percent. **Traffic:** Estimated tonnage: 2 million tonnes, +1 percent; estimated aircraft movements: 400,000, +1 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. **Comments:** An 895,000-square-foot cargo facility will be ready in December 2013.

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.quincycil.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

7800 Col. H Weir Cook Memorial Dr., Indianapolis, IN, 46241. **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.msppairport.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.lincolnaireport.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

Ohio

CINCINNATI INTERNATIONAL AIRPORT

PO Box 752000, Cincinnati, OH, 45275.

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

RICKENBACKER INTERNATIONAL AIRPORT

7161 Second Street, Columbus, OH, 43217.

Identifier: LCK. www.port-columbus.com

TOLEDO EXPRESS AIRPORT

11013 Airport Highway, Swanton, OH, 43558.

Identifier: TOL. www.toledoexpress.com

WILMINGTON AIR PARK

113 Airport Rd., Wilmington, OH, 45177.

Identifier: ILN. www.wilmingtonairport.com

Oregon

PORTLAND INTERNATIONAL AIRPORT

7000 NE Airport Way, Portland, OR, 97218.

Identifier: PDX.

www.portofportland.com

Pennsylvania

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.

South Carolina

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.

Tennessee

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

Texas

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: Mark Thorpe, assistant vice president, air services development.
Phone: 972-973-4883 **Fax:** 972-973-4601.
Email: mthorpe@dfwairport.com
www.dfwairport.com

Air service: Total carriers: 27; all-cargo: 10; 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 of logistics space; 10,765 sm of office space); occupied: 64 percent. **Traffic:** Estimated tonnage: 662,445 tonnes, +1.5 percent; estimated aircraft movements: 9,015 departures and 18,030 movements, -5.5 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. **Comments:** Airport of choice to connect Latin America with Asia and Europe.

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.gov/aviation

Air service: Total carriers: 12; all-cargo: 3; non-scheduled charter: 3. **Freight forwarders:** 2; **Surface for cargo handling:** 620,304 sf. **Warehouse space:** 65,280 sf.; occupied: 68 percent. **Traffic:** Estimated tonnage: 21,631,721 tonnes. **CCSF:** No. **FTZ:** Yes. **Customs:** Yes. **Avg. Customs clearance:** 30 minutes. **USDA:** Yes. **Special services:** Existing refrigeration for pharmaceuticals, 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:** Developing 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

PO Box 68727, Seattle, WA, 98168.
Identifier: SEA.
www.portseattle.org

Wisconsin

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

Air Carriers

ABX AIR

145 Hunter Drive, Wilmington, OH, 45177.
www.abxair.com

AER LINGUS CARGO

Dublin Airport, Dublin, Ireland.
www.aerlinguscargo.com

AEROFLOT CARGO

Building #3, Sheremetyevo Airport-2, Khim-Kinsky District, Moscow, Russia, 141400.

AIRBRIDGECARGO AIRLINES

16/1, Malaya Pirogovskaya Street, Moscow, Russia, 119435. www.airbridgescargo.com

AIR CANADA CARGO

3100 Cote Vertu West, Suite 410, Saint-Laurent, QC, Canada, H4R 2J8.
www.aircanadacargo.com

AIR CHINA CARGO

No. 46, Xiaoyun Road, Beijing, China, 100027.
www.airchina.com.cn

AIR FRANCE-KLM/MARTINAIR

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

AIR NEW ZEALAND

1960 E. Grand Avenue, Suite 300, El Segundo, CA, 90245.

ALASKA AIRLINES

PO Box 68900, Seattle, WA, 98168.
www.alaskacargo.com

ALITALIA CARGO

Via Alessandro Marchetti 111, Rome, Italy, 00148.
www.alitaliacargo.com

ALL NIPPON AIRWAYS (ANA)

1-5-2, Higashi-Shimbashi, Minato-ku, Tokyo, Japan, 105-7133. www.ana.co.jp

ALOHA AIR CARGO

PO Box 30900 (Oahu, Maui, Kauai & Hawaii), Honolulu, HI, 96820.
www.alohaaircargo.com

AMERICAN AIRLINES

4255 Amon Carter Blvd., MD 4431, Dallas Ft. Worth Airport, TX, 75165. www.aacargo.com

AMERIFLIGHT LLC

4700 Empire Avenue, Hangar 1, Burbank, CA, 91505
www.ameriflight.com

AMERIJET INTERNATIONAL

2800 S. Andrews Avenue, Ft. Lauderdale, FL, 33323.
www.amerijet.com

AMERISTAR AIR CARGO

4400 Glenn Curtiss Drive, Addison, TX, 75001.

ASIANA AIRLINES

#47 Osoe-Dong, Gangseo-gu, Seoul, Korea, 157-713.
www.asianacargo.com

ATLAS AIR WORLDWIDE

2000 Westchester Avenue, Purchase, NY, 10577.
www.atlasair.com

AVIATECA AIRLINES

Ave. Incaple 12-22, Zone 13, Guatemala City, Guatemala.

AVIENT

Liege Airport, Zone Cargo Nord, Rue Saint Exupery 22/6, Liege, Wallonia, Belgium, B-4460.
www.avient.aero

BLUEBIRD CARGO

Building 10, Keflavik Airport PO Box 40, IS-232 Keflavik, Iceland.
www.bluebirdcargo.com

BLUE DART AVIATION

88-89, Old International Terminal, Meenambakkam, Chennai 27, Tamil Nadu, India, 600 027.
www.bluedartaviation.com

bmi

Donington Hall, Castle Donington, Derby, East Midlands DE74 2SB, UK.
www.bmicargo.com

BRITISH AIRWAYS WORLD CARGO

100 Hartsfield Centre Parkway, Suite 600, Atlanta, GA, 30354. www.baworldcargo.com

CAMAIR

Immeuble la rotonde, Akwa, Douala, BP4852, Cameroon. www.camair-co.cm

CARGO AIR LINES

1 Hayarden Street, Airport City, PO Box 271, Ben Gurion Airport, Israel, 70100. www.cal.co.il

CARGOITALIA SPA

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

CARGOLUX

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

CATHAY PACIFIC CARGO

9/F South Tower, Cathay Pacific City, 8 Scenic Road, Hong Kong International Airport, Lantau, Hong Kong.
www.cathaypacificcargo.com

CHINA AIRLINES

7F, No. 131, Sec. 3, Nanking East Road, Taipei, Taiwan, R.O.C.
www.china-airlines.com

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

Laglerove 1075/4, Prague 16008, Czech Republic.
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.

EL AL ISRAEL AIRLINES

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

EMIRATES SKY CARGO

Emirates Group Headquarters, Al Gharhoud, 8th Floor, Dubai, UAE, 686. www.skycargo.com

ESTAFETA CARGA AEREA

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 CARGO

PO Box 35566, Khalifa City 'A', Abu Dhabi, UAE. www.etihadcargo.com

EUROPEAN AIR TRANSPORT LEIPZIG

Leipzig/Halle Airport, Schkeuditz, Germany

EVA AIRWAYS

376 Sec. 1, Hsin-Nan Road, Luchu, Taoyuan, Taiwan, 33801. www.evaair.com

FEDEX

5985 Explorer Drive, Mississauga, Ontario, Canada, L4W 5K6. www.fedex.ca

FINNAIR CARGO

Rahtitie 1, Vantra, Finland, 01053. www.finnaircargo.com

FLORIDA WEST INTERNATIONAL AIRLINES

PO Box 025752, Miami, FL, 33102. www.fwia.com

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. www.glah.com

GREAT LAKES AIRLINE

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

GREAT WALL AIRLINES

17F, POS Plaza, No. 1600 Century Avenue, Pudong New District, Shanghai, China. www.gwairlines.com

GULF AIR

PO Box 138, Bahrain. www.gulfairco.com

HAWAIIAN AIR CARGO

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

**IAG Cargo**

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

Phone: 404-669-5166. **Fax:** 404-669-5160.

Contact: Joseph Lebeau, vp commercial, North America. www.iagcargo.com

Worldwide routes: (Through) Africa, Australia, Caribbean, Europe, Indian Sub-Continent, Middle East, North America, Pacific Rim, Russia/CIS, South America, Southeast Asia. (Direct) North America.

Non-Scheduled Charter Service: Yes. **Special Services:** Prioritise, Constant Climate, dangerous goods, courier. **Comments:** Moving forward as IAG

Cargo, the seventh largest carrier in the world, we are able to offer an extended global network with over 350 destinations via our major hubs in London, Madrid and Frankfurt.

JAPAN AIRLINES

2-4-11, Higashi-shinagawa, Shinagawa-ku, Tokyo, Japan, 140-8637. www.jap.co.jp/en/jalcargo

JETBLUE AIRWAYS

118-29 Queens Blvd., Forest Hills, NY, 11375. www.jetblue.com/cargo

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

LAN CARGO

6500 NW 22nd Street, Miami, FL, 33122. www.lancargo.com

LOT POLISH AIRLINES

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

LUFTHANSA CARGO AG

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

**LYNDEN AIR CARGO**

6441 South Airpark Place, Anchorage, AK 99502.

Phone: 1-888-243-7248. **Fax:** 907-257-5124.

Identifier: L2. www.lynden.com/lac

Contact: Jim Davis, director, marketing & traffic **Email:** charters@lac.lynden.com

Worldwide Service Regions: (Direct) Africa, Australia, Caribbean, Europe, Indian/Subcontinent, Middle East, North America, Pacific Rim, Russia/CIS, South America, Southeast Asia. **Door-to-Door Service:** Yes. **Non-Scheduled Charter:** Yes. **Fleet:** 7 Lockheed L382 Hercules. **Comments:** The Hercules is one of the most versatile aircraft for operating on unimproved airstrips worldwide. How versatile? It can land on packed earth, gravel, ice or short runways. It's ideal for transporting cargo to remote communities. Specializing in emergency relief goods and AOG, the Hercules can carry payloads of up to 48,000 lbs of either palletized or break-bulk freight. Its cargo hold is 54 feet long, 10 feet wide and 9 feet high.

MALAYSIA AIRLINE SYSTEM BERHAD

3rd Fl., Administration Building, MAS Complex A, Sultan Abdul Aziz Shah Airport, 47200 Subang, Selangor, Malaysia. www.maskargo.com

MARTINAIR

PO Box 7507, Havenmeesterweg 201, 1118 ZG Schiphol, Netherlands. www.martinaircargo.com

MAXIMUS AIR CARGO

PO Box 35367, Abu Dhabi, UAE. www.maximusaircargo.ae

MIDDLE EAST AIRLINES

Airport Blvd., PO Box 206, Beirut, Lebanon. www.me.com.lb



MIDEX AIRLINES

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

MYANMAR AIRWAYS INTERNATIONAL

08-02 Sakura Tower, 339 Bogyoke Aung San Road, Yangon, Myanmar. www.maiair.com

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.

Contact: Blake Arrington, manager, marketing.

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

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

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

OCEAN AIRLINES

Via dell'Aeroporto 34, Montichiari (BS), Italy, 25046. www.oceanairlines.com

PACIFIC AIR CARGO

111 Ke ehi Place, Honolulu, HI, 96819. www.pacificaircargo.com

PAKISTAN INTERNATIONAL AIRLINES

PIA head office, Karachi Airport Pakistan, Karachi, Pakistan, 75200. www.piac.com

PLATINUM AIRLINES

700 S. Royal Poinciana Blvd, Suite 1000, Miami Springs, FL, 33166. www.platinumairlines.com

POLAR AIR CARGO

2000 Westchester Ave. Purchase, NY, 10577. www.polaraircargo.com

POLET AIRLINES

123, Prospect Truda, Voronezh, Russia, 394019. www.poletairlines.com

PRESCOTT SUPPORT COMPANY

1154 Airdrome Avenue, Myrtle Beach, SC, 29577. www.prescottsupport.com

QANTAS

203 Coward Street, Qantas Centre, Bldg. C, Level 6, Mascot, Australia, NSW 2020. www.qantasfreight.com

**QATAR AIRWAYS**

PO Box 22550, Doha, Qatar. www.qatarairwayscargo.com

ROYAL JORDANIAN AIRLINES

Housing Bank Commercial Complex, Queen Noor Street, PO Box 302, Amman, Jordan. www.rja.com

SAS CARGO

Postbox 151, DK-2770 Kastrup, Denmark. www.sascargo.com

SAUDI ARABIAN AIRLINES

Saudia City, Jeddah, Saudi Arabia. www.saudiairlines.com

SINGAPORE AIRLINES CARGO

PO Box 501, Airmail Transit Center, Singapore, 918101. www.siacargo.com

SMOKEY BAY AIR

2100 Kachemak Drive, Homer, AK, 99603. www.smokeybayair.com

SOLAR CARGO

PO Box 661628, Miami Springs, FL, 33266. www.solarcargo.com

SOUTHERN AIR

117 Glover Avenue, Norwalk, CT, 06850. www.southernair.com

**SOUTHWEST AIRLINES CARGO®**

2702 Love Field Drive, Dallas, TX, 75235.

Contact: Debbie White, cargo inside sales specialist.

Phone: 214-792-5259 **Fax:** 214-792-4199.

www.swacargo.com swacargo@wnco.com

Worldwide routes: (Direct) North America.

Door-to-door service: No. **Non-scheduled charter:** No. **Cargo-branded services:** Next Flight Guaranteed; RUSH priority freight; Freight; Southwest Support. **Tonnage:** 145,100 U.S. short tons. **Fleet:** Passenger: 737-300 (138), 737-500 (21), 737-700 (380), 737-800 (26).

SUNCOAST AIR TRANSPORTATION

10359 Orangewood Blvd., Orlando, FL, 32821.

SWISS WORLDCARGO

ZRHCRX/C, PO Box 8058, Zurich Airport, Zurich, Switzerland. www.swissworldcargo.com

TACA

Edificio TACA, Santa Elena, Antigua Cuscatlan, El Salvador, 00106-8000. www.tacacargo.com

TAMPA AIRLINES CARGO

Hangar de Aerolinea Tampa, Terminal decarga Aeropuerto International, Jose Maria Cordova, Rionegro-Antioquia, Colombia. www.tampacargo.com

THAI AIRWAYS INTERNATIONAL

2nd Floor, Room No. 6201, BFZ Building, Customs Free Zone Area, Suvarnabhumi International Airport, Bangplee Samutprakarn, Bangkok, Thailand, 10540. www.thaicargo.com

TRANSMILE

Mazzanine 2, Block B, Letter Box 20, HP Towers, 12 Jalan Gelenggang, 50490 Bukit Damansara, Kuala Lumpur, Malaysia. www.transmile.com

TURKISH CARGO

Turkish Airlines General Management Building, Yesilkoy-Istanbul 34149, Turkey. www.tkcargo.com

UNITED CARGO

233 South Wacker Drive, Chicago, IL, 60606. www.unitedcargo.com

UPS AIR CARGO

1400 N. Hurstbourne Parkway, Louisville, KY, 40223. www.aircargo.ups.com

US AIRWAYS

4000 East Sky Harbor Blvd., Phoenix, AZ, 85034. www.usairwayscargo.com

VARIG BRAZILIAN AIRLINES

Varig Log, Rua Cajaiba 123-cj, 1105025, Sao Paulo, Brazil.

VIRGIN ATLANTIC CARGO

The Office, Manor Royal, Crawley, West Sussex, UK, RH10 9NU.

Forwarders

AFGHANISTAN**ARIANA INT'L LOGISTICS & TRADING**

AILT Building, Street # 9, Taimani, Kabul, Afghanistan.
www.ailt.biz

ARGENTINA**CRISTOFERSEN INTERNACIONAL**

Maipu 812 - 7th Floor, Suite H, Ciudad Autonoma de Buenos Aires, 1006, Argentina.
www.cristofersen.com.ar

CROSSING CONTINENTS LOGISTICS S.R.L.

Av. Rivadavia 1157 Piso 5°C, Buenos Aires, Argentina, C1033AAB. www.crossingco.com.ar

SYSTEM LINE S.A.

Reconquista 642, Ste. 515, Buenos Aires, Argentina, 1136. www.systemlinecargo.com

AUSTRALIA**FREIGHTCARE**

637 Military Road, 1st Floor, Mosman, NSW, Australia, 2088. www.freightcare.com.au

INTERNATIONAL CARGO SOLUTIONS

Suite 1, Level 2, Link Tower, 7-9 Kent Road, Mascot, Sydney, NSW, Australia, 2020. www.icsaus.com

AUSTRIA**DACO LOGISTICS**

Linzer Strasse 76, Vienna, Austria, A-1140.
www.dacolog.com

DACOTRANS SPEDITION

Linzer Strasse 76, Vienna, Austria, A-1140.
www.dacotrans.at

JET TRANS SPEDITIONSGESELLSCHAFT

Fuerstenweg 180, Innsbruck, Austria, A-6020.
www.jettrans.at

BELGIUM**COASTAIR CHARTERING**

Ostend International Airport, PO Box 50, 8400 Ostend, Belgium. www.coastair.be

BRAZIL**GROSS CARGO LOGISTICS**

1585/204 Joao Inacio Road, Porto Alegre/RS, 90230-181, Brazil. www.grosscargo.com.br

ITATRANS R&L LOGISTICA

Rua Dr. Eduardo De Souza Aranha, 153 – 10 And. Sao Paulo, Brazil, 04543-121. www.itatrans.com.br

CAMEROON**AQUALOGISTICO FREIGHT SERVICE**

Rue Pau Bonanjo Douala, Immeuble Eteh #9045, PO Box 3548, Douala, Littoral, Cameroon, 00237.
www.aqualogistico.com

CANADA**ADANAC INTERNATIONAL FORWARDERS**

125-6086 Russ Baker Way, Richmond, BC, Canada, V7B 1B4. www.rutherfordglobal.com

AFFILIATED CUSTOMS BROKERS

411, Des Recollets, Montreal, QC, Canada, H2Y 1W3.
www.affiliated.ca

AFFILIATED GLOBAL LOGISTICS

1616 Autoroute Laval 440 West, Laval, QC, Canada, H7S 2E7. www.affiliated.ca

A.G.O. TRANSPORTATION

500 Lepine Avenue, Montreal, QC, Canada, H9P 2V6.
www.actionago.com

AIR CARGO INC

6500 Silver Dart Drive, Mississauga, ON, Canada, L5P 1B2. www.atlantis-airlink.com/warehouse

AIR WORLD EXPRESS

3245 American Drive, Mississauga, ON, Canada, L4V 1B8. www.airworldexpress.com

ATLANTIS TRANSPORTATION SERVICES

6500 Silver Dart Drive, Mississauga, ON, Canada, L5P 1B2. www.atlantis-airlink.com

BUCKLAND FREIGHT SERVICE

73 Gaylord Road, St. Thomas, ON, Canada N5P 3X1.
www.bucklandcustoms.com

CANAAN SHIPPING

11371 Twigg Place, Richmond, BC, Canada, V6V 3C9.
www.canaanshipping.com

CANAAN TRANSPORT GROUP

910-185 The West Mall, Toronto, Ontario, M9C 5L5.
www.canaantransport.com

DAVID KIRSCH FORWARDING

185 Dorval Avenue, Suite 600, Dorval, PQ, Canada, H9S 5J9.

GENERAL NOLI CANADA INC

2030 – 5200 Miller Road, Richmond, BC, Canada, V7B 1K5. www.generalnoli.com

KINTETSU WORLD EXPRESS

6405 Northam Drive, Mississauga, ON, Canada, L4V 1J2. www.kwe.ca

MODERN TERMINAL

11371 Twigg Place, Richmond, BC, Canada, V6V 3C9.
www.modernterminal.com

NEXTFLIGHTCOURIER

8716 – 207 Street, Edmonton, AB, Canada, T5T 6X1.
www.nextflightcourier.com

OAKVILLE CUSTOMS BROKERAGE

204-2180 Buckingham Road, Oakville, ON, Canada, L6H 6H1.

PBB GLOBAL LOGISTICS

PO Box 40, 33 Walnut Street, Fort Erie, ON, Canada, L2A 5M7. www.pbb.com

TOTAL LOGISTICS PARTNER

1455 55th Avenue, Dorval, QC, Canada, H9P 2W3.
www.tlp.ca

CHILE**SKYLOGYX SOLUTIONS**

Coyancura 2270 Office 801, Region Metropolitana, Santiago, Chile. www.skylogyx.cl

CHINA**AIR SEA WORLDWIDE LOGISTICS**

Units 3403-6, 34/F, AIA Tower, 183 Electric Road, North Point, Hong Kong.
www.airseaworldwide.com

BALTRANS LOGISTICS

8/F, Tower A, New Mandarin Plaza, 14 Science Museum Road, TST E. Kowloon, Hong Kong.
www.baltrans.com

EMPEROR SKY

Unit 01, 27th Floor Global Gateway Centre, 168 Yeung UK Road Tsuen Wan, Hong Kong, China.
www.emperorsky.com.hk

FLIWAY PARK

Room 1706, Westin Centre, 26 Hung To Road, Kwun Tong, Kowloon, Hong Kong.
www.fliway.net

JUNO LOGISTICS

Room 308, Union Development Building, 728 Xinhua Road, Shanghai, China, 200052.
www.junologistics.com

MET LOGISTICS

Shanghai Worldwide Headquarters
10/F Shartex Plaza, 88 Zun Yi Road (South) Shanghai, China, 200336. www.metlogistics.com

THE REGENCY EXPRESS

Room 8A-8B Marketing Department, Lancun Bldg. No. 1381, Dongfang Road, Shanghai, China, 200127.
www.theregencyexpress.com

PARK EXPRESS LOGISTICS LIMITED

Room 221, 2nd floor, 33 Hung To Road, Kwun Tong, Kowloon, Hong Kong. www.parkexpress.com

COLOMBIA

INTER BROKERS

Av 19, No. 118-30 off: 405, Bogota, Colombia.
www.interbrokersonline.com

DENMARK

AEROSHIP

Amager Landevej 149, Kastrup, Denmark, DK-2770.
www.aeroship.dk

DOMINICAN REPUBLIC

FRANK LEO, S.A.

Calle Frank Felix Miranda No. 41. Eng Naco, Santo Domingo, Dominican Republic. www.frankleo.com

EGYPT

PANWORLD CLEARING & FORWARDING

40 Khalifa Al Mamoun Street, Heliopolis, Cairo, Egypt.
www.panworldegypt.com

FINLAND

FRANS MAAS

Rahtitie 1C, FIN-01530 Vantaa, Finland.

GEORGIA

EURO ASIAN EXPRESS

12A, Alexander Kazbegy Avenue, Tbilisi, Georgia, GE-380060. www.euroasian.com

GERMANY

D.Y. BECKERS

Freightcenter CCS, Frankfurt/Main, Germany, 60549.
www.dybeckers-intl-forwarders.de

HELLMANN PERISHABLE LOGISTICS

Ludwig - Erhard - Strasse 7/GVZ, Bremen, Germany, 28197. www.hplgroup.com

ITG GMBH - INTERNATIONALE SPEDITION

Po Box 23 17 35, Munich Airport, Germany, 85326.
www.itg.de

KROLL INTERNATIONALE SPEDITION

Tempelhofer Weg 64, Berlin, Germany, 12347.
www.kroll-international.com

QUALIFIED CARGO SOLUTIONS

Kurhessenstrasse.3, 64546 Morfelden-Walldorf, Germany. www.qualified-cargo-solutions.de

QCS-QUICK CARGO SERVICE

Kurhessenstrasse 3, 64546 Morfelden-Walldorf, Germany. www.quick-cargo-service.de

SCHENKER

Alfredstrasse 81, Essen, Germany, 45130.
www.schenker.com

SENATOR INT'L SPEDITION

Obenhauptstrasse 13, Hamburg, Germany, D-22335.
www.senator-international.com

GREECE

ALL CARGO COMPANY

3, Parodos Fintiou-Anagenisseos Str., Thessaloniki, Greece, 546 27.

A.P. PENTA FORWARDING & LOGISTICS

Athens Airport, Cargo Terminal 27, Athens, Greece.
www.forwarding.gr

ARGO GROUPAGE

81, Akti Miaouli Street, 185 38 Piraeus, Athens, Greece. www.argogroupage.com

ERGOTRANS

8, Ion, Dragoumi Str., Thessaloniki, Greece, 54624.
www.ergotrans.gr

GUAM

IBC PACIFIC

321 E. Harmon Industrial Park Rd, Unit A, Tamuning, Guam. www.ibcpac.com

HUNGARY

IFS HUNGARY

H-1103 Gyomroiut 128, Budapest, Hungary.
www.ifscargo.hu

ICELAND

JONAR TRANSPORT

Kjalarvogi 7-15, Reykjavik, Iceland, 104. www.jonar.is

INDIA

AFL PRIVATE LIMITED

AFL House, Lok Bharati Complex, Marol-Maroshi Road, Andheri East, Bombay, Maharashtra, India, 400059. www.afl.co.in

INDEV LOGISTICS PRIVATE LIMITED

81/41 Swamy Complex, Thambu Chetty St., Chennai, Tamil Nadu, India, 600001. www.indevlogistics.com

SKYLARK TRAVELS PRIVATE

114 Shahid Bhagatsingh Road, Colaba, Mumbai, India, 400 005.

TRICON SHIPPING

Rowther Chambers, 4th floor, No. 53-55, Rajaji Salai, Chennai, Tamil Nadu, India, 600 001.
www.triconshipping.com

INDONESIA

IKSEL KARGO

Jalan Mitra Sunter Boulevard Blok E/11, Jakarta, Indonesia, 14350. www.iksel.co.id

IRAN

MAHBAR TARABAR INT'L TRANSPORT

178 4th Floor Karimkhan Zand Ave, Tehran, Iran, 14578.

PARS TIR INT'L TRANSPORT

No. 121 Nahid Street, Mirzaye Shirazi Ave., Tehran, Iran, 15969.
www.pt-group.de

IRELAND

ACTION TRANSPORT

Unit B5, Centrepoint Business Park, Oak Road, Dublin, Ireland. www.actiontransport.ie

ISRAEL

ABETRANS LOGISTICS

Herbert Samuel Street 42, Tel-Aviv, Israel, 61500.
www.abetrans.net

PRIEL FORWARDING

42 Herbert Samuel Street, Tel Aviv, Israel, 61500.

ITALY

ADRIATIC AIR CARGO

Via Agucchi, 74/7 b-c, Bologna, Italy.
www.adriaticcargo.com

AIDA

Via Della Magliana 295, Rome, Italy, 00146.
www.aidafreight.it

JAPAN

KINTETSU WORLD EXPRESS

Ohtemachi Bldg. 1-6-1 Ohtemachi, Chiyoda-Ku, Tokyo, Japan, 100-0004. www.kwe.com

NIPPON EXPRESS

Tokyo Air Service Branch, Pier City Bldg 3-18-1 Kaigan, Minato-ku, Tokyo, Japan.

YUSEN LOGISTICS

Sumitomo Fudosan Shiba-Koen Tower 2-11-1, Shiba-Koen, Minato-ku, Tokyo, Japan, 105-0011.
www.yusen-logistics.com

JORDAN

AL KARMEL TRAVEL

PO Box 926497, Amman, Jordan, 11190.
www.alkarmel.com.jo

MASS EXPRESS

PO.Box 950441, Amman, Jordan, 11195.

KENYA

AEROSEA FREIGHT LOGISTICS

Seven Star Complex, Mombasa Road, Nairobi, Kenya, 00507. www.aeroseaflight.com

BENAIRS LOGISTICS

PO Box 8107, Nairobi, Kenya, 00200.
www.benairslogistics.bloonbiz.com

KOREA

SEA ROAD TRANS

7th Floor, Paik Nam Bldg. 188-3, Ulchiro, 1-GA,
Chung-Gu, Seoul, Korea. www.searoad.co.kr

LEBANON

BEIRUT OVERSEAS AGENCY SAL

Charles Helou Avenue, Sehnaoui Bldg. Beirut, Lebanon, 11-0310. www.cargo.cc

CARGOMASTER LINE SARL

Charles Helou Ave., Sehnaoui Bldg., Beirut, Lebanon, 11-0310. www.cargo.lb

LEVANT EXPRESS TRANSPORT SAL

Charles Helou Ave., Sehnaoui Bldg., Beirut, Lebanon, 11-0310. www.levantexpress.net

THE NET HOLDING

Youssef Hayek Str., Tabet Center, Beirut, Lebanon.
www.thenetholding.com

LIBYA

GAZELLE EXPRESS SERVICES

Gazelle Center, Ahmed Swehli Street PO Box 752,
Tripoli, Libya. www.gazelle.com.mt

MALAYSIA

FREIGHT MASTERS LOGISTIC

2-A, Jalan Rugby 13/30, Section 13, Shah Alam, Selangor, Malaysia, 40100. www.fmlsb.com

SASA AIRCARGO EXPRESS SDN BHD

No. 39 Jalan Pengeleuaran U1/78, Section U1, Taman Perindustrian Batu Tiga, Shah Alam, Selangor, Malaysia, 40150. www.sasa-aircargo.com

MALTA

GOLLCHER AIR EXPRESS

19 Zachary Street, Valletta VLT 1133, Malta.
www.gollcher.com

MEXICO

TRANSPORT ACCION

AV. 602 Camino ASA No. 28, De La Ciudad De Mexico, Mexico, D.F. 15620. www.transportacion.com

NEPAL

STARLIGHT EXPRESS

G.P.O. Box 12713, Kathmandu, Nepal.
www.starlightexp.com

NETHERLANDS

EAGLE INTERNATIONAL FREIGHT

Flamingoweg 43 Amsterdam Schiphol Airport, Netherlands, 1118EE. www.eaglefreight.nl

YUSEN AIR & SEA SERVICE

(BENELUX) BV, Reykjavikweg 1, Schiphol Z.O., Netherlands, 1118 LK. www.yusen.nl

NEW ZEALAND

TAURUS LOGISTICS

5 Ivan Jamieson Place, Christchurch, New Zealand.
www.tauruslogistics.co.nz

NIGERIA

RONISH NIGERIA

314/316 Old Ojo Road, 1st Floor, Opposite Festac 3rd Gate, Amuwo Odofin, Lagos, Nigeria.
www.ronishlogistics.com

SALTRANS LIMITED

11 Olafuyi Popoola Street, Beesam, Mafoluku Oshodi, Lagos, Nigeria.

PAKISTAN

SHAHEEN CARGO SERVICES

51/1, Shah Jamal Colony, Lahore, Pakistan, 54000.

TARGET LOGISTICS INTERNATIONAL

9th Floor Ibrahim Trade Tower, Main Shahara-E-Faisal, Karachi, Pakistan, 75400. www.targetlogistics.com.pk

PARAGUAY

SYSTEM LINE CARGO S.A.

Avda. San Martin 1140, Asuncion, Paraguay.
www.systemlinecargo.com

PERU

E&L LOGISTICS

Av. Larco 743, Of. 601 & 602, Lima 18, Peru.

PHILIPPINES

ROYAL CARGO COMBINED LOGISTICS

Royal Cargo Building, Sta. Agueda Avenue, Pascor Drive, Paranaque City, Metro Manila 1704, Philippines. www.royalcargo.com

RUSSIA

VINLUND INTERNATIONAL GROUP

Yaroslavskaya Dom 8, Korpus 3, Moscow, Russia, 129164.

SAUDI ARABIA

INTERNATIONAL FREIGHT SYSTEMS

PO Box 9314, Dammam, Saudi Arabia, 31413.

SINGAPORE

ANY LOGISTICS (SINGAPORE) PTE LTD

Unit 01-30, Bldg C Cargo Agents Complex, 115 Airline Road, Singapore, 819466. www.anylogistics.com

SRI LANKA

EURO ASIA AIRFREIGHT

51/2 Ananda Coomaraswamy Mawatha, Colombo, Sri Lanka, 00300. www.euroasia.lk

SWITZERLAND

KUEHNE & NAGEL

Dorfstrasse 50, Schindellegi, Switzerland, 8834.
www.kuehne-nagel.com

TAIWAN

AIR ASSOCIATES

11th Floor, Worldwide House No. 131, Section 3, Min Sheng East Road, Taipei, Taiwan, 105.

DIMERCO EXPRESS

11F, No. 160, Min Chuan East Road, Taipei, ROC, Taiwan. www.dimerco.com

THAILAND

EAST-WEST AIR SERVICES

10/1 Soi Farm Watana, Rama 4 Road, Prakhonong, Klongtoey, Bangkok, Thailand, 10110.
www.ewas.com

THE FREIGHT CO.

15 Floor, Room 1503, Bangkok Business Center Bldg, 29 Sukhumvit 63 Road, Klongton Nua, Wattana, Bangkok, Thailand, 10110. www.the-freight.com

TRINIDAD & TOBAGO

AIR OCEAN FREIGHT SERVICES

Suite 1A, 1 Western Main Road, St. James, Port of Spain, Trinidad & Tobago. www.trinideals.com

CARIBBEAN FREIGHT LOGISTICS

1 Western Main Road, Port of Spain, Trinidad & Tobago.
www.caribbeanfreightlogistics.com

WORLD FREIGHT SPECIALISTS

Suite 2, 1 Western Main Road, St. James, Port of Spain, Trinidad & Tobago.
www.worldfreightspecialist.com

TURKEY

ECEKAR LOGISTICS SERVICES

Fahrettin Kerim Gokay Cad. Dr. Halit Bey Apt. No. 96/2, Kuyubasi, 34722 Kadikoy, Istanbul, Turkey.
www.ecekar@ecekar.com.tr

TEKKAR AIRFREIGHT & CLEARING

Istanbul Dunya Ticaret Merkezi, Idtm A2 Blok Kat: 6, NO 227, Yesilkoy 34149, Istanbul Turkey.
www.tekkar.com

UNITED ARAB EMIRATES

NETWORK LOGISTIC SERVICES

Dubai Airport Free Zone, Warehouse H-19, Dubai, UAE, 504015. www.nlsdubai.com

SWIFT FREIGHT INTERNATIONAL

PO Box 50177, Swift 2, Jabel-Ali Free Zone, Dubai, UAE, 50177. www.swiftfreight.com

UNITED KINGDOM

ARROW AIR FREIGHT

5 Howard Road, Bewbush Manor, Crawley, West Sussex, UK, RH11 8GF.
www.arrowairfreight.pwp.blueyonder.co.uk

DHL EXEL SUPPLY CHAIN

Ocean House, The Ring Bracknell, Berkshire, UK, RG12 1AN. www.exel.com

ROJAY WORLD FREIGHT

Unit 3, Eastern Road Aldershot, Hants, UK, GU12 4TD.
www.rojay.com

UNITED STATES

SEE SEPARATE LISTING

URUGUAY

SYSTEM LINE CARGO URUGUAY

Juncal 1431, Of. 804, Montevideo, Uruguay, 11900.
www.systemlinecargo.com

VIETNAM

THE FREIGHT CO.

2-4-6 Dong Khoi Street, District 1, Ho Chi Minh City, Vietnam.

LITACO EXPRESS

9-11E, Hong Ha Street, Tan Binh District, Ho Chi Minh, Vietnam, 70 000. www.lita.com.vn

LONGGIANG LOGISTICS

No. 5, Lane 55, Huynh Thuc Khang, Hanoi, Vietnam.
www.lglvn.com

→ U.S. Forwarders

Alabama

BIRMINGHAM AIR FREIGHT

5335 Airport Hwy., Birmingham, AL, 35212.

HUNTSVILLE AIR FREIGHT

9550 B Highway 20, Madison, AL, 35806.

QUICK DELIVERY SERVICE

3161 Crichton St., Mobile, AL, 36607.
www.quickdeliverservice.net

Alaska

ACE DELIVERY & MOVING

PO Box 221389, Anchorage, AK, 99522-1389.
www.alaskanace.com

ALTA AIR LOGISTICS

1407 W. 31st Ave., #500, Anchorage, AK, 99517.
www.shipalta.com

RELIABLE TRANSFER CORPORATION

8717 Mallard St., Juneau, AK, 99801.
www.reliabletransfer.com

Arizona

MACH 1 GLOBAL SERVICES

1530 W. Broadway, Tempe, AZ, 85282.
www.mach1air.com

Arkansas

ABF FREIGHT SYSTEMS INC

3801 Old Greenwood Rd., Fort Smith, AR, 72903.
www.abf.com



AIRWAYS FREIGHT CORPORATION

P.O. Box 1888, Fayetteville, AR, 72702-1888.
Contact: Tom Hatfield, vice president, operations.
Phone: 800-643-3525 **Fax:** 479-442-6301.

Email: tomh@airwaysfreight.com
www.airwaysfreight.com

Services: Bonded warehousing, charter, consolidation, courier delivery, customs brokerage, EDI, Hazmat, oversized cargo, small packages, time-definite, warehousing. **Service areas:** All. **Company stations:** 1. **Comments:** Nationwide and worldwide services.

BNSF LOGISTICS

4700 S. Thompson, Suite A, Springdale, AR, 72764.
www.bnsflogistics.com

TRANSMANAGE WORLDWIDE

117 Parkwood, Suite 6, Lowell, AR, 72745.
www.transmanage.com

California

AGILITY

1251 East Dyer Road, Suite 200, Santa Ana, CA, 92705. www.agilitylogistics.com

AIR & GROUND WORLD TRANSPORT

180-A Utah Avenue, S. San Francisco, CA, 94080.
www.ag-world.com

AIR & SURFACE LOGISTICS

Los Angeles International Airport, Los Angeles, CA, 90045. www.airandsurface.com

AIR-SEA FORWARDERS

9009 La Cienega Blvd, Inglewood, CA, 90301.
www.airseainc.com

AIRFREIGHT.COM

One World Trade Center, Suite 800, Long Beach, CA, 90831. www.airfreight.com

ALLIANCE AIR FREIGHT & LOGISTICS

9822 Glenoaks Blvd., Sun Valley, CA, 91352.
www.allianceairfreight.com

AMERICAN CARGOSERVICE

7880 Convoy Court, San Diego, CA, 92111.
www.acssan.com

AMERICAN WEST WORLDWIDE EXPRESS

4330 Santa Fe Road, San Luis Obispo, CA, 93401.
www.awest.com

AMERICAN WORLDWIDE FREIGHT SERVICES

5777 W. Century Blvd. Suite 945, Los Angeles, CA, 90045.

BAX GLOBAL

440 Exchange, Irvine, CA, 92602.
www.baxglobal.com

CASAS

9355 Airway Road, Suite 4, San Diego, CA, 92154.
www.casasinternational.com

CLEARFREIGHT

880 Apollo Street, Suite 101, El Segundo, CA 90245.
www.clearfreight.com

COMMODITY FORWARDERS

11101 S. LaCienega Blvd., Los Angeles, CA, 90045.
www.cfi-lax.com

CONSOLIDATORS INTERNATIONAL

8900 Bellanca Avenue, Los Angeles, CA, 90045.
www.cii-usa.com

DEPENDABLE AIRCARGO EXPRESS

19201 Susana Road, Rancho Dominguez, CA, 90221.
www.dhx.com



DIRECT & BEYOND INC

10501 South La Cienega Blvd., Los Angeles, CA, 90045.
Contact: Durk Jorritsma, president/CEO.

Phone: 310-337-9688 **Fax:** 310-337-9689.
Email: sales@shipdbi.com www.shipdbi.com

Services: Charter, consolidation, courier delivery, EDI, oversized cargo, small packages, time-definite, warehousing, air, ground, international, truckload, heavy-weight, distribution, tradeshow. **Service areas:** All. **Company stations:** 2. **Tonnage:** 3.75 million. **Revenue:** \$3.25 million. **Comments:** Franchise opportunities.

EXTRA LOGISTICS

National Customer Services Center, 5150 Candlewood St, Unit 20B, Lakewood, CA, 90712.
www.extralogistics.com

FREIGHT IT

11222 La Cienega Blvd., Suite 555, Inglewood, CA, 90304. www.frit.com

GOLDEN GATE AIR FREIGHT

1809 Sabre Street, Hayward, CA, 94545.
www.ggaf.com

GREAT WORLD EXPRESS & CUSTOMS

218 Littlefield Avenue, South San Francisco, CA, 94080. www.great-world.com

GRILEY AIRFREIGHT

5341 W. 104th Street, Los Angeles, CA, 90045.
www.grileyair.com

GUARANTEED EXPRESS DELIVERY

1881 Las Plumas Avenue, San Jose, CA, 95133.
www.guaranteedexpress.com

HITECH LOGISTICS CORP.
SPECIAL TRANSPORTATION LOGISTICS

HITECH LOGISTICS CORPORATION

14041 Rosecrans Avenue, La Mirada, CA 90638.

Contact: Donna C. Billera, senior VP, client development

Phone: 562-361-1200 **Fax:** 562-361-1201.

Email: info@hitechlogistics.com

www.hitechlogistics.us

Services: Warehousing, white glove, 2-men (Southern California), full-scale distribution, 3PL.

HONEYBEE INTERNATIONAL

1842 Wright Avenue, La Verne, CA, 91750.

www.honeybeeinternational.com

IMPEX SERVICES

221 Main Street, San Francisco, CA, 94105.

INTERNATIONAL ACTIVITIES CORP

10 Rollins Road, #104, Millbrae, CA, 94030.

www.iacsf.com

INTERNATIONAL FREIGHT SERVICES

1610 Rollins Road, Burlingame, CA, 94010.

www.ifssfo.com

JUNO LOGISTICS

5422 West Rosecrans Avenue, Hawthorne, CA, 90250.

www.junologistics.com

KELLY FREIGHT SERVICES

1031 Glasgow Place, Los Angeles, CA, 90045.

www.kellyfreightservices.com

MAINFREIGHT

1400 Glenn Curtiss Street, Carson, CA, 90746.

www.mainfreightusa.com

MCCLARY SWIFT & CO

360 Swift Avenue, So. San Francisco, CA, 94080

www.mcclaryswift.com

MERCURY AIR CARGO

6040 Avion Drive, #200, Los Angeles, CA, 90045.

www.mercuryaircargo.com

NOVO EXPRESS INTERNATIONAL

400 Oyster Point Blvd., Suite 228, So. San Francisco, CA, 94080.

www.novoexpress.com

PACIFIC LOGISTICS CORP

5600 Knott Avenue, Buena Park, CA, 90621.

www.pacific-logistics.com

POWER FREIGHT SYSTEMS

7447 A Morton Avenue, Newark, CA, 94560.

www.powerfreight.com

PRIORITY WORLDWIDE SERVICES

8400 Isis Avenue, Los Angeles, CA, 90045.

www.priorityworldwide.com

RAUSCH TRANS

Division of Ted L. Rausch Co.

www.rauschtrans.com

SANTA BARBARA AIR FREIGHT

126 East Haley Street, #A4, Santa Barbara, CA, 93101.



STERLING TRANSPORTATION

5353 West Imperial Highway, Suite 300, Los Angeles, CA, 90045.

Contact: Bruce Roberts, president.

Phone: 310-338-9333 **Fax:** 310-338-0704.

Email: brucer@sterlingtransportation.com

www.sterlingtransportation.com

Services: Bonded warehousing, consolidation, oversized cargo, warehousing, special services. **Service area:** Continental U.S. **Company stations:** 2. **Comments:** Sterling Transportation, the leading provider of Expedited LTL and FTL service between California and Florida, provides customers with the quickest road connection between the coasts. Sterling also provides full warehouse services, offering de-van and trans-load, drayage, and local pick-up and delivery. Our facility in Los Angeles operates a container freight station, and we are U.S. Customs Bonded for the movement of bonded cargo within the U.S. In addition, we are expanding our service offering to our clients with the introduction a sister company, Sterling Brokerage Services.

THE RK LOGISTICS GROUP

1096 Pecten Court, Milpitas, CA, 95035.

www.rkllc.com

TOTAL TRANSPORTATION CONCEPT

8728 Aviation Blvd., Inglewood, CA, 90301.

www.totaltrans.com

TRAFFIC INTERNATIONAL CORP

1660 Rollins Road, Burlingame, CA, 94010.

www.ticsfo.com

UAC

360 N. Sepulveda Blvd., Suite 1055, El Segundo, CA, 90245.

www.uac-usa.com

UNITRANS INTERNATIONAL

709 South Hindry Avenue, Inglewood, CA, 90301.

www.unitrans-us.com

VALLEY TRANSPORTATION

2837 South East Avenue, Fresno, CA, 93725.

www.valleytransportation.com

W.J. BYRNES & CO.

880 Mitten Road, Burlingame, CA, 94010.

www.byrnesh.net

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 PET MOVERS

4120 West Cypress Street, Tampa, FL, 33607.

www.airanimal.com

DHL FORWARDING

1200 South Pine Island Road, Suite 140, Plantation, FL, 33324.

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.

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.

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.
Phone: 800-669-4248 **Fax:** 630-250-3467.
Email: salessupport@airworldwide.com
www.aitworldwide.com

Services: Bonded warehousing, charter, consolidation, Customs brokerage, EDI, Hazmat, oversized cargo, time-definite, warehousing.

Service Area: All. Company/Franchise Stations:

41. **Comments:** As a leading transportation and logistics provider, AIT Worldwide Logistics designs tailored shipping solutions by ground, air, ocean and rail for the unique applications and delivery service requirements of customers across the globe.

ALG WORLDWIDE LOGISTICS

745 Dillion Drive, Wood Dale, IL, 60191.
www.algworldwide.com

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. **Service areas:** All. **Company stations:** 28.



EA LOGISTICS

1121 North Wood Dale Road, Wood Dale, IL, 60191.

Contact: Mike Ellis, president.

Phone: 800-863-5948 **Fax:** 630-595-9399

Email: sales@ealogistics.com www.ealogistics.com

Services: Charter, consolidation, courier delivery, Customs brokerage, EDI, Hazmat, oversized cargo, time-definite, warehousing, rollouts, assembly/kiting.

Service areas: All. **Previous year tonnage:** 25 million lbs. **Comments:** Full Services, 24/7 domestic and worldwide transport and warehousing (100k sq. ft. in Midwest USA, with capacity anywhere). Full EDI and E-commerce. Online booking, tracking, quoting. Delivered GrEAn eco-responsible program. Air/Truck/Ocean.

FISCHER INT'L FORWARDERS

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

H.F. LONG & ASSOCIATES

631 North Central Avenue, Wood Dale, IL, 60191.
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

565 Bonnie Lane, Elk Grove Village, IL, 60007.
www.prioritylogistics.com

QW EXPRESS (a division of WORLD COLOR)

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

RUSHMORE TRANSPORTATION

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

SANKYU USA

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

Indiana

BOUNCE LOGISTICS

5838 W. Brick Rd., Ste 102, South Bend, IN, 46628.
www.bouncelogistics.com

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

MIQ LOGISTICS

11501 Outlook Street, Ste. 500, Overland Park, KS, 66211. www.miq.com

PROFESSIONAL CARGO SERVICES

3735 South West Street, Wichita, KS, 67217.

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

US EXPRESS FREIGHT SYSTEMS

3240 Hubbard Road, Landover, MD, 20785. www.usexpressfreight.com

Massachusetts

AMERICAN SCIENCE & ENGINEERING INC

829 Middlesex Turnpike, Billerica, MA, 01821. www.as-e.com

CENTURY INTERNATIONAL FORWARDING

515 Saratoga Street, East Boston, MA, 02128.

EURO-AMERICAN LOGISTICS

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

14320 Joy Road, Detroit, MI, 48228. www.nlmi.com

SPECIALIZE GLOBAL LOGISTIC SERVICES

802 Willow Run Airport, Ypsilanti, MI, 48198. www.sgls.net

Minnesota

ADCOM WORLDWIDE

7424 W. 78th Street, Minneapolis, MN, 55439. www.adcomworldwide.com

ANDERSON CARGO SERVICES INC

917 Lone Oak Road #400, Eagan, MN, 55121. www.andersoncargo.com

C.H. ROBINSON WORLDWIDE

14701 Charlson Road, Eden Prairie, MN, 55347. 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

NORMAN G JENSEN

3050 Metro Drive, Suite 300, Minneapolis, MN, 55425. www.ngjensen.com

Missouri

AIR LAND AND SEA EXPRESS

3 International Plaza Court, St. Ann, MO, 63074. 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

174 Main Street, Suite 14, Nashua, NH, 03060. www.migexpress.com

New Jersey



ALLSTATES WORLD CARGO

1 Pelican Drive, Suite 1, Bayville, NJ, 08721.

Contact: Kendra Tanner, VP, sales and marketing.

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:** 22.

BELLVILLE RODAIR INTERNATIONAL

900 Milik 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.

www.dfdstransportusa.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

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10 Exchange Place, 19th Floor, Jersey City, NJ, 07302.

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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.

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, CEO

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, warehousing, time-definite, special services.

Service areas: All. **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.creative-log.net

ELITE CUSTOMS BROKERS

700 Rockaway Turnpike, Suite 301, Lawrence, NY, 11559.

EMO TRANS

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

EXPRESS AIR FREIGHT

147-20 184th Street, Jamaica, NY, 11413.
www.expressairfreight.com

FALCON TRANSPORTATION & FORWARDING

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

GENERATION LOGISTICS

145-40 157th Street, Jamaica, NY, 11434.
www.generationlogistics.com

GF AIR & OCEAN SERVICES

161-15 Rockaway Blvd., Jamaica, NY, 11434.

GRACE INTERNATIONAL

First Floor, 145-119 Guy R. Brewer Blvd, Jamaica, NY, 11434-5201.

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7 Cerro Street, Inwood, NY, 11096.

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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

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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

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

MUTUAL INT'L FORWARDING

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www.nationalaircargo.com

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www.nipponexpressusa.com

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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

SOS GLOBAL LOGISTICS

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



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222 Crossways Park Drive, Woodbury, NY, 11797.

Contact: Hann Livingston, COO

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

Email: sbainfo@servicebyair.com www.servicebyair.com

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

Company stations: 41.

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.tbfgs.com

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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.

Contact: Holly Stapleton, marketing manager.

Phone: 614-409-4900, 614-309-4845.

Email: holly.stapleton@airnet.com www.airnet.com

Services: Charter, Hazmat, small packages, time-definite. **Service Area:** Canada, Continental U.S.

BOLT EXPRESS

2000 Cassandra Drive, Toledo, OH, 43611.
airgroup@bolt-express.com

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

PACER GLOBAL LOGISTICS

6805 Perimeter Drive, Dublin, OH, 43016.
www.pacerglobal.com



PANTHER EXPEDITED SERVICES

4940 Panther Parkway, Seville, OH, 44273.
Contact: David Buss, VP, global freight forwarding.
Phone: 866-625-4474 **Fax:** 330-723-0649
Email: dbuss@pantherexpedite.com
www.pantherexpedite.com
Services: Charter, Hazmat, oversized cargo, time-definite, warehousing, special services. **Service areas:** All. **Tonnage:** 500,000 tonnes. **Revenue:** \$280 million. **Company-owned franchise stations:** 6.

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

PO Box 55517, (17721 NE Riverside Parkway, Suite B)
Portland, OR, 97238-5517. www.tonsager.com

OIA GLOBAL LOGISTICS

17230 NE Sacramento Street, Portland, OR, 97230.
www.oiaglobal.com

TLR – TOTAL LOGISTICS RESOURCE

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

Pennsylvania

1ST EX.COM

1735 Market Street, Suite A-442, Philadelphia, PA,
19103. www.1stex.com

AMERICAN EXPEDITING COMPANY

801 North Primos Avenue, Folcroft, PA, 19032.
www.amexpediting.com

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

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301 Moon Clinton Rd., Coraopolis, PA, 15108.
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 VP 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, home delivery. **Service areas:** All. **Company stations:** 65. **Tonnage:** 595.4 million lbs. **Revenue:** \$491 million.

South Carolina

AMERICAN LAMPRECHT TRANSPORT

197 B. Ridgeview Center, Duncan, SC, 29334.
www.lamprechtlogistics.com

ARGENTS EXPRESS

19 Shelter Cove Lane, Hilton Head, SC, 29928.
www.argents.com

INTERGLOBAL FORWARDERS INC

130-AI Johns Road, Greer, SC, 29650.
www.interglobalforwarders.com

ZOOM LOGISTICS

2326 Air Park Road, North Charleston, SC, 29406.
www.zoomtransport.com

Tennessee

AVERITT EXPRESS

1415 Neal Street, PO Box 3166, Cookeville, TN,
38502-3166. www.averittpress.com

FEDEX TRADE NETWORKS

6075 Poplar Avenue, Memphis, TN, 38119.

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

EFSWW

5021 Statesman Dr., Ste 200, Irving, TX, 75063.
www.efsw.com

FEINSTEIN & NORRIS

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

G FAST

2700 Greens Road Bldg.G #200, Houston, TX, 77032.

GTO GLOBAL TRANSPORT

PO Box 60355 AMF, Houston, TX, 77205-0355.
www.gtoglobal.com

KFS INC

900 Port America Place, Grapevine, TX, 76051.
www.kfsinc.com

LABAY/SUMMERS INTERNATIONAL

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



1 TRADE LOGISTICS

512 E. Dallas Rd., Suite 200, Grapevine, TX, 76051.
www.1tradelogistics.com

Contact: Juan Arango, vice president, operations.

Phone: 817-310-0222 **Fax:** 817-310-0455.

Email: management@1tradelogistics.com

Services: Bonded warehousing, charter, consolidation, courier delivery, Customs brokerage, EDI, oversized cargo, small packages, time-definite, warehousing, special services. **Service areas:** All. **Revenue:** \$6 million (2011). **Comments:** 1 Trade Logistics is a premier, full-service transportation and logistics company that provides expedited freight forwarding, logistics management, supply chain solutions and an international courier service. WCA, M/WBE, TSA, FMA, IATA, NVOCC.

PAN WORLD TRANS

PO Box 613075, Dallas, TX, 75261.
www.epanworld.com

PEGASUS LOGISTICS GROUP

615 Freeport Parkway, Coppell, TX, 75019.

ROBERT F. BARNES CUSTOMS BROKERS

216 E. Rhapsody Drive, San Antonio, TX, 78216.
www.rfbarneschb.com

RW SMITH & CO

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

TEAM WORLDWIDE

Global Logistics Solutions

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

TRANS-EXPEDITE

7 Founders Blvd., Suite E, El Paso, TX, 79906.

www.trans-expedite.com

TRANS-TRADE

1040 Trade Avenue, Suite 106, DFW Airport, TX, 75261. www.transtrade.com

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



ESTES FORWARDING WORLDWIDE

1100 Commerce Road, Richmond, VA, 23224.

Contact: Lance Harcrow, VP, sales and marketing.

Phone: 1-855-4EFWNOW **Fax:** 804-233-8529.

Email: lance.harcrow@efwnow.com

www.efwnow.com

Services: Charter, consolidation, Customs brokerage, EDI, Hazmat, oversized cargo, time-definite, warehousing, special services. **Service areas:** All.

Company stations: 14. **Tonnage:** 11,500 (2011).

Revenue: \$89 million (2010).

SWIFT AIR DELIVERY INC

261 Industrial Drive, Ruckersville, VA, 22968.

www.swiftairdelivery.com

SUPERIOR AIR FREIGHT

551 Woodlake Circle, Chesapeake, VA, 23320.

www.superiorair.com

Washington

A CARGO INC

4634 East Marginal Way South, Suite C-120, Seattle, WA, 98134. www.ibius.com

ALASKA AIR CARGO

PO Box 68900 SEAFZ, Seattle, WA, 98168.

www.alaskacargo.com

EXPEDITORS INTERNATIONAL

1015 Third Avenue, 12th Floor, Seattle, WA, 98104.

www.expeditors.com

EXPRESSIT TRANSPORTATION

PO Box 68453, Seattle, WA, 98168.

www.expressit.net

GLOBAL TRANSPORTATION SERVICES

1930 Sixth Avenue South, Suite 401, Seattle, WA,

98154. www.globalcontainerline.com

LYNDEN AIR FREIGHT

18000 South International Blvd., #700, Seattle, WA,

98188. www.laf.lynden.com

RADIANT GLOBAL LOGISTICS

405 114th Avenue SE, Bellevue, WA, 98005.

www.radiantdelivers.com

STONEPATH LOGISTICS INT'L

1930 Sixth Avenue South, Suite 401, Seattle, WA,

98134.

TRANSGROUP WORLDWIDE LOGISTICS

18850 8th Avenue South, Suite 100, Seattle, WA,

98148. www.transgroup.com

WORLD CARGO INTERNATIONAL SERVICES

4443 South 134th Place, Tukwila, WA, 98168.

www.worldcargosvc.com

Wisconsin

M.E.DEY & CO

5007 S. Howell Avenue, PO Box 370080, Milwaukee,

WI, 53237. www.medey.com



QUALITY AIR FORWARDING

137 West Boden Street, Milwaukee, WI, 53207.

Contact: Jim Cyganiak, president.

Phone: 414-294-3005

Fax: 414-294-3011.

Email: ops@qafi.com www.qafi.com

Services: Charter, oversized cargo, time-definite, warehousing, air express and expedited ground specialists 24/7/365. **Service Areas:** All.

Company stations: 1. **Comments:** ISO

9001/2008 certified, CTPAT certified.



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Five Questions with... Candace Holowicki

Although Candace Holowicki only took over as chairwoman of the National Shippers Strategic Transportation Council four months ago, she already has big plans for the role. The nearly 20-year transportation veteran recently sat down with *Air Cargo World* to discuss how she plans to leverage her experience as director of global logistics at TriMas Corp. in her new role and spark change in the supply-chain sector.

1. Why is professional education important to the supply-chain/logistics professional?

Continuing education is a key tool in effectively managing global supply chains and the logistics networks that support them. Supply chain and logistics professionals today need to be well versed in a number of areas in order to continuously maintain and improve upon the lowest-cost, on-time deliveries required by our stakeholders. With vendors, customers and manufacturing sites moving between domestic locations and foreign countries, knowledge of the economic environments, political climates, current fuel costs and currency fluctuations in the countries we are working with is critical. These factors impact the landed cost of the goods we are moving and the potential risks that we need to be prepared to mitigate.

Shippers who constantly educate themselves by staying up to date in financial, political and IT developments in supply chain and logistics are working at an elevated level of professionalism. They have a more thorough understanding of their supply-chain risks and are better prepared for the inevitable disruptions that occur.

2. Do you find that supply-chain/logistics professionals are open to continuing education?

Most of the supply-chain and logistics professionals I encounter are open to education. Many of us watched colleagues lose jobs during the recession as their positions were eliminated. This period was an eye-opening experience since many of the eliminated positions were critical to company operations; in many cases, however, upper management did not have a clear understanding of the responsibilities of the supply-chain and logistics professionals. Those of us whose positions were not eliminated ultimately ended up taking on additional roles and responsibilities as workforces shrunk to lower cost. Logistics managers who were responsible for just domestic or international logistics, or just inbound or outbound logistics, found themselves taking on both roles.

Education through networking, professional association membership (i.e., NASSTRAC) or more formal certification/degree programs became important to both groups of professionals. For those who had lost their positions, it was a way to expand their professional network and build their resumes while searching for their next job. For those who

were taking on new responsibilities, additional education was necessary to successfully perform in the new role.

3. How can NASSTRAC's educational platform help shippers?

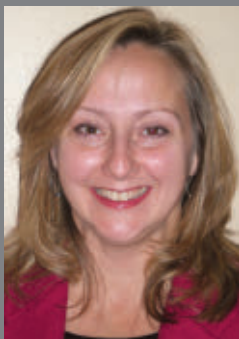
The NASSTRAC educational platform allows shippers to cover a lot of educational ground with a minimal time commitment. Between NASSTRAC's Annual Shippers Conference in April; its member newsletter, NewsLink; and the resources available on its website, shippers can stay current on the topics that matter most in our field. Staffing levels in the supply-chain and logistics functions still have not completely recovered in many industries, and shippers also have greatly reduced or eliminated professional-development requirements. Most of the supply-chain and logistics professionals I work with are spread pretty thin, and allotting time to review current white papers and journals, research policy initiatives on Capitol Hill, or even brainstorm with other professionals is a major challenge we face today.

4. How does NASSTRAC influence decisions in the global sphere? What agenda is NASSTRAC currently pushing on a global and national level?

NASSTRAC provides key educational resources that support global supply-chain leaders and decision-makers. Educating shippers on the pending legislative changes in Washington, D.C., for instance, provides us the background information that we need to facilitate meaningful discussions with our senators' and representatives' staff members. Aside from our annual conference and regional meetings, NASSTRAC maintains a legislation tracker and key issues page on our website, which is a quick and convenient reference tool for shippers.

NASSTRAC also takes a leadership role in representing shippers' concerns by issuing legal briefs and filings on behalf of their shipper members. Plus, the association coordinates "Fly In" events in Washington, D.C., which bring together shippers and decision-makers to help influence policies on topics such as hours of service, infrastructure funding and the "Clean Ports Act." Most recently, NASSTRAC filed shippers' concerns on the Federal Motor Carrier Safety Administration's failure to respond to key issues raised by

(Continued on page 57)



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AIRLINES

Alaska Air Group has named **Keith Loveless**, **Glenn Johnson**, **Karen Gruen** and **Greg Mays** to its board of directors.

Loveless, who serves as Alaska Air's vice president of legal and corporate affairs, as well as general counsel and corporate secretary, and Johnson, president of Horizon Air, have



JOHNSON

both been named executive vice presidents of Alaska Air Group. Gruen, a 15-year Alaska Airlines veteran, has been elected vice president of corporate real estate, while Mays, who serves as managing director of airframe, engine and component MRO at Alaska Airlines, has been elected vice president of maintenance and engineering. Mays succeeds **Fred Mohr**, who plans to retire in early 2013 after serving in this role for nine years.

THIRD PARTIES

Kevin Burrell has been named **DHL Supply Chain's** new country manager for Thailand. Burrell, a more than 18-year veteran of the logistics sector, is responsible for driving growth in warehousing, transportation and value-added supply-chain services across Thailand in this role. He joins DHL from CEVA Indonesia, where he served as the president and director since 2009. Burrell replaces **Craig Hope Johnstone**, who has been named head of DHL Supply Chain's operations in South and Southeast Asia.

Toll Global Forwarding has promoted **Geoff Partridge** to managing director of its South African operation. Partridge, who previously served as operations director, replaces **Vincent Magnus**, who retired at the end of 2012 after 23 years of leading the business. Partridge and Magnus were cofounders of the business in 1989, when it was launched as Clover Cargo.

Logistics veterans **Laura Easley** and **Chris Baltz** have both assumed executive roles at **Transportation Insight**.

Easley, who joined the company in 2005 and has served as both chief business development officer and chief solutions officer, has been promoted to chief operating officer.



EASLEY

Her colleague, Baltz, has taken over as CEO and president of Transportation Insight. Baltz joined the 3PL in 2010 as chief strategy officer, following executive roles at Arkansas Best Corp. and its less-than-truckload subsidiary ABF Freight System.

Following her resignation as CEO of TNT Express, 20-year logistics veteran **Marie-Christine Lombard** has been named CEO of **SNCF Geodis**, replacing **Jean-Louis Demeulenaere**. Also, **Pierre Blayau**, who has served as chairman and CEO of SNCF Geodis since January 2001, has assumed the role of chairman of Geodis' board of directors.

GAC Group has appointed 20-year company veteran **Bengt Ekstrand** as the new group president. Taking over in January, Ekstrand replaces **Capt. Lars Säfverström**, who is joining the GAC board as co-chair. Prior to this transition, Ekstrand served as GAC's group vice president of the Asia-Pacific region, a post that followed his stint as the head of the Middle East region.

Duco Buijze is the new CEO of **Partner Logistics**. He previously held positions within the Netherlands as director of operations at Lekkerland Nederland BV and as general director, urban distribution specialist, downtown service, a role in which he will continue to serve in the background. Buijze takes over for **Ulrich Notschaele**, who held the role of interim CEO since April 2011.

Globe Express Services has appointed **Michael C. Hughes** as president, CEO and a member of the board of directors. Hughes joins GES from KPMG, where he most recently served as national leader for the food, drink

and consumer goods sector and managed clients including PepsiCo, General Mills and Nestle. In his new role, Hughes is working with senior leadership to conduct a strategic review process and identify the best approaches for company growth. He replaces former CEO Ziad Korban, who will remain an active board member and owner.

CHAMP Cargosystems has announced key appointments to top management roles. **Dirk de Rooij** has joined the company as head of commercial operations for the EMEA & CIS region and **Steven Fayers** is the new head of proposition development for e-cargo. De Rooij comes to CHAMP from UBM Aviation subsidiary OAG Cargo, where he served as executive vice president and was responsible for developing the company's online airfreight community. In his new role, de Rooij is responsible for all sales activities in Europe, the Middle East, Africa and the Commonwealth of Independent States. Fifteen-year airfreight veteran Fayers comes to CHAMP from UBM Aviation, where he most recently served as business development director and redefined the company's portfolio strategy. He will perform similar activities in his new position.

LUG aircargo handling GmbH has appointed **Patrik Tschirch** and **Lutz Schmidt** to the management board, effective January 1. Tschirch, who joined LUG two years ago as manager of key accounts and business development, is taking over as speaker of the board, chief commercial officer and chief operating officer while eight-year company veteran Schmidt will be responsible for finance and controlling, contracts and real estate management. Tschirch and Schmidt take over for **Wolfgang Korte**, who has served as



SCHMIDT



KORTE

(Continued from previous page)

managing director and chief operating officer of LUG since early 2001. He will serve in an advisory capacity until his retirement on March 31, 2013.

OTHER

Aidan Mooney is taking over as vice president of consulting for **World Route Development Consultants** in early January. The more than 20-year route development and business



MOONEY

planning expert joins ASM, the sister company of Routes and Airport Cities Conference and Exhibition, from the Manchester Airport Group, where he most recently served as director of aviation

development. Mooney will be based in the company's UK office. **ACW**

events

DECEMBER 6-7

London: Gatwick is the host for the Aviation Information Technology Solutions Conference 2012. Join in the discussions and debates about the latest trends, developments and innovations within the industry. For further information, visit <http://evaint.com>.

FEBRUARY 10-12, 2013

Cartagena de Indias, Colombia: The sixth staging of Routes Americas will be hosted by Cartagena-Rafael Nunez International Airport. Visit www.routesonline.com for more details.

FEBRUARY 20-22, 2013

Johannesburg: The second biennial international air cargo conference to take place in Africa aims to top the February 2011 Nairobi event. Visit www.statetimes.com/aca2013 for more details.

MARCH 3-10, 2013

Bangkok: For the 15th consecutive year, members of the World Cargo Alliance, a global network of independent international freight forwarders, will come together to meet face-to-face with their peers to build new business relationships and strengthen existing ties. Details are sparse, so keep checking www.wcafamily.com for updates.

MARCH 12-14, 2013

Doha: The 2013 IATA World Cargo Symposium carries the theme of "action under sustainability," bringing a focus on long-term strategies to the event. Visit www.iata.org for more information.

MAY 5-7, 2013

Phoenix: The theme for the 2013 CNS Partnership Conference is "Building our Future." Information at www.cnsc.net.

(Continued from page 54)

the American Trucking Association's petition on hours of service.

5. How has your experience working on the manufacturing side given you a different perspective on the shipping process?

Working in logistics for a global manufacturing company has broadened my supply-chain focus. Many logistics roles have a much narrower

focus — outbound shipping only, for instance, or management of a single mode of transportation. Since things can go wrong anywhere in the supply chain — from raw material procurement to final mile delivery to the customer — a broader supply-chain view is necessary to support global manufacturing operations.

As the manufacturer, you see the shipping process from both the shipper's and the receiver's point of view. Focusing on shipping our prod-

ucts in time to meet our customers' delivery requirements is not enough. Visibility to the upstream milestones that have to be met in order for the manufacturing operations to have the right products ready for the necessary ship dates is vital. This perspective makes me a better customer to my vendors and a better vendor to my customers, as I recognize the value of supply-chain visibility and open communication between supply-chain partners.

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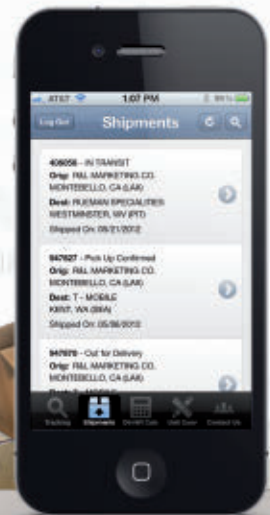
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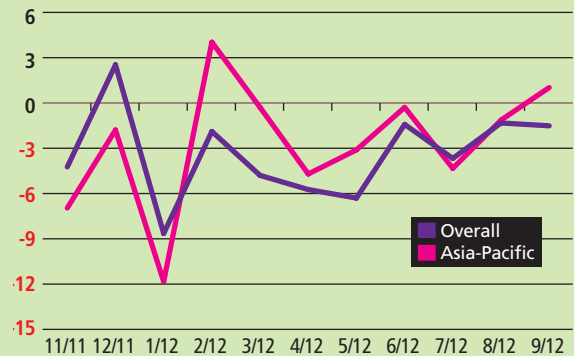


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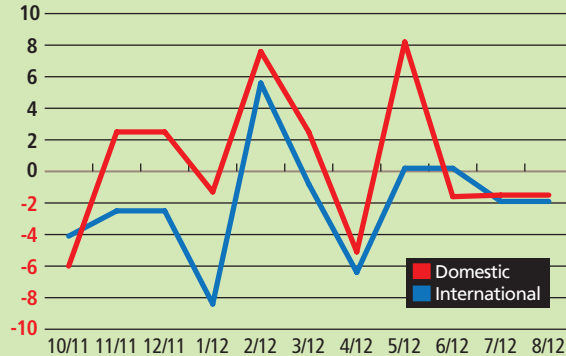
Monthly year-over-year percent change in overall freight traffic and Asia-Pacific freight traffic for European airlines.



Source: Association of European Airlines

U.S. AIRLINES

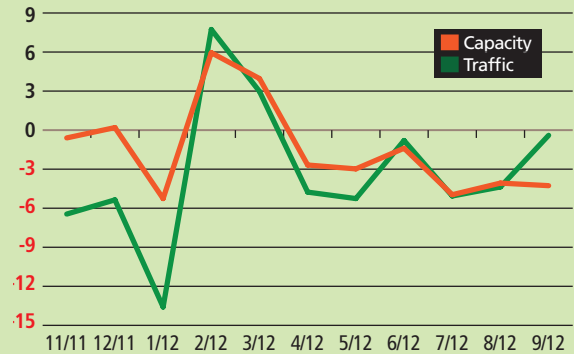
Monthly year-over-year percent change in domestic and international cargo traffic for U.S. airlines.



Source: Air Transport Association of America

CARRYING ASIA

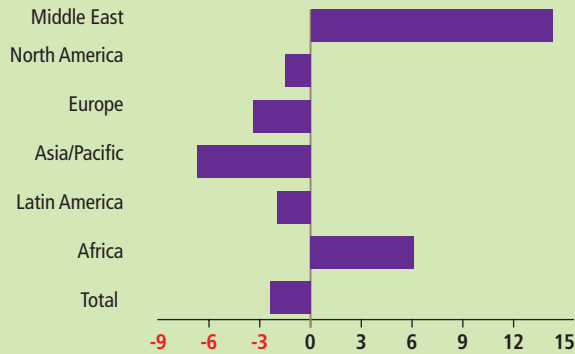
Monthly year-over-year percent change in capacity, in available-tonne kilometers, and traffic, in freight-tonne kilometers, of Asia-Pacific airlines.



Source: Association of Asia Pacific Airlines

SHARING MARKETS

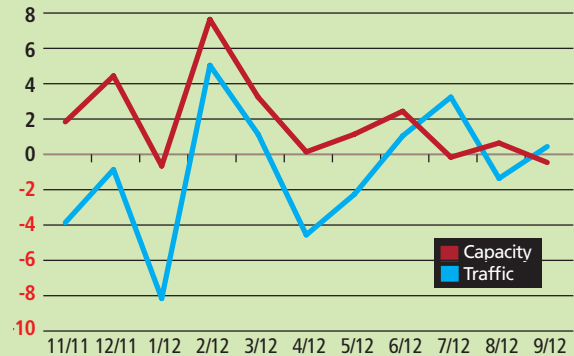
International air cargo year-to-date percent change for September 2011 vs. September 2012



Source: IATA

CARRYING INTERNATIONAL

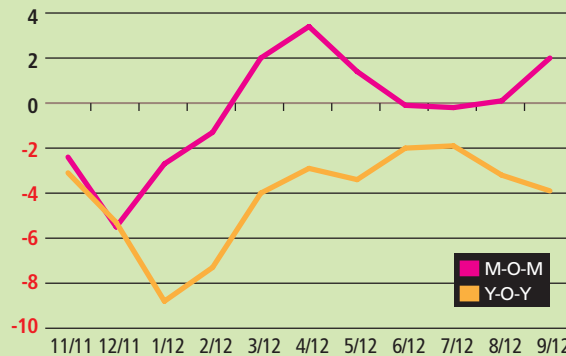
Monthly year-over-year percent change in total scheduled international freight traffic and capacity worldwide in freight-tonne kilometers and available-tonne kilometers.



Source: IATA

SEMICONDUCTORS

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



Source: Semiconductor Industry Association



Brandon Fried is the executive director of the U.S. Airforwarders Association

Forwarders and airlines bury the hatchet

During the recent FIATA Airfreight Institute meeting in Los Angeles, forwarders from around the world gathered to hear the details of a cargo modernization initiative sponsored by FIATA and IATA. When the forwarder speaker finished his remarks, he yielded the floor to the IATA representative described as the “other side of the table.” Glyn Hughes, IATA’s director of cargo industry management, speaking on behalf of the airlines, quickly responded that despite past perceptions, forwarders and airlines were now on the same side of the table and have always been.

The IATA response is indeed a hopeful sign of promise in a historically contentious and confusing relationship between forwarders and the airlines. Understanding when and where the acrimony began is as difficult as explaining the philosophical differences between Republican and Democrat political parties in the U.S. Both believe their specific fundamental principals are the most suitable for the country’s direction, but only one party can win the presidency.

Airlines began the airfreight business as soon as planes could hold packages. Their primary purpose was attracting people and mail to the skies. Airfreight forwarders, long trusted by shippers in the pre-aviation world, began offering their services to airlines as a way to fill ever-expanding belly holds of modern aircraft. Quite simply, forwarders found the freight for the airlines to fly.

In the beginning, international forwarders were routinely viewed as agents to the carriers. Shippers understood and agreed that the carrier controlled the Conditions of Carriage and the forwarder merely acted as an intermediary. For decades now, forwarders have taken responsibility for many more aspects of the shipping process than ever before. Their customers have become more demanding, requiring precise transit times and low rates to fit tight budgets. Airlines have become but one component of the service package; customers now require programs not commonly offered by carriers.

As directors of the customer relationship and shipping process, most forwarders today see themselves not as

agents of the airlines, but as customers. They realize that the flight between two cities is but one part of the overall shipment. The carrier is now considered the forwarder’s vendor in an increasingly complex shipment process.

This is not to say that the airlines have lost importance in the eyes of the forwarder. Forwarders have withstood the loss of many carrier partners racked by the effects of deregulation, passenger fare wars, labor unrest and high fuel costs. But as airlines reduced the size of planes or amended schedules to accommodate passenger preferences, shippers

began to hold forwarders, not airlines, accountable for still getting freight to its destinations on time. As a result, the forwarder, once merely viewed as an agent, became the demanding carrier customer responsible for supporting thousands of relationships with shippers.

This is a simple explanation, minus any regulatory complexity of why the

perception between airline and forwarder has and continues to change. Airlines are good at flying planes, not managing personal shipper relationships. Many carriers have tried, and few have succeeded, at dealing with the varied needs of shippers. They know it is difficult, and therefore, they trust their forwarder partners to find shippers for flights.

Airlines seem to like the arrangement; many have trimmed sales departments and now depend on forwarders to fill the bellies of their flights. They understand that if the cargo does not fly or fails to reach its destination on time, the forwarder and his shipper customer may not return.

The new, recently proposed FIATA-IATA Freight Forwarder Program acknowledges the realization that forwarders are customers, not agents. Seven joint councils have been proposed, each comprised of six carrier and six forwarder members. Ad hoc working groups will determine training and financial criteria, while a forwarder advisor will be appointed to the IATA Governing Board.

Airlines and forwarders can depend upon one another to meet the challenges of the global recession by discarding a relic of the past and adopting a new relationship perception that clearly reflects present realities and looks toward the future. **ACW**

Airlines are good at flying planes, not managing personal shipper relationships.



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