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EDITOR'S NOTES

E-Commerce Takes Flight Over Latin America as Cargo Demand Soars

Latin America Ascends in the Global Air Cargo Arena

In the evolving landscape of global logistics, Latin America is stepping into a pivotal role. Long considered a secondary market in international airfreight, the region is now emerging as a powerful player—driven by a confluence of resilient trade dynamics, surging e-commerce demand, and a decisive push toward network and infrastructure modernization.

With geopolitical uncertainties reshaping global supply chains, Latin America has proven to be comparatively insulated from the tariff disruptions that have affected transpacific and

transatlantic trade. This has positioned the region as a stable, attractive option for global cargo flows, particularly in key sectors such as perishables, electronics, fashion, and health and beauty. Increasing interest in nearshoring and diversified sourcing strategies is also drawing the attention of multinational shippers and logistics providers.

At the heart of this transformation is the exponential rise in e-commerce, particularly from Asia-based platforms targeting Latin American consumers. This shift is compelling airlines, airport

operators, and freight stakeholders to adapt rapidly. Regional giants like LATAM and Avianca are expanding their dedicated freighter fleets and rethinking their cargo strategies, while a wave of infrastructure investment is sweeping across major cargo hubs from Brazil to Uruguay.

Regulatory reforms—especially in Brazil—are unlocking new possibilities by dismantling the long-standing reliance on national postal services for cross-border e-commerce, allowing logistics providers to choose more efficient gateways and reduce delivery





times. Airports like Rio de Janeiro's RIOgaleao and Montevideo's Carrasco International are leveraging these changes by establishing dedicated e-commerce facilities and partnering with major global players to handle soaring parcel volumes.

At the same time, digital innovation is taking hold, with the rollout of cargo community systems (CCS) in Colombia and Mexico marking a turning point for operational transparency and efficiency in a region long challenged by bureaucratic and manual processes.

The region's traditional strengths remain intact—led by robust agricultural exports like flowers, fruits, and seafood—but are now complemented by the emergence of new verticals such as aerospace and oil & gas logistics, especially in Brazil and Guyana. These sectors are creating fresh demand for both bellyhold and maindeck capacity, even as some international carriers temporarily redeploy freighters to other markets.

Strategic alliances and partnerships are further enhancing Latin America's air cargo connectivity. From joint ventures between LATAM and Delta to expanding cooperation between Avianca and Turkish Airlines, Latin American carriers are increasingly embedded in global cargo networks, offering their partners critical reach into a market that is rapidly modernizing.

What's emerging is a story not just of growth, but of transformation—one that sees Latin America repositioning itself from the periphery to the center of global air cargo strategy. This comprehensive report examines the key developments, strategic decisions, and market shifts shaping Latin America's air cargo renaissance.

Freighter Fleets Expand Amid Resilient Trade Landscape

Latin America's airfreight carriers are ramping up freighter capacity in 2025, driven by robust e-commerce demand and a trade environment relatively unscathed by global tariff disruptions. Avianca Cargo is adding two Airbus A330 passenger-to-freighter (P2F) aircraft this year, expanding its freighter fleet to nine aircraft. LATAM Cargo is awaiting final certification for a newly modified Boeing 767 freighter, completing its current fleet expansion.

LATAM's new aircraft features an upgraded fire suppression system, pending approval by the U.S. Federal Aviation Administration, and the carrier plans to retrofit the entire fleet with the system, according to **CEO Andrés Bianchi**.

Avianca will deploy one A330P2F with its Mexican partner Aerounion, though **CEO Diogo Elias** is cautious about overcapacity diluting yields in the Latin American market.

Regional Market Tightens as International Carriers Shift Focus

Yields improved notably in late 2024 due to the withdrawal of several international carriers. Lufthansa, Cargolux, Qatar Airways, and Air France KLM Martinair Cargo (AFKLMP) redeployed freighters to Asia and Europe, creating a temporary capacity crunch in Latin America.

AFKLMP managed to partially offset its reduced main deck capacity by leveraging its passenger network and interlining cargo with regional players like GOL. In a notable workaround, it also moved shipments by sea from Peru to Panama to connect with transatlantic departures. "It worked, but it required a lot of work behind the scenes," says **Enrica Calonghi**, the carrier's South America director.

First Quarter Growth Reinforces Momentum

The cargo surge has continued into 2025. American Airlines Cargo reports strong bi-directional demand in Latin America, supported by expanded services including seasonal Rio–Dallas/Fort Worth flights and additional New York–Rio frequencies. A fourth daily flight to Buenos Aires is planned for December.

Sales director Lorena Sandoval notes some softening in rates, particularly in saturated markets such as São Paulo's Guarulhos and



Buenos Aires. However, she emphasizes e-commerce remains a key driver.

A Chinese logistics firm recently launched twice-weekly Brussels–Lima flights using a leased Boeing 777F. Avianca has taken most of the eastbound space, predominantly for flower exports via Amsterdam and Madrid.

Brazil and Uruguay Capitalize on Parcel Boom

RIOgaleao airport in Rio de Janeiro has inked a deal with a major Chinese e-commerce company to manage a dedicated parcel operation. In April alone, daily volumes hit 80,000 parcels and are forecast to reach 130,000. The airport allocated 1,200 sq m of warehouse space and hired 60 staff, with aero business director Patrick Fehring expecting demand to soon require dedicated freighter service.

Montevideo's Carrasco International Airport is investing over \$10 million in a 5,000 sq m facility under Latin America Cargo City (LACC) to support surging e-commerce traffic. Featuring automated parcel storage and cold chain infrastructure, the facility is slated for late 2025.

Temu's market entry in Uruguay last year saw parcel volume jump 170% in the second half of 2024, reports LACC general manager Bruno Guella. Other platforms are following suit.

Mercado Libre, Latin America's largest e-commerce platform, is

investing \$13.2 billion in 2025. With 2024 revenues up 38% to \$21 billion, the platform continues to drive volumes in core markets including Brazil, Mexico, Colombia, Chile, and Argentina.

New Gateways Emerge as Infrastructure Modernizes

Regulatory reforms in Brazil have lifted the monopoly of the national postal service over

e-commerce, allowing private operators to choose alternative gateways. This has opened up new opportunities for airports beyond São Paulo's congested Guarulhos hub.

LATAM Cargo's Bianchi notes increasing interest from European shippers in alternative Brazilian airports, partly driven by past capacity constraints at GRU.

Meanwhile, a new cargo terminal at Lima's Jorge Chavez International Airport is set to open in June after delays. However, LATAM is concerned about operational inefficiencies in the new layout.

Digitization Accelerates with CCS Rollouts

El Dorado International Airport in Bogotá has become the first in South America to implement a cargo community system (CCS), in partnership with Kale Info Solutions. In Mexico, Kale is also digitizing operations with Mexico Cargo Handling using its Galaxy CCS platform.

Fehring highlights Rio's aerospace sector, supported by GE's MRO facility, as a top cargo driver. The facility expects to process 630 engines in 2025. Oil and gas logistics are also strengthening as Brazil scales production.

In Guyana, AFKLMP is responding to increased oil and gas activity with the addition of Georgetown to its freighter network in May. A second weekly flight

to Lima is also being introduced to accommodate higher berry and mango output.

Strategic Alliances Recalibrate Global Reach

Latin America's relative insulation from global trade conflicts is enhancing its appeal. "We're seeing diversification of interest from Asia and the Middle East," says AFKLMP's Calonghi, citing the Mercosur-EU trade agreement as a key enabler.

Despite minimal impact from U.S. tariffs, the region's proximity to North America remains a competitive edge for perishables exporters, notes Bianchi.

LATAM and Delta Air Lines expanded their joint venture to Argentina in April after regulatory clearance. Bianchi says cargo integration is still evolving, with initial focus on operational harmonization.

Carrier Overhauls Signal Shift to Customer-Centric Models

Avianca and Turkish Airlines expanded their partnership in November with a new freighter service from Istanbul to Miami, providing transatlantic cargo capacity for both carriers. They plan to expand cooperation to Asia, including Japan and India.

Avianca Cargo has modernized its service model and branding, emphasizing customer service with the slogan "we are doing it for you."

LATAM is also preparing a sweeping transformation of its cargo business, described by Bianchi as the "largest investment LATAM has ever made in cargo." Details remain under wraps, but the rollout is expected by year-end. "We're really transforming how we're set up," he says, underscoring the growing strategic importance of air cargo in the region's evolving logistics ecosystem.

We are on



CONTENTS



- 09** WFS expands global Emirates partnership with new cargo handling contract at Frankfurt Airport
- 10** ECS Group – Shaping the Future of GSSA Through Innovation, Intelligence, and Global Expertise
- 13** dnata to open advanced animal handling centre in Amsterdam
- 14** Digital, Customer-Centric, and Globally Agile Leading Through Legacy and Innovation
- 18** Efficiency in Motion: How Jettainer is Redefining Global ULD Management
- 22** Brendan Sullivan Charts the Future of Air Cargo with a Focus on Resilience, Safety, and Sustainability
- 24** Charting the Future of Air Cargo: JTAC Leadership on Innovation, Sustainability, and Global Collaboration at the 2025 Executive Summit
- 30** Etihad Cargo introduces new regional structure to support network growth



CONTENTS

- 31** Unboxing the Emirates Courier Express Livery
- 32** Emirates SkyCargo and Teleport, exclusive cargo partner of AirAsia, sign preferred partnership to combine global network and strengthen trade and e-commerce flows
- 34** Emirates SkyCargo further expands dedicated freighter network to Narita International Airport, Japan
- 35** LATAM Cargo Group and its subsidiaries plan to expand capacity between South America and Europe starting winter season
- 36** Aeroprime group launches glid - the next-generation unified airline retailing platform
- 37** Vienna Airport handles more cargo in the first quarter of 2025
- 38** Turkish Cargo Signs Long-Term Partnership with Atlas Air Worldwide
- 40** Lufthansa Cargo christens newest freighter “¡Hola Argentina!”
- 42** Cathay Cargo congratulates Hong Kong International Airport on being named world’s busiest cargo airport for the 14th time since 2010
- 44** Avianca Cargo achieves a historic milestone during the 2025 Mother’s Day season, transporting over 20,100 tons, a 15% increase
- 47** AERION: A Strategic Think Tank for Air Cargo
- 48** Hong Kong Cargo Volumes Defy Tariff Headwinds in April Surge
- 49** IATA Launches LAR Verify: A Digital Leap for Live Animal Transport
- 50** Pharma.Aero, and TIACA’s Joint Project Leverages Air Cargo to Boost Healthcare Access and Empower Agricultural Economies
- 52** TIACA Announces Jury Selection for Inaugural Inspirational Leader Award – Nominations Now Open
- 53** ACF 2025 Surpasses 60% Sold Out – Secure Your Spot Now!
- 56** Air Cargo Demand Grows 4.4% in March
- 58** TCE Airlines Partners with Unilode Aviation Solutions in Multi-Year ULD Management Agreement
- 59** Unilode Expands UK Footprint with New 27,000 sq ft Facility Near East Midlands Airport
- 60** CNS Prepares to Host Flagship U.S. Air Cargo Conference in Miami, May 2025



WFS expands global Emirates partnership with new cargo handling contract at Frankfurt Airport



Worldwide Flight Services (WFS), a SATS company, has been awarded a new five-year cargo handling contract with the cargo arm of the world's largest international airline, Emirates SkyCargo at Frankfurt Airport. This strategic win strengthens SATS' and WFS' long-standing partnership with Emirates, with the group now providing specialised gateway services at 21 stations across the airline's global network.

The new agreement builds upon the companies' extensive collaboration across key international markets and underscores the importance of WFS' role in supporting Emirates' operations with WFS' secure and efficient cargo handling services. Frankfurt Airport, as one of Europe's busiest cargo hubs, serves as a critical gateway in

Emirates' European network, with the freight division offering a weekly cargo capacity of over 1,400 tonnes.

"At Frankfurt Airport, our team is focused on implementing the operational excellence and specialised handling capabilities that Emirates requires," said **John Batten, CEO Gateway Services, Europe, Middle East, Africa & Asia (EMEA) at WFS**. "Our significant investment in pharmaceutical handling capabilities at Frankfurt, combined with our proven expertise in managing time-sensitive cargo, positions us to deliver the efficient, secure, and reliable services that Emirates and their customers expect at this important European hub."

Robert Fordree, Emirates SkyCargo's Senior Vice President of Operations Worldwide said: "With six

scheduled freighters and 21 passenger flights per week, Frankfurt is an anchor of our European network. As one of the world's most important financial hubs, we move significant volume in and out the market, including specialist products such as pharmaceuticals, automobiles and machinery. By expanding our global partnership with WFS to Frankfurt, we will enhance our existing operations and ensure we can deliver goods quickly, reliably and efficiently, strengthening trade links between Germany's vibrant business community and the wider world."

This contract win further solidifies WFS' growing presence in the crucial European air cargo market and demonstrates its commitment to providing specialised handling solutions for leading global airlines like Emirates.

ECS Group – Shaping the Future of GSSA Through Innovation, Intelligence, and Global Expertise

By Devender Grover,
Editor-in-Chief, Cargo Newswire



Jean Ceccaldi, CEO, ECS Group

In today's rapidly transforming air cargo landscape, where efficiency, digitalization, and sustainability are no longer optional but strategic imperatives, one company continues to redefine the GSSA model through visionary leadership and operational excellence: **ECS Group**.

Headquartered in Paris and operating in more than **50 countries**

with over **1,200 employees**, ECS Group is widely recognized as the **global leader in General Sales and Service Agent (GSSA) solutions**.

The Group represents a diverse portfolio of airline clients across the globe, managing sales, operations, capacity optimization, and ground service oversight with unmatched precision and performance. But to

describe ECS Group as merely a GSSA would be to significantly understate its value proposition.

A Global Presence Anchored in Local Expertise

ECS Group's **global footprint** is reinforced by deep local market knowledge. Whether in Asia, the Americas, Europe, the Middle East,

or Africa, the Group brings region-specific insights to the table—ensuring that each solution is tailored to the commercial, cultural, and regulatory dynamics of the market it serves. Its teams execute bespoke action plans, drive local business development, and act as the face of airline partners on the ground—maximizing cargo revenue, load factors, and client satisfaction.

Commercial & Operational Mastery

With a robust network of experienced cargo sales professionals and fully integrated customer service teams, ECS Group delivers **high-touch service and results-driven performance**. From strategic pricing and route profitability analysis to GHA supervision and RFS (Road Feeder Service) management, ECS Group seamlessly orchestrates the complete air cargo value chain. The company's approach to **revenue optimization** is especially noteworthy, leveraging data and market intelligence to ensure every ton of available capacity is monetized to its full potential.

Technology at the Core

Innovation is embedded into the DNA of ECS Group, most visibly through its **Cargo Digital Factory**—a dedicated technology lab that designs bespoke digital tools aimed at improving every layer of GSSA operations. From **Quantum**, a smart platform for ad-hoc pricing, to **Apollo**, a real-time business intelligence and reporting tool, and **Pathfinder**, a track-and-trace system with in-flight geolocation capabilities, ECS Group's digital ecosystem sets a new industry standard.

These solutions not only enhance visibility and control for airline clients but also eliminate administrative inefficiencies—freeing up resources to focus on strategic growth.

A Sustainable Vision with Tangible Impact

ECS Group is acutely aware of the **environmental responsibilities** that come with being a global leader.

Through its comprehensive **“Future Now” sustainability initiative**, the Group is taking decisive action to reduce its environmental footprint and promote responsible business practices across its network.

The program encompasses ESG policy implementation, detailed **carbon footprint assessments** across all three scopes using the GHG Protocol, and a robust climate action plan. ECS Group has also created a network of 60 sustainability ambassadors, rolled out global training programs, and embedded sustainability metrics into its governance structure.

Leadership with a Vision

Jean Ceccaldi, CEO, ECS Group continues to break new ground, both operationally and strategically. With a firm belief in people-powered logistics, supported by agile digital tools and driven by a responsibility to future generations, ECS Group is not just reacting to market shifts—it is **actively shaping the future** of the GSSA industry.

In this exclusive conversation with **Devender Grover, Editor in Chief, Cargo Newswire**, **Jean Ceccaldi, Chief Executive Officer of ECS Group**, shares his insights on the evolution of the GSSA model, the critical importance of digital transformation, and how ECS Group is creating value for its partners while staying ahead of tomorrow's challenges.

Q ECS Group has been pioneering digital transformation in cargo logistics. What sparked your early commitment to digitalization?

Jean Ceccaldi : Thank you for the question. The decision to go digital wasn't sudden—it was a strategic shift we made years ago, thanks to our leadership's foresight. We anticipated that our industry was moving toward digital platforms, and we knew we had to be part of that change. Digitalization is now embedded in our DNA. That doesn't mean we forget the importance of people on the ground, but digital

tools have become essential for efficiency, transparency, and staying competitive in today's market.

Q Could you elaborate on how ECS Group has responded to client needs with recent digital innovations?

Jean Ceccaldi: Absolutely. We've been investing in digital solutions for six to seven years now. We're part of the **CargoTech ecosystem**, which has allowed us to bring scalable tech to the forefront. Many of our airline partners aren't ready to build these systems themselves, so we provide ready-made platforms—like eBooking engines, cargo marketplaces, CMS, and TMS systems. These tools enable real-time capacity management, automated workflows, and seamless integrations that significantly reduce operational friction.

Digitalization in Action: ECS Group and CargoAi Launch AI-Powered Quotation Automation

A prime example of ECS Group's forward-thinking approach is its **strategic collaboration with CargoAi**, aimed at automating one of the most time-consuming aspects of airfreight sales—email-based quotation processing.

The partnership centers on **CargoCoPilot**, a generative AI-powered API that converts unstructured client email data into structured quotations within seconds, fully integrated with ECS Group's internal **Quantum pricing tool**.

“The daily volume of quotation emails had become overwhelming,” Ceccaldi explains. “Our teams across 23 countries were spending countless hours manually extracting information from emails, entering it into our systems, and replying. With **CargoCoPilot**, all of that has changed.”

Q What impact has the CargoCoPilot API had on your teams and operations?

A: It's been transformational. We now process over **10,000 quotations**

per month via the API. CargoCoPilot reads an incoming email—whether it's in Portuguese, French, or Turkish—and instantly extracts all relevant data, such as dimensions, routing, and special handling codes. It then pushes that data into **Quantum**, which generates a quotation and sends the reply—all without human intervention. The entire process is invisible to the client, yet dramatically more efficient for our teams.

Q And how have your teams responded to the integration of this AI-driven system?

A: Honestly, they're thrilled. Manual data entry is one of the least exciting parts of the job, especially for new hires. This tool removes that burden and increases accuracy. What's even more impressive is how seamlessly CargoCoPilot fit into our workflows—**no training required**, no user resistance. It simply works, and our teams now see it as an essential companion. I've had colleagues say they can't imagine going back to the old way.

Key Benefits of the CargoCoPilot Integration:

- **Effortless Automation:** Email-to-quotation workflows now run without manual intervention.
- **Increased Efficiency:** Teams can focus on sales and client engagement rather than administrative tasks.
- **Global Flexibility:** The tool's multilingual support allows easy deployment across diverse markets.
- **Rapid Implementation:** Full rollout took less than a week after the proof-of-concept phase.
- **Scalability:** ECS Group has already achieved **34% automation** in quotation handling and plans to expand further.

Q What are the main challenges you see ahead in the digital transformation of air cargo, particularly in integrating tools like CargoAI or co-pilots?

Jean Ceccaldi: One of the biggest hurdles is adoption. While younger

freight forwarders are enthusiastic about digital tools, many others still rely on legacy systems. Our role is to make that transition as easy as possible. Platforms like **CargoAI** or our **co-pilot solutions** simplify user experience and increase data accuracy. We've integrated systems like **CargoSpot** with our CMS via APIs, so data flows in real time. This has significantly reduced manual tasks and allowed our teams to focus on value-driven activities.

The Group represents a diverse portfolio of airline clients across the globe, managing sales, operations, capacity optimization, and ground service oversight with unmatched precision and performance.

Q AI is a hot topic. How does ECS Group see AI and automation shaping the cargo industry today and in the future?

Jean Ceccaldi: For ECS Group, AI is not a buzzword—it's a working reality. Through our CargoTech division, we're already using **AI-driven platforms for predictive analytics, dynamic pricing, and workflow automation**. These systems are designed to enhance both internal processes and external services. For instance, our co-pilot platforms assist with revenue steering and help our teams and partners make faster, more informed decisions. AI allows us to be proactive rather than reactive.

We see AI as a foundational technology. It's already embedded in our pricing logic, forecasting models,

and operational alerts. Through **CargoTech**, we're building a full suite of AI-enabled services that support dynamic pricing, anomaly detection, and revenue optimization. The goal is to enable **faster decision-making, smarter commercial strategies**, and better results for our partners.

Q ECS Group has made strong statements around sustainability. Can you tell us more about the launch of your Climate School and how it fits into your strategy?

Jean Ceccaldi: Sustainability is not just a tick-box for us—it's embedded in our strategic roadmap. The **ECS Climate School** was launched to educate and empower our people and partners. It covers everything from regulatory compliance to behavioral change. More than **75% of our workforce has completed the training**, and we're now expanding participation to our partners. As GSSAs, we're in a pivotal position to influence how air cargo contributes to environmental stewardship, and this is one of the many ways we're doing that.

Q Finally, where do you see ECS Group heading in the next five years?

Jean Ceccaldi: That's a timely question, but I must admit—we're on the verge of a major announcement. Our leadership is finalizing a new **strategic vision** that we'll unveil in the coming weeks.

Closing Note:

From AI to ESG, ECS Group is not just keeping pace with a fast-evolving air cargo industry—it is actively **setting the pace**. Through strategic digital investments, a global operational footprint, and a deeply embedded sustainability ethos, the Group continues to offer forward-thinking solutions for a complex world. As **Jean Ceccaldi** hints at a new chapter ahead, one thing is clear: the future of GSSA is already in motion—and ECS Group is leading the way.

dnata to open advanced animal handling centre in Amsterdam



Purpose-built 2,380m² facility to set a new benchmark for animal care in the cargo industry

dnata, a leading global air and travel services provider, will open a dedicated animal handling centre at Amsterdam Schiphol Airport (AMS) this summer. Part of the **dnata Cargo City Amsterdam** complex, the purpose-built facility is set to raise the bar for comfort and care in animal transport in Europe.

Thoughtful design for animal wellbeing

Spanning 2,380m², the fully temperature-controlled centre is designed to accommodate a wide range of animals in a safe, calm environment. It will include separate holding areas, quiet zones, adjustable lighting and an on-site vet to ensure continuous care. The facility will also house stables for over 70 horses, supported by rigorous biosecurity protocols.

The new centre is designed to meet the highest global standards, including IATA's Centre of Excellence

for Independent Validators (CEIV) Live Animals certification. In addition, dnata's animal handling team is fully trained and regularly updated on IATA's Live Animals Regulations (LAR), the industry benchmark for humane and compliant animal transport.

Meeting growing global demand

The launch comes amid rising demand for high-quality animal transport. In 2024, nearly 200,000 live animal shipments were recorded globally – an 11% increase since 2019. At Schiphol alone, dnata handled 22,500 separate shipments last year.

Jan van Anrooy, Managing Director, dnata Netherlands, said: "Our new animal handling centre is built entirely around animal wellbeing. From calm surroundings to expert care, every detail supports a safe and comfortable journey. We'll continue working closely with our partners to raise the bar for

live animal logistics in Amsterdam and beyond."

Regional leadership in specialist cargo handling

dnata's new facility complements its existing 2,000m² Animal Care & Inspection Centre at Brussels Airport, reinforcing its leadership in specialist cargo handling across the Benelux region.

It will form part of dnata Cargo City Amsterdam, one of the world's largest and most advanced facilities of its kind, opening this July. The 61,000m², fully automated hub will be capable of processing more than 850,000 tonnes of cargo annually, including pharmaceuticals, perishables, dangerous goods, aircraft engines and vehicles.

dnata currently provides ground handling and cargo services to 25 airlines in Amsterdam, handling over 550,000 tonnes of cargo annually with a team of over 1,000 highly trained professionals.

Charting the Future: Global GSA Group



Digital,
Customer-
Centric, and
Globally Agile
Leading
Through
Legacy and
Innovation

*Devender Grover,
Editor-in-Chief, Cargo
Newswire in Conversation
with Aytekin Saray,
CEO – Global GSA Group*

As Global GSA Group celebrates its 30th anniversary, the air cargo industry finds itself at a critical inflection point — defined by rapid digital transformation, shifting global trade dynamics, and a renewed focus on sustainability and strategic agility. At the helm of Global GSA Group's next chapter is **Aytekin Saray**, a seasoned industry leader whose journey with the company spans more than two decades.

Appointed CEO in a milestone year for the Group, Saray brings deep operational insight, cross-market experience, and a future-forward mindset that reflects the evolving role of GSAs in the modern logistics ecosystem. Under his leadership, Global GSA is charting a bold course — one that leverages digital intelligence, customer-centric innovation, and sustainable growth as core tenets of its global strategy.

In this exclusive interview with **Devender Grover, Editor in Chief, Cargo Newswire Magazine, Aytekin Saray** shares his vision for the Group's transformation, the impact of new partnerships and leadership appointments, and how GSAs can serve as strategic enablers in an increasingly complex cargo environment. From redefining customer engagement to embracing "customer-centTECH" principles, this conversation offers a compelling look into how Global GSA Group is not only keeping pace with change — but actively shaping the future of air cargo logistics.

Q Congratulations on being appointed CEO in such a milestone year for Global GSA Group. Having been with the company for over 20 years, how does this moment reflect both your personal journey and the evolution of the Group itself?

Aytekin Saray: Thank you — stepping into the role of CEO during our 30th anniversary is both an honor and a deeply personal milestone. I've grown alongside Global GSA Group since joining in 2000, and every chapter of our journey has shaped who I am as a leader today. From my early days under the mentorship of Ismail Durmaz to overseeing our Central European operations, I've witnessed firsthand how our commitment to people, innovation, and service has fueled our growth. This appointment is not just a reflection of my professional path, but also of the Group's evolution — from a pioneering GSA in Amsterdam to a truly global network representing over 60

airlines. As we enter this exciting new phase, I'm committed to preserving our core values while accelerating our transformation through digitalization, sustainability, and customer-centric innovation.

Q The Group is celebrating its 30th anniversary while undergoing rapid transformation. What strategic goals are you prioritizing to ensure Global GSA becomes the most agile and forward-thinking GSA in the market?

Aytekin Saray: As we celebrate our 30th anniversary, our focus is firmly on the future — and transformation is at the heart of that. Our strategic priorities center around three key pillars: accelerating digitalization, deepening customer-centricity, and expanding our global footprint. With partners like CargoTech, we're investing in cutting-edge tools like SkyPallet and Rotate Live Capacity to bring real-time insights, automate routine tasks, and enhance decision-making across our network. At the same time, we're equipping our teams with the training and resources needed to combine technological precision with human expertise — what we call becoming "customer-centTECH." We're also strengthening leadership across regions, as seen with recent appointments, to ensure local responsiveness within a global framework. The goal is clear: to evolve into the most agile, data-driven, and relationship-focused GSA in the industry.

Q You've stepped into this role at a time of key organizational shifts, including the appointment of Zafer Aggunduz as CCO and the partnership with CargoTech. How are these changes helping to build a smarter and more integrated GSA model?

Aytekin Saray: These changes are paving the way for a more responsive and data-driven GSA model. Zafer

Aggunduz brings not only a deep familiarity with our culture but also a strategic vision that supports our global ambitions. His leadership, combined with our partnership with CargoTech, is enabling us to integrate smarter forecasting, unify operations across markets, and elevate our customer experience. Together, these shifts are helping us move from a traditional sales role to a strategic enabler for our airline partners.

Q Digitalisation is a cornerstone of your growth strategy. Can you provide insight into how the partnership with CargoTech and other internal tech initiatives are reshaping your service delivery and internal operations?

Aytekin Saray: Our partnership with CargoTech has allowed us to transform service delivery through practical, high-impact tools like SkyPallet and Rotate Live. These platforms give us real-time visibility into capacity and market trends, enabling faster, more accurate decision-making. Internally, we've moved away from manual workflows to a more predictive and automated structure, which enhances pricing accuracy and reduces response times. This shift isn't just about speed — it's about giving our teams and customers better tools to make smarter choices.

Appointed CEO in a milestone year for the Group, Saray brings deep operational insight, cross-market experience, and a future-forward mindset that reflects the evolving role of GSAs in the modern logistics ecosystem.

Q The Group is undergoing significant transformation. Could you elaborate on your key priorities in this phase of expansion and digitalisation?

Aytekin Saray: As we expand and digitalize, my focus is on aligning every part of our global operation with the tools and processes needed for scalable success. That means eliminating complexity in our systems, using data to guide decision-making, and strengthening local execution with global consistency. We're also prioritizing seamless integration across sales, finance, and operations to ensure that what we offer is not only efficient but strategically valuable to our partners.

Q With increasing focus on sustainability and efficiency across the air cargo industry, how is Global GSA embedding ESG goals into its broader transformation journey?

Aytekin Saray: Sustainability is an integral part of our transformation journey, not just a response to industry trends but a core responsibility we fully embrace. At Global GSA Group, we're embedding ESG goals by aligning our digitalization efforts with environmental impact reduction — optimizing cargo flows, streamlining operations, and cutting inefficiencies all contribute to a lower carbon footprint. Our collaboration with CargoTech enables data-driven decisions that enhance efficiency, reduce unnecessary movement, and support smarter load planning. Internally, we're training teams to prioritize sustainable practices, ensuring compliance with evolving regulations and encouraging innovation that supports greener logistics. From reducing administrative burdens through automation to promoting digital booking and tracking tools that eliminate paper processes, every step in our transformation considers environmental and social impact. We see this as a shared mission with our partners — to grow responsibly while

building a future-proof, ethical, and efficient GSA model.

Q The air cargo sector is navigating a complex landscape — from capacity shifts and digital demands to geopolitical and regulatory challenges. What role do GSAs like Global GSA play in helping carriers navigate this volatility?

Aytekin Saray: In today's complex and volatile air cargo landscape, GSAs like Global GSA Group play a critical role as stabilizing, adaptive partners to carriers navigating everything from capacity shifts and digital acceleration to geopolitical and regulatory pressures. Our strength lies in combining long-standing local expertise with a global mindset — we understand the nuances of diverse markets and can respond rapidly when trade routes shift or regulations change. Through deep, trust-based partnerships—some spanning over 30 years—we provide continuity and strategic insight that go beyond transactional support. Digital tools like Rotate Live Capacity and SkyPallet allow us to forecast trends and optimize operations in real time, while our on-the-ground teams maintain the high-touch relationships that are essential in this people-driven industry. Whether it's adapting to the rise of e-commerce, managing specialized cargo, or supporting compliance with evolving security

Ultimately, we're not just service providers, we're co-navigators helping airlines stay competitive, compliant, and customer-focused in a fast-moving world.

standards, we offer flexibility, foresight, and resilience. Ultimately, we're not just service providers, we're co-navigators helping airlines stay competitive, compliant, and customer-focused in a fast-moving world.

Q How is Global GSA Group strengthening its customer-centric approach under your leadership? With your extensive background in air cargo, how do you see the role of GSAs evolving in today's logistics landscape?

Aytekin Saray: Under my leadership, we are reinforcing Global GSA Group's customer-centric approach by deepening the fusion of human expertise with digital innovation — what we refer to as our “customer-centTECH” philosophy. With over two decades in the air cargo sector, I understand that technology alone doesn't build trust — people do. That's why we're empowering our teams with both advanced tools and ongoing training to anticipate customer needs, provide tailored solutions, and maintain proactive communication at every stage. We're also expanding specialized services in key verticals like pharma, perishables, and high-value cargo, where precision and care are essential. Simultaneously, we're investing in platforms like CargoTech to enhance transparency, real-time visibility, and operational agility — giving our airline partners a strategic edge in an unpredictable market. As GSAs evolve, our role is no longer limited to sales and representation; we are now strategic enablers, helping carriers navigate complexity, drive efficiency, and deliver exceptional value to their customers.

Q What are some of the main challenges currently facing the air cargo sector, and how is Global GSA Group positioned to address them?

Aytekin Saray: The air cargo sector is currently facing a convergence of challenges — from geopolitical tensions and regulatory complexity to

capacity volatility, labor shortages, and rising demands for digitalization and sustainability. At Global GSA Group, we're tackling these head-on by focusing on agility, specialization, and technological integration. Our local teams, trained in compliance and industry best practices, allow us to navigate shifting trade routes and regulatory landscapes with speed and precision. Meanwhile, our partnership with CargoTech equips us with advanced forecasting, real-time capacity management, and automation tools that streamline operations and enhance visibility. We're also addressing workforce challenges by investing in internal talent development and creating attractive, growth-focused career paths. Ultimately, our strength lies in combining global strategy with local execution — ensuring we remain a proactive, stable, and forward-thinking partner in an increasingly complex logistics environment.

Q How do you envision the integration of technology shaping the future of the GSA business model?

Aytekin Saray: Technology is fundamentally reshaping the GSA business model — not just by improving efficiency, but by redefining our role in the logistics value chain. As automation handles more of the routine, our teams can focus on delivering strategic insights and building stronger partnerships. Platforms like CargoTech give us predictive power and real-time visibility, allowing us to be proactive rather than reactive. Looking ahead, I see GSAs evolving into data-driven hubs of intelligence that anticipate needs, adapt instantly, and consistently add value.

Q Looking ahead, what excites you most about the future of Global GSA Group under your leadership, and what message would you like to send

to the company's partners and stakeholders worldwide?

Aytekin Saray: What excites me most about the future of Global GSA Group is the opportunity to lead a company that is both deeply rooted in experience and boldly committed to transformation. We're at a pivotal moment — celebrating 30 years of success while stepping confidently into a new era of digital, customer-centric growth. I'm energized by our ability to combine human expertise with cutting-edge technology, to build smarter partnerships, and to create value in more agile, responsive ways than ever before. As we expand into new markets, adopt innovative tools, and strengthen our global network, my message to our partners and stakeholders is clear: we are here to grow with you, adapt with you, and deliver with you. Together, we're shaping a GSA model that doesn't just keep pace with the industry — it leads it. The best is truly yet to come.

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Efficiency in Motion:

How Jettainer is Redefining Global ULD Management

*Devender Grover,
Editor-in-Chief, Cargo Newswire in Conversation
with Dr. Jan-Wilhelm Breithaupt, CEO Jettainer*

In an industry where time, reliability, and sustainability define competitive advantage, Jettainer has emerged as the undisputed global leader in unit load device (ULD) management. Operating a fleet of more than 100,000 ULDs across 500 global locations, Jettainer has mastered the delicate balance between operational precision and environmental responsibility, positioning itself at the forefront of logistics innovation.

Wholly owned by Lufthansa Cargo AG, Jettainer is not only a logistics provider but a strategic partner, integrating cutting-edge technologies such as artificial intelligence, big data



analytics, and intelligent IT systems with highly specialized teams to deliver 100% container and pallet availability—anywhere, anytime. Its operations are supported by an independent and responsive global repair network, ensuring customers receive locally relevant service backed by a global backbone.

At the core of Jettainer's philosophy is transparency through innovation. The company is committed to reshaping how airlines and logistics firms view ULD management—not just as a necessary operational function, but as a strategic asset. From managing dedicated ULD-fleets via temperature-

controlled “cool&fly” solutions to flexible leasing through “lease&fly,” Jettainer's modular portfolio addresses the unique needs of each customer, whether it's scaling up for peak seasons or ensuring temperature integrity for pharmaceuticals.

Headquartered near Frankfurt, the company's JettHub—an 18,000-square-meter ULD service and repair facility—operates 24/7 and manages storage for up to 10,000 ULDs. It exemplifies Jettainer's integrated approach, where logistics and lifecycle management converge under one roof.

Sustainability is not an

afterthought but a guiding principle. Through initiatives like *skypooling*, a collaborative platform that reduces empty ULD transfers, light-weight nets and *squAIR-timber*, an eco-friendly alternative to wooden skids, Jettainer is pioneering environmental stewardship in air cargo. Even end-of-life ULDs are given a second life through upcycling into consumer products under the *Bag to Life* initiative.

Founded in 2004, Jettainer continues to chart new frontiers in air cargo logistics. At the helm of this innovation-driven enterprise is Dr. Jan-Wilhelm Breithaupt, a seasoned executive with a clear vision for the

future of aviation logistics. In the following exclusive conversation, he shares insights with *Cargo Newswire* on strategic transformation, digital disruption, and how Jettainer is shaping the sustainable skies of tomorrow.

Leadership in Load: A Conversation with Dr. Jan-Wilhelm Breithaupt, CEO of Jettainer

As the air cargo industry faces unprecedented demands for transparency, sustainability, and digitalization, companies that once operated behind the scenes are now emerging as vital strategic partners. One such player is **Jettainer**, the global leader in ULD (unit load device) management. With a fleet of over 100,000 ULDs deployed across 500 locations, Jettainer's operational scale is only matched by its innovation agenda.

At the helm is **Dr. Jan-Wilhelm Breithaupt**, an experienced logistics executive who assumed the CEO position one year ago. In this exclusive conversation, he shares his vision for Jettainer's next chapter—from embedding AI into core systems to redefining the lifecycle of ULDs for a more sustainable future.

Q **Dr. Breithaupt, thank you for joining us. Could you begin by telling our readers what Jettainer is all about and how the company has evolved under your leadership?**

Dr. Breithaupt: Thank you for having me. Jettainer is a specialized ULD management company. Our role is to ensure that airline partners around the world have the right containers and pallets, at the right time, in the right place. Since stepping into the CEO role last year, I've dedicated time to listening—visiting customers, engaging with our regional teams, and reviewing our operational DNA. We have a strong global footprint, but there's still immense potential—particularly in elevating digital capabilities and refining how we deliver efficiency.

Q **You mentioned digitalization as a key priority. How is Jettainer embracing this transformation?**

Dr. Breithaupt: We've been on the digital path for some time, but we're now accelerating. One of the pivotal developments is aligning with IATA's *One Record* standard, which becomes effective in January 2026. This initiative aims to unify data exchange across the air cargo ecosystem. I've long been a proponent of this model from the airline side, and at Jettainer, we're actively contributing to the implementation by signing the *Digital Leadership Charter*. Our goal is to integrate ULDs as IoT-enabled assets, enabling seamless interoperability across digital systems.

Q **What role does artificial intelligence play in Jettainer's future operating model?**

Dr. Breithaupt: AI is central to our strategy. Our new JettWareNG platform—Jettainer's next-generation IT platform for ULD management—, launched this March, is a cloud-based system infused with AI features to support smarter, faster decision-making in ULD management. It automates routine decisions, freeing our experts to focus on complex scenarios. AI will also support our analysis of repair trends, identifying usage patterns and even forecasting when a ULD should be retired. The future is about proactive, data-driven logistics.

Q **How do you navigate the complexity of tracking ULDs across such a dispersed global network?**

Dr. Breithaupt: Tracking ULDs remains a major challenge, especially in less-connected environments such as e-commerce forwarders. While we use BLE (Bluetooth Low Energy) devices, they rely on ground infrastructure—readers and gateways—that aren't always available. That's why we're investigating hybrid tracking technologies. Our aim is to establish end-to-end visibility, even outside

traditional logistics corridors.

Q **Can you elaborate on the specific technologies Jettainer is adopting?**

Dr. Jan Wilhelms: Absolutely. A key element is our completely new cloud-based version of our JettWare NG platform. It is the fundament to integrate hybrid tracking technologies. Beside BLE we're testing complementary solutions like GPS, GSM, LoRa, in combination with WiFi sniffing and mesh-technologies to handle complex logistics networks—this is key especially where e-commerce is concerned, and assets often leave our ecosystem.

From Digital Milestones to Innovation Challenges: Jettainer Doubles Down on Smart ULD Management

Following the successful launch of *JettwareNG* and its leadership role in the first *ONE Record ULD Challenge*, Jettainer continues to make bold strides in digital innovation and customer-centric transformation. In this exclusive continuation of our discussion, CEO **Dr. Jan-Wilhelm Breithaupt** delves into how these developments mark a turning point for the company's digital vision and the broader logistics ecosystem.

Q **You've spoken about becoming the digital market leader in ULD management. How does this platform support that ambition?**

Dr. Breithaupt: Digital leadership comes from enabling and performing not just automation, but intelligent, responsive systems. *JettwareNG* introduces a new standard for how ULDs are managed. We're not only embedding AI into core functions—supporting the decision making of our ULD controller—but also laying the groundwork for integrating IATA's *ONE Record* standard. That's the industry's future: one seamless, interoperable layer where all cargo-related data is exchanged securely and uniformly.

Q Speaking of ONE Record, Jettainer was involved in the recent ONE Record ULD Challenge. Could you tell us more about that initiative?

Dr. Breithaupt: Absolutely. The *ONE Record ULD Challenge* was initiated by us as part of IATA's Hackathon series, and Jettainer sponsored the competition for ULD-specific applications. The winning team, from Champ Cargosystems, developed "Luna"—an AI-powered assistant that can perform serviceability checks on ULDs using voice, text, and image recognition. It was built using the *ONE Record API*, which aligns perfectly with our vision of a fully digital, automated ULD management system.

Q What did you find most exciting about the outcomes of that challenge?

Dr. Breithaupt: The level of innovation. Luna addresses a real operational pain point—how to quickly and reliably assess ULD condition at ground level. The solution's use of AI for visual and voice-based diagnostics shows where the industry is heading. It was inspiring to see so many teams reimagine the future of cargo tech. Events like these are crucial in surfacing fresh thinking and turning complex digital standards like ONE Record into actionable tools.

Q Are you planning to incorporate any of these solutions into Jettainer's systems?

Dr. Breithaupt: We're exploring several of the ideas further. The hackathon wasn't just a competition—it was an incubator. Our goal is to take promising solutions like Luna and test their application in real-world conditions. We're also organizing a *Jettware Customer Forum* to gather structured customer feedback, which will help refine not just our IT solutions but also drive co-innovation. This collaborative model will define the next chapter of our product development.

Q Looking ahead, how will platforms like JettwareNG and collaborative innovation events shape the next five years for Jettainer?

Dr. Breithaupt: These tools are foundational. By 2030, I expect ULD management will be almost entirely autonomous. Decisions that today require manual review will be machine-driven but human-supervised. The ULD specialists act more intensive within the customers handling processes and build the interface between the ULD Control Desks and the shop-floor. Jettainer's digital twin strategy, real-time tracking enhancements, and customer-driven development cycles will enable that future. We're not only optimizing how ULDs move—we're reimagining how data, people, and assets interact across the logistics chain. That's the essence of smart air cargo.

Q Operational security and ULD misuse are persistent industry issues. How is Jettainer addressing these risks?

Dr. Breithaupt: You're right—improper handling during ground operations can lead to serious safety and financial consequences. We've seen recurring issues in certain regions, particularly the Americas, where pallets are misused or damaged. To combat this, we analyze repair data to identify trends and initiate customized training for ground handlers. Additionally, by optimizing fleet sizes—often reducing the number of ULDs needed by 15–20%—we cut exposure to operational risks while enhancing availability.

Q Sustainability is reshaping air cargo operations. What steps is Jettainer taking to support environmental goals?

Dr. Breithaupt: Our sustainability agenda is embedded in everything we do. Reducing the overall ULD footprint is already a huge win—20% fewer units mean fewer flights and less fuel burned. We introduced lightweight containers as early as 2009, and we've recently added lightweight cargo nets to our

offerings. We're also testing lightweight pallets, though they present structural challenges. Beyond product innovation, our *skypooling* platform enables airlines to share ULDs, reducing empty repositioning and associated CO₂ emissions. It's about smarter use of existing assets.

Q On a personal note, what fuels your leadership in this dynamic sector?

Dr. Breithaupt: I've always been driven by a passion for production logistics—finding optimal flows through complex systems. My career started at Lufthansa Technik Logistik, then moved to Lufthansa Passenger Services where we digitized key customer touchpoints like developing the mobile check-in and boarding pass. Cargo became my focus at Lufthansa Cargo, and now, at Jettainer, I have the chance to continue that systems thinking on a company level. It's a blend of operational excellence, digital innovation, and environmental responsibility—everything I enjoy.

Q Where do you envision Jettainer in the next five years?

Dr. Breithaupt: We will be even more integrated and data-driven. The ULD itself will remain the focal point, but its role will evolve—it will be digitally tracked, lifecycle-optimized, and seamlessly integrated into our customers' systems. Think of "digital twins" for each ULD, offering real-time status, usage history, and predictive maintenance insights. We'll also explore adjacent verticals where our expertise in asset management can create new value. Jettainer will continue to lead not just in availability and efficiency, but in setting the innovation agenda for air cargo logistics.

Q Thank you, Dr. Breithaupt. It's clear that Jettainer is not just managing ULDs—it's reinventing them.

Dr. Breithaupt: Thank you—it's an exciting time for us and the industry.

WCS Dubai:

Brendan Sullivan Charts the Future of Air Cargo with a Focus on Resilience, Safety, and Sustainability



At the 18th IATA World Cargo Symposium, held in the global logistics hub of Dubai, Brendan Sullivan, IATA's Global Head of Cargo, delivered a compelling vision for an air cargo industry at the nexus of disruption, innovation, and responsibility.

Hosted by Emirates SkyCargo and dnata, the symposium brought together global leaders amid heightened geopolitical tensions, complex regulatory landscapes, and mounting sustainability pressures. Against this backdrop, Sullivan's address underscored air cargo's unmatched agility and reaffirmed its central role in global trade and humanitarian response.

Resilience in Crisis: Air Cargo's Defining Role

Sullivan opened with a powerful example of air cargo's flexibility—when Red Sea disruptions halted maritime shipments of critical medical supplies, air freight was mobilized within hours. A shipment once destined for clinics in Sudan and Yemen, under siege from conflict and shortages, made its journey by air thanks to decisive action by relief organizations such as Direct Relief.

"Where others stall, air cargo delivers," Sullivan stated. "This agility is not just situational—it is foundational. Every day, 180,000 tonnes of cargo flow through our networks, fuelling global commerce, creating jobs, and sustaining communities."

As the world continues to respond to natural disasters, such as the recent earthquake in Myanmar, air cargo's reliability is more than operational—it's humanitarian.

Safety & Security: Strengthening the Core

A key theme of the address was air cargo's uncompromising focus

on safety, particularly regarding the growing challenge of lithium battery shipments. Sullivan shared the story of a potentially catastrophic incident narrowly averted in East Asia, where a trained inspector identified undeclared, damaged batteries during a routine inspection.

“This was not luck,” Sullivan emphasized. “It was the result of robust training, technology like DG AutoCheck, and certification frameworks such as CEIV Lithium Batteries.”

With lithium battery shipments surging—driven by consumer electronics, e-bikes, drones, and power tools—IATA is calling for stronger global enforcement, enhanced training, and expanded CEIV adoption. Over 85,000 professionals were trained in IATA’s Competency-Based Dangerous Goods programs last year, and 121 organizations are now CEIV Lithium-certified.

“Every actor in the chain—manufacturers, shippers, forwarders, and carriers—must be informed, compliant, and accountable,” said Sullivan.

CEIV: Raising the Bar Across the Cargo Chain

Now marking a decade, the CEIV (Center of Excellence for Independent Validators) program is transforming how air cargo handles specialized freight—from pharmaceuticals and perishables to live animals and dangerous goods.

Over 600 companies across 65 countries are CEIV Pharma-certified, operating across 250,000 trade lanes. According to IATA, 99% of CEIV participants report a strengthened culture of continuous improvement.

“This is how we embed standards—not as a checklist, but as a mindset,” said Sullivan. “CEIV is the blueprint for a future where compliance, transparency, and trust are institutionalized.”

Security: Navigating a Changing Threat Landscape

Sullivan did not shy away from addressing growing security risks. He cited recent incidents involving

concealed incendiary devices in air cargo and highlighted the inconsistent regulatory responses that followed.

“Civil aviation must never become collateral in geopolitical disputes,” he asserted. “We need globally coordinated, risk-based, and proportionate measures—not reactive, fragmented responses.”

IATA has released new guidance, endorsed across the industry, and is working closely with ICAO, the TSA, and other regulatory bodies to strengthen global cooperation. Sullivan urged states to meet their obligations under ICAO Annex 17, including sharing baseline threat intelligence to support proactive airline response.

Digitalization: Accelerating with Purpose

In a vivid illustration of digital transformation, Sullivan described how a time-critical pharmaceutical shipment, delayed due to an airport outage in Europe, was digitally rerouted in real time. Thanks to integrated systems and IATA’s Air Cargo Device Assessment Program, the medicine reached the patient on time—an outcome that would have been unthinkable without digital capabilities.

“Safety is our foundation,” he said. “Digitalization is our accelerator.”

Yet, Sullivan noted, regulatory fragmentation remains a pressing challenge—especially in e-commerce. With high penalties for non-compliance and conflicting filing standards, the call to action is clear: industry-wide adoption of ONE Record by January 2026.

Currently, 72% of global air waybill volume is on track to adopt ONE Record, with support from 10,000 freight forwarders and over 100 IT providers.

“ONE Record isn’t just a technical upgrade,” Sullivan said. “It’s our best defense against inefficiency, error, and regulatory friction.”

Additionally, IATA is developing tailored tools like **LAR Verify**, which improves compliance and welfare in live animal transport, showcasing how digital tools can deliver targeted

improvements while serving the broader vision of a fully connected supply chain.

Sustainability: Delivering with Purpose

The speech concluded with a compelling vision for sustainable logistics, symbolized by a single Hokkaido scallop flown from Japan to Dubai’s Nobu restaurant on an Emirates aircraft partially powered by Sustainable Aviation Fuel (SAF). The shipment adhered to CEIV Fresh standards, used reusable packaging, and was handled by low-emission ground support equipment.

“This scallop tells a bigger story,” Sullivan said. “It’s about global connectivity with local conscience.”

IATA’s recently launched **SAF Registry** is enabling book-and-claim capabilities, empowering shippers to participate in decarbonization even if SAF is not available on their specific route. But Sullivan acknowledged the road ahead is steep.

“SAF volumes are rising—but not fast enough. Costs remain high, and the policy support we need is lagging. Governments must act, fuel producers must invest, and OEMs must accelerate innovation.”

He cited encouraging deals—from DHL to Korean Air and Formula 1—but warned: “The ambition is there. The scale is not.”

Final Word: Writing the Next Chapter, Together

In closing, Sullivan reminded the audience that the real power of air cargo lies in its ability to make good on its promises—whether in times of crisis or calm.

“These stories—from lifesaving medicines to seafood deliveries—are more than anecdotes. They are proof that this industry delivers, with reliability, with purpose, and with pride.”

As the cargo sector faces an era of transformation, Sullivan’s message to leaders was unambiguous: **resilience, collaboration, and bold innovation will define the next chapter of air cargo.**

Charting the Future of Air Cargo: “TIACA Leadership on Innovation, Sustainability, and Global Collaboration at the 2025 Executive Summit”

By Devender Grover, Editor-in-Chief, Cargo Newswire



Tom Owen



Glyn Hughes



Steven Polmans

As the global air cargo industry continues its evolution amidst unprecedented challenges and opportunities, the **TIACA Executive Summit 2025** stands as a pivotal platform for dialogue, collaboration, and innovation. This year's summit convenes some of the most influential

voices in the sector, aiming to shape the future of air cargo through insightful exchanges and strategic foresight.

In this exclusive interview series, Devender Grover, Editor in Chief, *Cargo Newswire* is honored to engage with two prominent leaders who are steering

the industry's direction: **Steven Polmans**, Chair of TIACA and a well-respected figure in global logistics, and **Glyn Hughes**, Director General of TIACA and a tireless advocate for air cargo advancement. We are also privileged to hear from the **Director of Cathay Pacific Cargo, Tom Owen**,

a key player in international freight operations and sustainability-driven logistics.

These conversations are designed not only to delve into current industry dynamics but also to explore visionary perspectives on resilience, digital transformation, environmental stewardship, and collaborative growth. The questions posed seek to provide our readers—industry professionals, policymakers, and logistics innovators—with valuable insights into how these leaders are responding to the demands of a rapidly changing cargo landscape.

Presented below are the detailed interview with TIACA's **Steven Polmans, Glyn Hughes**, and Cathay Pacific's **Tom Owen** curated to illuminate the strategies, challenges, and aspirations that will define air cargo in the years to come.

1. Devender Grover (Cargo Newswire, CNW):

TIACA's Executive Summit 2025 is being held in Hong Kong, a global hub for air cargo. What motivated the decision to host this major event in Hong Kong this year, especially with its importance to both the global eCommerce market and air cargo operations?

Steven Polmans : The TIACA Board has defined a clear process when it comes to selection of event locations, ensuring we operate in a transparent fashion. With TIACA holding ACF's in the Americas and another in the Middle East, the Board guided us to look at Asia this year, and next year look at Europe and Africa as locations for the executive summit. We then reached out to many potential locations in Asia and invited key stakeholders to express interest in holding our event in their location. From the submissions received the events subgroup guided the Board on a preferred location. Hong Kong is right at the centre of the growth of e-commerce and is a critical global air cargo hub with more cargo tonnage

moving through the airport than any other.

2. Devender Grover (CNW):

As the Director of TIACA, what are the key objectives that you hope to achieve with this year's Executive Summit? How do you see the event shaping the future of air cargo, particularly in the context of global trade and sustainability? *With over 350 senior executives expected at the event, what are some of the main topics or themes you anticipate being the focal point of discussions during the two-day conference?*

Glyn Hughes: The Executive Summit is primarily focused on actioned based discussions. We want to raise the critical issues, such as trade challenges, balancing capacity and demand, e-commerce opportunities and obstacles, airport infrastructure and other critical issues. We are bringing industry leaders to engage, debate and challenge. We will then take the key outcomes and feed them into our Board discussions to identify how TIACA can support the industry, whether that is through advocacy, programs or solutions. This is how the BlueSky program and our other sustainability solutions were born and another example was the call last year for an industry analysis of e-commerce obstacles and opportunities. We have been working on that through a dedicated Task Force and the output, in the form of a White Paper will be presented in Hong Kong.

Event Overview & Expectations

3. Devender Grover (CNW):

You've mentioned the importance of discussing critical items that impact the industry daily. Can you elaborate on what specific regulatory changes or industry challenges are expected to take centre stage during the event?

Glyn Hughes: Front and centre will clearly be the current challenges being experienced by the global trade

environment as a result of tariffs, changes in de minimis levels and the introduction of new border filing requirements. TIACA is very active in ICAO forums promoting open and liberalized air transport agreements as a means to support industry flexibility in deploying assets to where demand exists. As global production shifts the need for efficient and connected air services shifts with it. We will also look at taking the collective voice of the industry and adjusting advocacy positions with regards to trade opportunities and challenges. Safety and security will also feature heavily in these discussions.

4. Devender Grover (CNW):

The event includes exclusive access to the Cathay Cargo Terminal facilities. What should attendees expect from this tour, and how does it reflect Cathay Pacific's role in shaping the air cargo sector?

Glyn Hughes: We are very fortunate that this executive summit has two tours on offer. On the day prior to the conference, Cathay Cargo has kindly offered to host a by invitation tour of its facilities, and the day after the event HACTL has also kindly offered to host another tour of its facilities.... I think both will be an eye opening and inspirational insight into how such large volumes of cargo are processed via the use of the latest technology, automated systems and focus on quality. Each has specialized facilities aligned with the most sophisticated shipper demands and will serve as a great illustration as to how things should be done as they are being done.

Industry Leadership & Innovation

5. Devender Grover (CNW):

In your role as Chair of TIACA, how do you envision the air cargo sector evolving over the next 5-10 years, particularly in terms of technological advancements and sustainability?

Steven Polmans : You can't hold back progress and often times you can't predict it either. But as

air cargo plays such a critical role in the global economy, we look to how that is predicted to evolve to see the potential opportunities for air cargo. TIACA will equally need to evolve to continue to align with and remain relevant to the entire supply chain. Despite current bumps, the growth trajectory of e-commerce, domestically, regionally and globally looks set to increase significantly over coming years. With speed being a critical component, air cargo will benefit from that growth. We also anticipate shifts in production centres which will increase supply chain complexity and enhances the need for further connectivity which air cargo provides. We also expect the high tech, perishables and pharmaceutical sectors to growth. Socially, we expect the focus on sustainable practices and solutions to increase across all industries so air cargo will also need to invest further to reduce our environmental footprint whilst enhancing social relevance and value. The need for efficiency, transparency and optimization will dictate the need for all parties to increase reliance on technology, particularly AI with the benefits those tools provide.

6. Devender Grover (CNW):

The air cargo industry is increasingly focused on innovation. Could you share some of the new technologies or trends in air cargo that you see as pivotal in shaping the future of the industry?

Glyn Hughes: Where to start... just looking at our Sustainability Awards entries over the last few years provides the best insight into where technology and innovation is heading, Automated and autonomous vehicles, inside the warehouse and on the ramp, digital bots and AI assistants to improve the enquiry, booking, transport, and disruption management processes, innovative aircraft design and propulsion systems, light weight equipment, trackable devices, and other forward thinking solutions provide very

encouraging signs that this industry won't just evolve with the times but will set new standards to be ahead of the times.

7. Devender Grover (CNW):

With the rising emphasis on sustainability, what role do you see the air cargo industry playing in addressing climate change, and how can the upcoming Executive Summit contribute to the conversation about sustainable practices?

Glyn Hughes: Sustainable practices are featuring more and more in today's discussions between shippers, their freight forwarders, airlines and ground handlers. We will dedicate a session to exploring best practices and seeking to identify where TIACA can do more. We are engaged in many different initiatives with different associations, such as Pharma.Aero, as we seek to ensure this crucial topic remains front and centre in our strategy and actions.

Awards Program and Recognition

8. Devender Grover (CNW):

The Executive Summit will highlight an awards program, including the Hall of Fame and Sustainability Awards. What does it mean for TIACA to recognize outstanding leaders and rising stars in the industry, and how important is it to highlight sustainability initiatives within air cargo?

Glyn Hughes: We like to showcase and celebrate success and inspirational leaders as a way to show others the path. This industry is first and foremost a people industry and we need to demonstrate that everyone, regardless of age, race, religion, national origin, education, sexual orientation or physical ability can find a home in air cargo. People make things happen, so we like to celebrate this. Our two new awards compliment an already great portfolio and we are excited to see who the first recipients will be.

Networking & Collaboration

9. Devender Grover (CNW):

Networking is a key element

of the Executive Summit. With such a global audience, how do you envision fostering meaningful conversations and collaborations during the event?

Glyn Hughes: By allocating sufficient time and providing inspirational locations to create the right energy for colleagues to discuss the day's events and establish new business relationships based on a common and mutual sense of doing better to achieve greater. Our welcome cocktail reception will be held under the stars on a rooftop location with the amazing lights of the Hong Kong skyline to serve as a trigger for sparkling discussions. The networking dinner on the following night will be held on a beautiful boat cruising the Hong Kong harbour, again benefitting from the stunning skyline as a backdrop.

Looking Ahead to the Future

10. Devender Grover (CNW):

As the event draws closer, what are the key takeaways or messages you hope the attendees will walk away with from the Executive Summit?

Glyn Hughes: We know there are many industry events on the annual calendar and we really appreciate that they choose to attend our event and we hope they will look back afterwards and say I learnt something new, I shared my success, I met new colleagues, I forged new business relationships, my voice was heard and I enjoyed my time. This for us is success.

11. Devender Grover (CNW):

Finally, as we approach the Executive Summit, what is your message to the air cargo community, especially in terms of preparing for the challenges and opportunities that lie ahead in 2025 and beyond?

Glyn Hughes: The key to success is agile flexibility in responding to whatever obstacles the world throws at the air cargo industry. Be open, be innovative invest in people and collectively let's shape a better industry for tomorrow.

Charting the Future of Air Cargo:

“Cathay Cargo Powers Global Growth from Asia’s Premier Air Cargo Hub”

Strategic location, innovation, and major investments position Cathay Cargo at the forefront of the air freight industry.

Devender Grover, Editor in Chief, Cargo Newswire - As Hong Kong continues to be the world’s leading air cargo airport and a global eCommerce hub, how does Cathay Cargo leverage its strategic location to drive innovation and growth in the air cargo industry?

Tom Owen, Director Cargo, Cathay Cargo - Hong Kong International Airport (HKIA) has once again been named number one in the world for air cargo is an outstanding achievement and one that stands as testament to the cooperation, innovation and world-leading facilities

that our home hub has to offer. As the largest cargo operator at HKIA, we are proud to be part of this success story. We contribute approximately 30% of HKIA’s total cargo throughput, highlighting our significance in its continued leadership. But this achievement is much broader than Cathay Cargo—it reflects the combined efforts of government authorities, the Airport Authority, and the logistics community, who are all committed to growing Hong Kong’s status as the leading global air cargo hub.

Our home hub’s strategic location at the heart of Asia enables us to capitalise on Hong Kong’s pivotal role in global air cargo, reaching half of the world’s population within 5 hours’ flying time.

HKIA’s Three-Runway System (3RS) will in the years ahead significantly increase capacity and flexibility for arriving and departing aircraft, boosting Cathay Cargo’s operations and enhancing connectivity between Hong Kong, the Chinese Mainland, and global markets. The 3RS also complements our intermodal transshipment services in the Greater Bay Area, facilitating efficient connections between air, land, and sea transport. The 3RS further solidifies this advantage by facilitating streamlined freight transport from key production hubs (such as the Chinese Mainland, Southeast Asia, India, and Bangladesh) to vital consumption regions like the Americas and Europe, fuelling growth in e-commerce and specialized cargo services.

Cathay Cargo is committed to the continued growth of the Hong Kong international aviation and logistics hub, with more than HK\$100 billion in investments coinciding with the commissioning of the 3RS. This includes six new Airbus A350F freighter aircraft, with the option to acquire an additional 20 in the future, which will enhance Cathay Cargo’s fleet capabilities to meet rising demand and deliver specialised solutions.

Devender Grover: With the upcoming Executive Summit taking place in Hong Kong, how do you see the city’s infrastructure, including the Cathay Cargo Terminal, influencing industry leaders understanding of the evolving air cargo landscape?



Tom Owen: The Executive Summit provides a unique opportunity for industry leaders from around the world to experience our Hong Kong Hub and tour our Cathay Cargo Terminal (CCT), witness firsthand the advanced operational capabilities, and engage in discussions about the future of air cargo.

CCT is at the forefront of innovation and adaptability in meeting the demands of a dynamic and ever-changing air cargo landscape. Equipped with state-of-the-art facilities and cutting-edge technology, CCT not only ensures efficient handling of cargo but also sets a benchmark for operational excellence in the air cargo industry.

Recently, CCT became the first ground-handling organisation in Asia to achieve the International Air Transport Association (IATA) Security Management System (SeMS) certification at Operating Status - the highest tier for a first-time certification. In addition, CCT has completed the first end-to-end trial of Autonomous Electric Tractor (AET) operations and is piloting the use of Hydrotreated Vegetable Oil (HVO) for its non-electric cargo tractors, underscoring our commitment to sustainability and innovation.

A key highlight of Hong Kong's logistics infrastructure is its seamless multimodal connectivity with the Greater Bay Area (GBA), integrating land, sea, and air transport to form a highly efficient and comprehensive supply chain network. Cathay Cargo has developed robust intermodal connectivity across the GBA through strategic facilities such as the Cathay Cargo Terminal Dongguan at the HKIA Logistics Park. This bonded and security-screened facility enables cargo to be accepted, screened, and palletised upstream in the Mainland China, then transported via multiple modes-including road, sea and air to Hong Kong International Airport for onward air shipment worldwide.

While the integrated land-sea-air multimodal network remains in its

pilot phase, the Dongguan initiative has already proven commercially successful. By effectively bringing Hong Kong's cargo clearance jurisdiction into the GBA, we reduce time and cost for forwarders, creating a scalable blueprint for future growth.

Devender Grover: Hong Kong's central role in international trade and eCommerce creates unique opportunities for Cathay Cargo. What initiatives or innovations has Cathay Cargo implemented to stay ahead in a competitive and rapidly evolving air cargo market?

Tom Owen: Digital transformation is a core pillar of Cathay Cargo's strategy. We refreshed Cathay Courier solution for urgent, small shipments and has added piece-level tracking for extra transparency to its existing features of speed, guaranteed capacity, dedicated handling and customs clearance.

Earlier this year, Cathay Cargo was the first carrier to adopt IATA's ONE Record data protocol for seamless shipment information exchange with forwarders, enhancing transparency and efficiency. We're already prepared for the 2026 ONE Record implementation and have conducted successful trials across our network. This has delivered better transparency, fewer errors in airway bill handling, and improved operational efficiency.

In CCT, we are now integrating AI-powered surveillance with the on-premises CCTV infrastructure to detect safety breaches (e.g., unauthorized intrusions, unattended shipments) and deploying AI-enabled X-ray machines to enhance screening for undeclared lithium batteries. Our AI initiatives also extend to dynamic pricing and customer experience improvements—tools we're refining to improve efficiency and responsiveness across the customer journey.

Devender Grover: As a key player in Hong Kong's air cargo ecosystem, how does Cathay Cargo view its role in facilitating global supply chains, and

what do you hope executives attending the summit will learn from Cathay Cargo's experiences and expertise in this arena?

Tom Owen: As a key player in Hong Kong's air cargo ecosystem, Cathay Cargo views its role as a vital enabler of global supply chains, connecting manufacturers, suppliers, and consumers across Hong Kong, Mainland China, and worldwide. Leveraging our strategic location, advanced infrastructure, and extensive and growing network, we ensure efficient, reliable, and agile cargo transportation that keeps supply chains resilient and responsive to ever-changing market demands.

We hope executives attending the summit will gain deeper insights into Cathay Cargo's rich experience and expertise in areas including digitalisation, safety and sustainability. We aim to share how our integrated approach on operational excellence, customer-centricity, and continuous innovation can help global supply chains adapt and thrive in a rapidly evolving air cargo landscape.

Our 2024 performance, including carrying over 1.5 million tonnes of cargo—a year-on-year growth of 11–12%—speaks to the strength of our strategy. We were proud to be named Air Transport World's Cargo Operator of the Year, and we've continued to grow our global network, now flying to 100 destinations.

Additionally, our relaunch of nine specialist cargo verticals, including Cathay Expert, Cathay Fresh, and the upcoming Cathay Live Animal, showcases our focus on high-value, tailored solutions for complex cargo needs. Specialist cargo yields are up to five times higher than general freight, and we are actively informing shippers about our capabilities in this space.

Our Brand promise to customers is We Know How, and we intend to continue to invest in our people and capabilities ahead to move closer to our vision of becoming the World's Best Air Cargo carrier.

dnata to expand airside fleet with 800 new units in US\$ 110 million rollout in 2025



Continued investments support operational growth, efficiency and fleet decarbonisation efforts globally

dnata, a leading global air and travel services provider, announced plans to deploy 800 new ground support equipment (GSE) units across its global network in 2025. The rollout, valued at US\$ 110 million, is part of the company's broader investment strategy to further enhance operational performance and reduce emissions throughout its operations.

dnata's new equipment will be delivered under long-term global framework contracts signed with leading

manufacturers in 2024. These agreements, worth US\$ 210 million, secure a steady supply of advanced, lower-emission equipment to support dnata's growth and sustainability targets.

The 800 new units will be introduced across 10 countries, with the largest volumes allocated to UAE, Brazil, Italy, USA and Singapore, reflecting significant operational expansion this year in these markets.

Clive Sauv  -Hopkins,
CEO – dnata Airport

Operations, said: "Our continued significant investment in our modern fleet reflects both the scale of our expansion and our ambition to lead the industry in operational excellence and sustainability. We are accelerating the adoption of zero-, and low-emission technology wherever the infrastructure supports it - and where it is still developing, we proactively work with our partners to implement the most practical and forward-looking solutions."

"We take a long-term, data-driven approach and adapt to the realities on the ground. This is how we deliver strong performance, while reducing our carbon footprint for the benefit of our customers, people and communities."

dnata's global fleet strategy focuses on phasing out diesel engines and transitioning to electric, hybrid, or hydrogen-powered alternatives, tailored to the infrastructure and operational conditions of each location. As a result, more than 40% of dnata's fleet is electric in key markets, including Italy, Switzerland, The Netherlands, and UK.

Besides, dnata actively engages with biofuel suppliers to reduce emissions. Most recently, it transitioned its entire non-electric fleet to biodiesel across its extensive operations in Dubai, delivering meaningful carbon reductions while maintaining operational excellence at one of the world's leading transport and logistics hubs.

Operational efficiency is also a key focus of dnata's strategy. It monitors fuel consumption across its GSE fleet using Vehicle Tracking Management systems; conducts logistics mapping exercises to ensure minimal distances are travelled airside; and optimises shifts and parking slots to avoid excessive fuel burn.

Many of dnata's new, advanced equipment will be on display at dnata's stand at the Airport Show, which will take place at the Dubai World Trade Centre between 6-8 May.



Etihad Cargo introduces new regional structure to support network growth

Strategic realignment introduces dedicated regional leadership for enhanced market engagement and expanded network connectivity

Etihad Cargo, the cargo and logistics arm of Etihad Airways, has announced a strategic restructure of its European commercial team into five areas to drive deeper customer alignment, streamline regional support and reinforce its position across key markets. These changes come in response to sustained growth and the expansion of Etihad Airways network and capacity offering across Europe.

The five new European regions led by Rainer Krammer, Regional Manager Europe and Americas, include a Southwest Europe region covering France, Spain and Portugal led by Eric Lamare, the newly appointed

Area Manager based in Paris, UK and Ireland led by Michael Mackenzie, Northwest Europe covering Belgium, Netherlands and Denmark led by Karim Grinate, Central Europe covering Germany, Austria and Switzerland led by Karim Rakkrouki and Southeast Europe covering Italy, Poland, Czech Republic and Greece led by Lorenzo Donato. The new regional split ensures market leadership for both online and offline stations and direct customer engagement in key markets.

Commenting on the restructure, Stanislas Brun, Chief Cargo Officer, said: "Etihad Cargo's European network is experiencing strong and sustained growth. This restructure allows us

to scale our operations in line with market demand, while reinforcing our commitment to customer-centricity and operational excellence. By bringing our teams closer to the markets they serve, we are positioned to deliver faster, smarter, and more agile logistics solutions."

The new European regional organisation reflects Etihad Cargo's commitment to agility, customer-centricity and operational excellence across its global network. Etihad Cargo has recently introduced additional capacity to Europe with its summer schedule with 660 tonnes of weekly widebody capacity and 200 tonnes of additional weekly freighter capacity.



Unboxing the Emirates Courier Express Livery

Emirates has unveiled its highly-anticipated bespoke A380 livery, dedicated to its new door-to-door delivery solution, Emirates Courier Express. The iconic passenger aircraft will take to the skies, reinforcing Emirates' commitment to redefining the express delivery experience by merging its four-decade experience of moving people and goods worldwide.

Managed in-house at Emirates Engineering, the Emirates Courier Express livery required the A380 to undergo a full repaint, as part of an expansive project encompassing design, production installation and

painting of the livery to bring the customised aircraft to life.

Inspired by brown paper packages, the aircraft's nose and fuselage are wrapped in kraft paper, torn to reveal the UAE flag on the tailfin and the Emirates Courier Express logo emblazoned on each side. The logo also adorns each of the four engines, while the belly features the classic red Emirates branding. A large 'special delivery' stamp, coupled with instantly recognisable handling stamps decorate the body, bringing the design to life.

The striking nose-to-tail livery

highlights exactly what makes this door-to-door express delivery solution so innovative: the seamless integration between Emirates' fleet of over 250 widebody aircraft and high-frequency global network, with Emirates SkyCargo's world-class infrastructure and deep understanding of logistics. It also marks the first cargo inspired livery on an Emirates' passenger aircraft.

The Emirates Courier Express A380 took off to O.R. Tambo International Airport, Johannesburg this week, carrying both passengers and parcels directly to their destination.



Emirates SkyCargo and Teleport, exclusive cargo partner of AirAsia, sign preferred partnership to combine global network and strengthen trade and e-commerce flows



- The partnership provides Emirates SkyCargo access to bellyhold capacity on AirAsia airlines, significantly expanding and deepening its network reach into Asia.
- Likewise, Teleport will have access to Emirates SkyCargo's high frequency distribution network into key destinations in Europe, Africa and the US

Emirates SkyCargo, the cargo arm of the world's largest international airline, has signed a Memorandum of Understanding (MoU) with Teleport, AirAsia's exclusive cargo partner. The partnership aims to better support the burgeoning trade between Southeast Asia and the wider world, via Dubai.

The agreement was signed at IATA's World Cargo Symposium by **Badr Abbas, Emirates SkyCargo's Divisional Senior Vice President** and **Pete Chareonwongsak, CEO of Teleport**. Under the terms of the MoU, Emirates SkyCargo and Teleport will work closely on a number of initiatives, which include expanding cargo interline options and block space agreements, to enhance connectivity and boost the reach of ASEAN businesses.

Teleport exclusively consolidates the bellyhold capacity of all AirAsia airlines into a single and largest air logistics network in Southeast Asia, encompassing Malaysia-based AirAsia Berhad, AirAsia X Berhad, Indonesia AirAsia, Thai AirAsia, Thai AirAsia X and AirAsia Cambodia, together with a fleet of three dedicated freighter aircraft and 40+ other airlines. Combined, this expands Emirates SkyCargo's reach into over 100 destinations beyond primary, but also into both secondary and tertiary airports in the Southeast Asian region. Conversely, Teleport will benefit from Emirates' vast global network of over 145 destinations with a particular focus on key destinations in Europe, Africa and the US.

Commenting on the partnership, **Badr Abbas** said, "For almost 35 years, we have proudly served Southeast Asia, keeping goods flowing quickly, reliably and efficiently. This strategic partnership with Teleport and the AirAsia Group of airlines is an evolution of that commitment, enabling us to better serve our customers with increased capacity, more flexibility and access into new markets in Asia, combined with enhanced connectivity across our vast global network."

Pete Chareonwongsak added, "2025 is a year of global scale for Teleport as we strengthen our Teleport

Network reach and capacity to better meet the growing global demands of e-commerce. Our partnership with Emirates, which is the first of its kind in Southeast Asia for them, is a source of great pride as we collaborate with a leading global partner. This will enable the expansion of both our respective air networks, supporting Southeast Asia's growing exports and facilitating the movement of e-commerce from China, through our connectivity beyond Southeast Asia, to the Middle East, Africa and Europe. E-commerce is expected to double its share of Southeast Asia's air cargo volumes

relationship, with Comprehensive Economic Partnership Agreements (CEPA) signed between the UAE and Malaysia, Indonesia and Cambodia, with Vietnam and Thailand expected to follow. The agreement between Emirates SkyCargo and Teleport supports these prosperous relationships and lays a foundation for further growth, by improving trade flows and generating new opportunities that help strengthen global economies.

Emirates SkyCargo first began operations to Southeast Asia with direct flights to Singapore, Bangkok and Manila in June 1990. Now, the

This strategic partnership with Teleport and the AirAsia Group of airlines is an evolution of that commitment, enabling us to better serve our customers with increased capacity, more flexibility and access into new markets in Asia, combined with enhanced connectivity across our vast global network.

from 11% to 20% by 2029, driven by lightweight, high-frequency shipments replacing bulk freight and the rise in demand for express delivery. With a shared commitment to provide faster, more efficient, and reliable cross-border air cargo services, this partnership enhances our combined capabilities to capture global market opportunities."

Southeast Asia and the wider Asian continent are the backbone of global manufacturing, particularly for electronics, smart gadgets, fashion and textiles, machines, automobiles and pharmaceuticals. The partnership is set to support the world's shifting supply chains, as Southeast Asia continues building its manufacturing and logistics capabilities. Southeast Asia outbound air cargo in 2024 amounted to ~2.5 million tons with greater flows expected to the Middle East and Europe, supported by manufacturing expansion, e-commerce, and improved infrastructure.

In recent years, the UAE and Southeast Asian countries have solidified their economic and bilateral

airline operates 5 freighters and 176 passenger flights per week to 11 destinations across the region. Further expansion is on the horizon with the upcoming launch of passenger services to Siem Reap, Cambodia and Da Nang, Vietnam in June 2025, with both cities connecting via Bangkok.

Established in 2018, Teleport is an integrated logistics solutions provider operating the largest air logistics network in Southeast Asia, covering 80% of the region. The Teleport Network moves everything from large palletised cargo to small eCommerce parcels in an affordable, fast and reliable way, reaching over 164 destinations across Asia Pacific via combined freighter and high-frequency passenger aircraft belly capacity of AirAsia and 40+ other partner airlines. As a logistics venture of Capital A with presence across Malaysia, Thailand, Indonesia, Philippines, India, Singapore and China, Teleport ensures that everything arrives the next-day for anyone across Southeast Asia.

Emirates SkyCargo further expands dedicated freighter network to Narita International Airport, Japan

- The launch of the weekly freighter establishes the first direct and regular connectivity between Narita and the Middle East
- This is Emirates SkyCargo's third scheduled freighter to Japan, offering a total capacity of 300 tonnes per week
- The freighter complements the capacity offered in the daily passenger aircraft to and from Narita



Emirates SkyCargo, the cargo division of the world's largest international airline, has deployed a dedicated weekly freighter to Narita International Airport (NRT), increasing its network of destinations served by Emirates freighters to **38**. The deployment also marks the first direct and scheduled freighter connectivity between Narita and the Middle East, enabling faster and more flexible shipments.

Japan has a well-established and diverse manufacturing industry and has long been a priority market for Emirates SkyCargo, with a twice weekly freighter to Kansai International Airport (KIX). The soon-to-be-deployed freighter to Narita International Airport will boost available cargo capacity by **100 tonnes** each way. Expected commodities include automobile and machinery parts, semi-conductor parts and sophisticated pharmaceuticals, transported swiftly, efficiently and

reliably via the airline's multi-vertical product portfolio.

Narita International Airport is the largest air- or seaport in Japan, in terms of value of cargo handled, and, with further investment allocated to the 'New Narita Airport' Development Plan, the airport is set to become the region's foremost cargo hub by the end of the decade.

Badr Abbas, Emirates SkyCargo's Divisional Senior Vice President said, "Expanding our dedicated freighter network is a key priority on our 10-year strategic roadmap and now, as we start to receive our all-new Boeing 777 freighters, we are able to reach new markets with enhanced capacity.

"Demand for our world-class product and services has been steadily growing in Narita, particularly for pharmaceuticals and consumer electronics, transported in the bellyhold of our daily passenger flight, while

large or oddly-shaped shipments such as machinery parts were diverted to KIX. The deployment of this freighter empowers us to better support our global customers with direct connectivity to and through Dubai, while growing our operations in Japan."

Emirates SkyCargo serves four destinations across East and Southeast Asia with **57 dedicated freighter flights** per week, complemented by over **290 passenger flights** every week. This near-unrivalled frequency and capacity marks East Asia as one of the airline's busiest destinations, with further expansion on the horizon in the coming months with additional passenger routes opening between Dubai and Siem Reap, Cambodia; Da Nang, Vietnam, and Shenzhen, China.

Effective from 24th May 2025, EK9413 will arrive in Narita International Airport on Saturdays at 01:00AM UTC, departing for Dubai World Central at 03:00AM UTC.

LATAM Cargo Group and its subsidiaries plan to expand capacity between South America and Europe starting winter season

The group plans to increase its freighter operations (Boeing 767F) to 15 weekly frequencies, representing a 25% increase in cargo capacity between the two regions, reaffirming its leadership as the largest cargo operator group connecting both continents.

In response to the growing demand between South America and Europe, LATAM Cargo Group and its subsidiaries have announced a significant capacity expansion starting in October this year. The group plans to increase its freighter operations using its B767F fleet to 15 weekly frequencies, representing a 25% increase in cargo capacity between the two regions. This move reaffirms LATAM Cargo Group's commitment to the sustained development of international trade to and from South America.

From Europe to South America, 15 weekly frequencies are projected, offering the most convenient itineraries and flight days in the market, with three daily flights on Mondays, Wednesdays, Thursdays, Saturdays, and Sundays, connecting multiple European origins with South America.

Thanks to the operational flexibility of the B767F fleet, LATAM Cargo Group

will offer customers access to the broadest portfolio of delivery destinations in South America. This includes exclusive industry connections through its hubs in Campinas (Viracopos - São Paulo), Santiago de Chile, and Lima, as well as medium-sized destinations such as Rio de Janeiro, Curitiba, São José dos Campos, Florianópolis, Montevideo, and Buenos Aires, among others. This will provide improved arrival times to final destinations,

actively contributing to the strengthening of the region's logistics ecosystem.

In the reverse direction, the operation from South America to Europe will also include 15 weekly frequencies, with three daily flights on Tuesdays, Wednesdays, Fridays, Saturdays, and Sundays. Of these, the 10 existing frequencies departing from Quito on the Pacific side will be maintained, while 5 new frequencies originating from Brazil will be added. All

flights will be operated by LATAM Cargo Group and/or its subsidiaries.

"In a challenging and constantly evolving global environment, we remain committed to our strategic markets, strengthening routes where we can offer differentiated and reliable service. Today, together with our subsidiaries, we lead the cargo market between South America and Europe with a 23% share of total capacity," said Andres Bianchi, CEO of LATAM Cargo Group.



Aeroprime group

launches glid - the next-generation unified airline retailing platform



World's first fully serviced unified airline retailing platform for airlines and travel sellers, built on a plug-and-play model with a modular omnichannel approach.

Aeroprime Group, leading Airlines Services Group based out of India, proudly announces the launch of Glid - a next-generation, unified airline retailing platform that seamlessly connects leading airlines to travel sellers through a single connection, plug-and-play technology.

Through a **single API integration**, OTAs, consolidators, and travel sellers can instantly access airline fares, ancillaries, and inventory from an expanding global network of Full-Service Carriers (FSCs) and Low-Cost Carriers (LCCs), including NDC and XML API-based content.

By eliminating integration

complexities and delays, delivering 24 x 7 managed customer service, and enhancing omnichannel efficiency, Glid empowers airlines to accelerate time to market and unlock new revenue opportunities all through one powerful, service driven platform.

"Glid is our vision for the future of seamless air retailing," said **Mr. Abhishek Goyal, CEO & Executive Director**, Glid (Part of Aeroprime Group). "It bridges the gap between airlines and travel sellers through a unified, fast, and scalable platform. Over the years, we've seen how fragmented and inefficient airline distribution can limit growth for both airlines and travel sellers. With Glid, we've created a platform that not only simplifies integration but also empowers our partners to unlock new revenue streams, expand market reach, deliver superior customer experiences,

and scale faster. This launch is just the beginning, a step towards a future where every connection with the consumer is intelligent, frictionless, and built for growth."

Glid is purpose-built for airline growth, offering a single connection to a vast network of OTAs, tour operators, TMCs, consolidators, and aggregators streamlining distribution and accelerating time to market. Airlines can monetize value-added services such as seat selection, baggage, meals, and bundles through modern offer and order management capabilities. Whether targeting niche markets or expanding globally, Glid's flexible, omnichannel distribution model connects carriers to both online and offline partners via a future-ready unified API and Glid Platform - a highly customisable B2B sales solution.

Additionally, Glid empowers modern OTAs, consolidators, and travel sellers with a unified, developer-friendly platform that simplifies airline connectivity and accelerates growth. Through a single API sellers can seamlessly integrate with multiple airlines through a standardized architecture, dramatically reducing development efforts and maintenance overhead. Glid enables rapid onboarding of new airline partners in just hours, supported by a clear certification process and a robust sandbox environment for efficient testing. With powerful tools for ancillary upselling, dynamic pricing, and real-time insights, travel sellers can personalize offers, improve sales conversion, and optimize revenue across channels.

Vienna Airport handles more cargo in the first quarter of 2025



Increase of eight percent: Vienna Airport handles more cargo in the first quarter of 2025

Vienna Airport recorded a successful first quarter, increasing its tonnage by 5,222 tons to a total of 73,280 tons in the first three months of 2025. This represents an eight percent increase compared to the same period last year. The ongoing positive development this year continued in April: Vienna Airport recorded a total of 26,999 tons in this month, a 13 percent rise compared to April 2024.

Growth in belly cargo on passenger aircraft compensated for the slight

decline in volumes handled by cargo-only aircraft. Vienna Airport therefore recorded 31,477 tons of belly cargo in the first quarter, marking a significant increase of 16 percent. In April, a plus of even 17 percent with a total of 11,421 tons was recorded.

The tonnage handled in the Pharma Handling Center during the first quarter also increased by three percent to a total of 913 tons. Vienna Airport is one of the few airports in Central and Eastern Europe to offer a

specialized Pharma Handling Center, ensuring professional transport with an uninterrupted cold chain.

A comparison of imported and exported air freight reveals a varied picture in the first quarter. A total of 37,946 tons were imported to Austria via Vienna Airport, a one percent increase. Meanwhile, 35,334 tons of cargo were transported via Vienna to global markets, representing a 16 percent increase compared to the first quarter of 2024.

Turkish Cargo Signs Long-Term Partnership with Atlas Air Worldwide

Turkish Cargo, the global air cargo brand of Turkish Airlines, has signed a long-term partnership with Atlas Air Worldwide, the leading global provider of outsourced aviation logistics, as part of Turkish Cargo's ongoing efforts to expand its global service network.

Under the agreement, a Boeing 747-400F wide-body freighter operated by Atlas Air will fly on behalf of Turkish Cargo, serving the company's Istanbul-based operations. Starting in May 2025, these flights will be conducted on a regular basis to key destinations across the Middle East, Asia, Europe, and the Americas. This partnership will contribute to Turkish Cargo's capacity expansion and enable the company to deliver faster and more efficient solutions to its customers.

Turkish Airlines Chairman of the Board and the Executive Committee, Prof. Dr. Ahmet Bolat, stated: *"Built on mutual trust and a shared vision with Atlas Air, we believe this collaboration will create long-term value and further strengthen our position within the global logistics ecosystem."*

Michael Steen, Chief Executive Officer, Atlas Air Worldwide, said: *"We are pleased to partner with Turkish Cargo, a respected leader in the international airfreight sector, and look forward to supporting the company's ambitious growth plans with our proven track record of performance. This long-term agreement demonstrates the continued demand for widebody freighter capacity and underscores the trust airlines place in Atlas to provide safe, reliable, and efficient operations."*

Through its ongoing collaborations, investments, and operations, Turkish Cargo continues to strengthen its global competitiveness while further enhancing Istanbul's position as a key hub in international air cargo.



time:matters strengthens presence in Southeast Asia



- **New offices in Thailand and Malaysia** boost regional connectivity and expand access to key markets in Southeast Asia

- **Malaysia:** A multilingual team of logistics experts launches operations in Penang, led by General Manager **Simon Ting Seng Kong**, a seasoned industry veteran with more than 25 years' experience in the Malaysian logistics sector

- **Thailand:** Drawing on his experience from the time:matters Management team in the Asia Pacific region (APAC), **Sebastian May** steps into the role of General Manager Thailand effective June 1, where he will lead the company's ambitious growth

agenda and strengthen its footprint across Asia

time:matters, the global expert in time-critical transport- and supply-chain-solutions, is expanding its presence in Southeast Asia with new offices in Penang, Malaysia, and Bangkok, Thailand – two of the region's leading manufacturing and innovation hubs. Both locations will offer the full range of time:matters' services, with fast, flexible, and secure transportation solutions tailored to high-tech, semiconductor, automotive and advanced manufacturing sectors.

"Malaysia and Thailand are industrial powerhouses and key centers of growth. The new offices complement our

existing set-up, offering our customers enhanced access to capacities and greater flexibility to serve all trade lanes in and out of the region. It helps our customers gain resilience and supports their evolving supply chain connections, no matter where manufacturing and logistics needs shift to in the future," says **Jon Norvald Haugen, time:matters' Managing Director Asia Pacific**. *"Simon Ting Seng Kong has over 25 years of industry experience, which he'll bring to this new role starting May 1. His deep market knowledge and proven track record make him a great fit for our Malaysia office. Sebastian May has helped shape our APAC strategy from the ground up. With his deep regional expertise, he is the right leader to grow our presence in Thailand and connect customers across Asia."*

"We live in an age of uncertainty, especially for supply chains and global trade. That's why time:matters is stepping up its presence in key regions around the world", comments **Bernhard zur Strassen, CEO of time:matters**. *"Companies increasingly focus on de-risking production and sales by diversifying locations. In Asia, the spotlight is not just on China and India, but especially on Southeast Asia. The new offices are enabling us to better serve our customers with customized, flexible and high-performance transportation solutions. time:matters is ready, with more to come"*

time:matters' global network grants customers direct access to all major airlines and strategic Courier Terminals such as in Shanghai, Frankfurt, and Munich. This ensures premium express freight handling, direct apron access and supervision of loading with own staff, real-time monitoring, and complete control across every shipment.

From Next Flight Out and On Board Courier to Charter and Door-to-Door solutions, continents like Asia, Europe and the Americas are seamlessly connected. In addition to the easy-to-use online booking channel, the new teams in Penang and Bangkok are ready to deliver – fast and reliably.



Lufthansa Cargo christens newest freighter “¡Hola Argentina!”

- *Boeing 777 freighter as an ambassador for the bond with Argentina*
- *Additional cargo capacities to South America in the 2025 summer flight schedule*

Lufthansa Cargo has christened the latest addition to its own freighter fleet underlining its purpose of enabling global business. The aircraft with the registration D-ALFL has been named in line with the ‘Say hello around the world’ concept, with which the leading cargo carrier has been naming its aircraft acknowledging the markets within its route network since 2013: ‘¡Hola Argentina!’, highlighting Argentina’s connection to the global airfreight market through Lufthansa Cargo. The cargo carrier has been flying between South America’s second-largest country and the Frankfurt hub since 1970.

With strong export sectors such

as agricultural products, energy and raw materials, Argentina remains an important pillar in the South American trade network despite the dynamic global economic situation. Together with markets such as Brazil, Chile, Peru and Uruguay, which are valued globally for their exports of raw materials and agricultural products, the region is an increasingly important hub for intercontinental trade flows. At the same time, demand for high-value imported goods such as machinery, electronics and automobiles is growing throughout the region - a demand that Lufthansa Cargo, as a specialized airfreight expert with reliable connections for these sensitive goods from Europe, is specifically addressing. The Lufthansa Group's cargo carrier is therefore systematically strengthening its presence in South America and relying on long-term partnerships in a market with great strategic potential.

In this year's summer flight schedule, the cargo airline is even flying to Buenos Aires and Curitiba once a week more than in the previous winter flight schedule. This means that cargo customers have access to weekly freighter frequencies of 4/7 to South America. The entire South American freighter network includes the destinations Viracopos (VCP), Montevideo (MVD), Buenos Aires (EZE) and Curitiba (CWB). In addition, Lufthansa Cargo offers its customers up to 20 weekly rotations from Frankfurt and three rotations per week from Munich to South America with additional belly capacities within the Lufthansa Group.

"South America is and will continue to be an important growth market for Lufthansa Cargo. Especially in the perishables industry, we have built strong partnerships with our customers over the last three decades. With the

christening of our latest freighter, we are emphasizing our commitment to Argentina and, in line with our motto of 'enabling global business', are also committing to this market and our customers," said Ashwin Bhat, CEO of Lufthansa Cargo, during the ceremony at Buenos Aires Airport.

Lufthansa Cargo has been operating an all-B777F long-haul fleet since 2021. This currently consists of twelve of its own freighters and six aircraft managed by AeroLogic, a joint venture between Lufthansa Cargo and DHL. Lufthansa Cargo also operates a fleet of four A321F on short and medium-haul routes for fast transportation within Europe and the Middle East. With the belly capacities of Lufthansa Airlines, Austrian Airlines, Brussels Airlines and SunExpress, cargo customers have access to a particularly dense network with direct connections to all major economic centers, especially in Europe.





Cathay Cargo congratulates Hong Kong International Airport on being named world's busiest cargo airport for the 14th time since 2010

Cathay Cargo Applauds HKIA's Reign as World's Busiest Cargo Airport

Cathay Cargo has congratulated Hong Kong International Airport (HKIA) for being named the world's busiest cargo airport according to Airports Council International for the 14th time since 2010. This remarkable achievement underscores HKIA's pivotal role in global air cargo, and Cathay

Cargo is honoured to have contributed to this success.

Cathay Director Cargo Tom Owen said: *"That Hong Kong has once again been named number one in the world for air cargo is an outstanding achievement and one that stands as testament to the cooperation,*

innovation and world-leading facilities that our home hub has to offer. As the largest cargo operator at HKIA, we are proud to be part of this success story.

"We won't rest on our laurels, however, and our investments into our fleet, network, facilities and digital capabilities reflect not only our commitment to, but also our confidence in the long-term future of the Hong Kong international aviation and logistics hub. We look forward to continuing to work together with the entire air cargo community, including the Transport and Logistics Bureau, Civil Aviation Department, Airport Authority Hong Kong and other important stakeholders, to innovate and ensure HKIA maintains its position as the world's best and busiest air cargo hub."

Cathay Cargo is among the top 10 cargo carriers in the world based on scheduled cargo tonne kilometres (CTK), and number five as a combination airline, according to the latest International Air Transport Association (IATA) 2023 World Air Transport Statistics. In 2024, Cathay Cargo carried a total of 1.5 million

tonnes of cargo, 11% more than the previous year, and representing around 31% of the total cargo volume handled by HKIA.

Cathay Cargo provides scheduled freighter services to more than 40 destinations worldwide in addition to utilising belly space on the Cathay Group's passenger aircraft across its extensive global network.

With its deep roots in Hong Kong, Cathay is firmly committed to the continued growth of the Hong Kong international aviation and logistics hub, with more than HK\$100 billion in investments coinciding with the commissioning of the Three-Runway System. As part of this investment, the Cathay Group has commenced taking delivery of over 100 new-generation passenger and freighter aircraft that



will join its fleet in the coming years. This includes six new Airbus A350F freighter aircraft, with the option to acquire an additional 20 in the future, which will enhance Cathay Cargo's fleet

capabilities.

Last month, Cathay Cargo was named Cargo Operator of the Year by Air Transport World, further solidifying Hong Kong's leadership in the industry.

Finnair Cargo joins Smart Freight Centre

Finnair Cargo has joined the Smart Freight Centre (SFC), a global non-profit organisation dedicated to reducing the environmental impact of freight transportation. SFC provides a comprehensive framework for

companies to measure, manage, and reduce their greenhouse gas (GHG) emissions from freight and logistics activities. With nearly 200 members worldwide, SFC represents a diverse array of industries within the cargo transport ecosystem.

"Joining SFC was a clear choice for us as the organisation offers a valuable networking and peer forum, enabling us to gain the latest insights and knowledge from the industry," says **Gabriela Hiitola, Senior Vice President, Finnair Cargo**. The recent Smart Freight Week 2025 in Amsterdam, which brought together nearly 1000 participants, highlighted the urgent need for collaboration, innovation, and industry commitments to achieve net-zero logistics.

As a member of the SFC community, Finnair Cargo looks forward to contributing to the development of decarbonisation efforts in air transport. Finnair is highly committed to the industry target of reaching net zero

by 2050 and has set its own goal for 2033, aiming for a 34.5% reduction in emissions intensity from the 2023 baseline. The target has been validated by the Science Based Targets initiative (SBTi).

"Our membership in SFC will provide us with the opportunity to share knowledge and discuss best practices related to emissions reporting and decarbonisation with like-minded organisations. This collaboration aligns with the industry's long-term goal of achieving net-zero emissions. By working together, we can drive meaningful change and make significant strides towards a sustainable future," says **Janike Heimonen, Sales and Sustainability Manager at Finnair Cargo**.

For many years, Finnair Cargo has actively participated in various sustainability surveys to further develop the industry. The company has provided emission data to both IATA (for CO2 Connect) and directly to SFC.



Avianca Cargo achieves a historic milestone during the 2025 Mother's Day season, transporting over 20,100 tons, a 15% increase



- During this year's Mother's Day season, Avianca Cargo set a historic record with a 15% growth in flower transportation from Colombia and Ecuador to the United States and Europe.
- Avianca Cargo moved more than 20,100 tons on 300 dedicated cargo flights, exclusively for flower shipments.
- In the United States, Avianca Cargo has solidified its position as the leading carrier for flower transportation from Colombia.

Avianca Cargo, a leading cargo carrier in the region, successfully concluded its **Mother's Day 2025 season with a historic record, transporting over 20,100 tons of fresh flowers—a 15% increase** compared to last year. The shipments originated from **Colombia and Ecuador**, reaching destinations across **North America and Europe**.

This achievement reinforces Avianca Cargo's position as the **#1 flower carrier from Colombia to the United States** and solidifies its status as **one of the top players** in the global flower transportation market.

To meet the heightened seasonal demand, Avianca Cargo doubled its operational capacity, expanded critical infrastructure, and delivered 24/7 flower service across strategic terminals without disrupting its broader operations.

"Mother's Day is one of the most important seasons for the flower industry, and we are proud to once again fulfill our commitment. We celebrate a historic record that reaffirms our market position and leadership as the flower carrier of the season between Colombia and the United States," said Diogo Elias, CEO of Avianca Cargo. «Thanks to all our key stakeholders and clients, we recognize each of these 20,100 tons as a shared achievement.»

Key Logistics & Infrastructure Milestones:

- **Maintained 24/7 flower reception operations** during the peak season.

- **Successfully transported over 20.100 tons of flowers through 300 exclusive flower flights during the season.**

With over five decades of experience, Avianca Cargo reaffirmed its leadership in key markets:

- Exported a diverse mix of flowers, with **carnations, pompons, chrysanthemums, and gypsophilas** among the most shipped.

- Achieved **record volumes**, growing **15%** versus the Mother's Day 2024 season.

Miami played a pivotal role in Avianca Cargo's Mother's Day 2025 operations, serving as the primary gateway for flower imports into the United States.

Avianca Cargo was the first airline in the Americas to receive CEIV Fresh certification, underscoring its leadership in perishable transport, which accounts for over 50% of its cargo. Ensuring flower longevity requires specialized knowledge, including process documentation on temperature control at critical points as well as risk analysis—essential tools for proper handling of each product.

During 2024 Avianca Cargo transported over 150.300 tons of flowers, more than 85%, through Miami hub. To support this increased volume, Avianca Cargo boosted its local workforce by 30%, reinforcing Miami's position as the main point of entry for Colombian and Ecuadorian flowers. Miami not only enabled the efficient

distribution of blooms nationwide but also contributed to the broader economic impact of the floral industry. The city's strategic importance continues to grow as Avianca Cargo expands its capacity and strengthens partnerships across the supply chain.

With an ongoing commitment to service excellence, sustainability, and operational innovation, Avianca Cargo continues to lead the market in perishable goods transportation and to invest in future-ready solutions.

"Thanks to airline partners like Avianca, more than 1,000 tons of flowers have been arriving at MIA every day in the weeks leading up to Mother's Day," said Ralph Cutié, Miami International Airport Director and CEO. "That equals nine out of every 10 flowers imported to the U.S. In fact, flowers continue to be MIA's largest imported product, accounting for nearly 380,000 tons worth \$1.8 billion annually. Congratulations to Avianca on having its best Mother's Day season ever for flower shipments, which is helping MIA have yet another record year in cargo volume."

Miami-Dade County Commissioner Raquel Regalado highlighted that, "Almost every flower that will be touched by a mother or grandmother in the United States came through Miami International Airport and through Avianca. And that's why today we celebrate the partnership, the infrastructure, and focus in on the different points throughout the supply chain."

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Avianca Cargo launches a new livery as part of its brand campaign “We are doing it for you”



The livery installation process was completed in Medellín on freighter N332QT, showcasing the most representative products in Avianca Cargo’s operations.

deliver superior service,” said Diogo Elias, Senior Vice President of Avianca Cargo.

The livery installation in Medellín on freighter N332QT emphasizes Avianca Cargo’s focus on maintaining growth momentum amid increasing demand and operational challenges.

Currently, Avianca Cargo connects nearly 350 destinations through freighter and passenger flights, as well as interline agreements, operating one of the most extensive networks in the Americas, with approximately 220 weekly cargo flights and over 1,400 weekly passenger flights. Avianca Cargo continues to stand by its dedication to delivering outstanding service.

Avianca Cargo reinforces its commitment to customers and brings its brand concept, “**We are doing it for you,**” to life with the debut of a special livery. This design embodies the brand’s core message, highlighting Avianca Cargo’s dedication to giving its best for customers and working with determination to foster the growth of their businesses.

Aligned with the new brand concept, “*We are doing it for you,*” the initiative reflects Avianca Cargo’s commitment to the products it transports and appreciation for its customers’ efforts. It underscores the company’s renewed focus on efficiency, leveraging its robust fleet and network to enhance services while offering reliable cargo solutions to build long-term partnerships with clients.

“This change goes beyond a new look; it is a testament to our dedication to those who trust Avianca Cargo every day. Our customers are the driving force

behind our work, and our mission is to help their businesses and projects reach new heights. This livery represents the essence of what we transport daily and our unwavering commitment to excellence. It is a tribute to their efforts and a reaffirmation of our promise to





AERION: A Strategic Think Tank for Air Cargo

AERION is a new Think-tank designed to support airlines in managing and evolving their cargo business. Built as an agile and consultative structure, AERION brings together commercial, digital, operational, and support expertise within a single strategic framework to optimize performance and rethink traditional models.

Rather than a service provider or a consulting firm, AERION is a tailored strategic platform designed to help airlines structure, transform, and unlock the full value of their cargo operations.

The ambition: restoring control to airlines

In an increasingly complex market — marked by operational pressure, regulatory demands, and digital transformation — AERION offers a coherent, modular, and high-impact response. Each airline can activate only the capabilities relevant to its needs, receiving both strategic insight and operational execution.

An actionable structure

AERION draws on the proven expertise of several companies, aligned into four main performance streams:

- Commercial: GSA services, market development, and flow management via ECS Group, Global GSA, Mail & More.
- Tech: digital tools, platforms, data solutions, and automation via CargoTech.
- Operations: supervision, quality, compliance, and on-the-ground excellence via TCE.
- Support: legal, contractual, HR, billing solutions via Squair.

Each stream operates independently but can be combined to deliver custom-built, high-performance strategies.

Balanced governance to drive long-term vision

AERION is led by Chairman Adrien Thominet, supported by an Executive Board of Directors overseeing operational execution. A separate Advisory Board, composed of leading figures in the air cargo industry, contributes to shaping strategic

priorities and tracking market evolution. This dual structure ensures both strategic depth and operational agility.

AERION: Built to meet today's challenges

At its core, AERION offers airlines a high-level task force, ready to activate commercial, digital, regulatory, or organizational levers without the need for internal expansion. The objective is simple: deliver sustainable performance, driven by profitability, modernization, service quality, and future-readiness.

A Strategic Partner, Not a Vendor

Adrien Thominet explains the spirit of AERION this way: *"Imagine you're leading an airline and you're under pressure to do more with less — sell better, automate more, control costs, stay compliant. You don't need another provider. You need a team that sees the whole picture, who can quietly and efficiently strengthen your cargo performance without the noise. That's what AERION is. A strategic ally, discreet but decisive."*

Hong Kong Cargo Volumes Defy Tariff Headwinds in April Surge

HKIA posts 2.6% growth in April amid escalating US-China trade tensions

In a month marked by intensifying US-China trade friction, Hong Kong International Airport (HKIA) delivered a resilient cargo performance, reporting a 2.6% year-on-year increase in throughput for April. The world's busiest cargo airport handled 404,000 tonnes, defying expectations amid a series of steep US tariff hikes on Chinese imports.

The gains came despite a fresh 34% US tariff on Chinese goods implemented at the start of April, compounding the 20% rate imposed in March. By mid-April, tariffs had escalated to a cumulative 145% in a retaliatory spiral between Washington and Beijing.

HKIA attributed the growth to a strong uptick in transshipment volumes,

which rose 13.9% year-on-year. Trade lanes connecting Europe and the Middle East were key drivers, reflecting continued diversification of Hong Kong's cargo flows amid geopolitical volatility.

Operational indicators also showed stability, with freighter movements edging up 0.9% to 6,345 flights. On the passenger side, activity surged 15.8% as carriers including Cathay Pacific, HK Express, and Vietnam Airlines expanded networks to Dallas, Komatsu, Ishigaki, and Nha Trang.

Nevertheless, April's growth rate marked a deceleration from previous months. Cargo volumes climbed 4.8% in March and 4.1% in January, while February remained flat due to Lunar New

Year timing. This brings first-quarter growth to 3.2%, with year-to-date volumes up 3% to 1.6 million tonnes.

Looking ahead, HKIA is bracing for further headwinds. The US decision to revoke the de minimis exemption for shipments from China and Hong Kong — a key driver of cross-border e-commerce — is expected to impact May volumes. However, a subsequent 90-day tariff truce between the two nations, coupled with reduced duties on low-value shipments, offers a temporary reprieve.

Despite the shifting trade landscape, HKIA's performance underscores its strategic role in global logistics and its resilience in adapting to evolving market dynamics.



IATA Launches LAR Verify: A Digital Leap for Live Animal Transport



New compliance portal sets a higher standard for animal welfare, regulatory accuracy, and operational efficiency in live animal air cargo.

The International Air Transport Association (IATA) has unveiled **LAR Verify**, a cutting-edge digital compliance portal aimed at modernizing and safeguarding the air transport of live animals. Designed for **airlines, freight forwarders, and shippers**, the platform enables seamless access to the IATA Live Animals Regulations (LAR)—a globally recognized standard in place for over five decades.

The move comes amid a sustained increase in demand for live animal shipments. **IATA reports that nearly 200,000 live animal consignments were transported globally in 2024, representing an 11% increase over pre-pandemic levels.**

“As the volume of specialized cargo continues to grow, so must our capability to manage it safely,” said Brendan Sullivan, IATA’s Global Head of Cargo.

“LAR Verify provides a single digital access point for real-time

compliance, improving both animal welfare and operational efficiency.”

Streamlining Compliance Across the Supply Chain

With increasing regulatory complexity and rising stakeholder expectations around animal welfare, **LAR Verify addresses an urgent operational need:** a centralized, automated compliance solution that supports every phase of the shipment journey—from planning and booking to acceptance and handling.

The portal delivers a comprehensive suite of features, including:

- **Operator- and destination-specific requirements**, covering export, import, transit, and transfer regulations
- **Documentation guidelines**, including import licenses, health certificates, and permits by destination
- **Animal classification standards**, detailing container specifications, handling labels, and welfare protocols
- **Real-time updates on regional trade embargoes and biosecurity controls**, especially in response to emerging disease outbreaks

Importantly, LAR Verify integrates directly with existing cargo

management systems and is available via API, enabling **freight forwarders and shippers to upload documents for pre-verification**. Once all criteria are met, airlines can issue **final cargo acceptance**—minimizing unnecessary animal movement and stress.

“This is about precision, transparency, and reducing risk,” Sullivan added. **“And it aligns directly with the goals of our broader ONE Record initiative: a single source of truth for air cargo.”**

A Strategic Step in Specialized Cargo Digitalization

The introduction of LAR Verify underscores IATA’s commitment to enhancing standards in **specialized cargo verticals**—particularly those involving time-sensitive, ethically sensitive, and high-regulation commodities. It follows the success of IATA’s CEIV certifications and complements tools like LAR Verify with digital governance structures for cargo integrity.

As air cargo continues its digital evolution, **solutions like LAR Verify will be pivotal** in creating a more connected, compliant, and humane logistics ecosystem for the transport of live animals.

Pharma.Aero, and TIACA's Joint Project Leverages Air Cargo to Boost Healthcare Access and Empower Agricultural Economies



The Food and Farm for Health initiative is strategically developed in collaboration with the Cool Chain Association (CCA) and the Humanitarian Logistics Association (HLA)

Pharma.Aero and TIACA (The International Air Cargo Association) have partnered on the Food and Farm for Health project to underscore the economical value and the dual role of air cargo in healthcare access and economical development in low- and middle-income countries. Strategically developed in collaboration with CCA (The Cool Chain Association) and HLA (The Humanitarian Logistics Association), the project seeks to optimize air cargo's potential to deliver life-saving medicines while simultaneously supporting local agricultural economies.

Frank Van Gelder, Secretary General of Pharma.Aero, provides insight into the project's goals and impact: *"The Food and Farm for Health Project is about leveraging air cargo to address two critical needs in low- and middle-income countries: healthcare access and economic empowerment. We, at Pharma.Aero, recognized a critical gap and initiated this project to use air cargo as a dual-purpose tool: flying in life-saving pharmaceuticals and medical supplies while flying out perishable agricultural products—like fruits, vegetables, and flowers—from local farmers to Western markets."*

"By utilizing available cargo space on return flights, we create a more cost-effective, efficient trade route. This approach not only ensures faster access to essential medicines and vaccines, but also opens new market opportunities for farmers, boosting local economies and providing better access to international markets," said Van Gelder.

"Air cargo is more than a mode of transport — it's a critical lifeline for economies and communities across the globe" commented Steven Polmans, Chair of TIACA. *"The completion of our Global Market Evolution Analysis marks a major milestone in understanding how perishable goods and pharmaceuticals move, especially in regions where access means everything. From Kenya's flower exports supporting millions of jobs to India's seafood sector driving billions in trade, our work confirms that airfreight*

is a catalyst for opportunity, health, and resilience.

As TIACA, we're committed to building smarter, more equitable supply chains that serve both people and planet. This project is a key step in advancing that vision — and we thank all contributors for bringing their expertise and passion to this important work."

Leveraging the expertise of specialists in pharmaceutical logistics, humanitarian supply chains, and temperature-sensitive freight, the project will analyze global air cargo movements, assess their economic impact and evaluate their role in advancing the United Nations Sustainable Development Goals (SDGs).

The Food and Farm for Health initiative reinforces the shared mission of all four organizations to support equitable and sustainable access to healthcare and economic resilience globally.

The Cool Chain Association (CCA) is a non-profit organisation bringing together all parts of the temperature-sensitive supply chain to create an impact with visible and measurable results both for companies and for society.

"Partnerships, connections and balance, as in so many areas of life, is going to be key to the success of this groundbreaking initiative", highlighted Ian Buck, board member of the CCA. *"Aligning healthcare providers in their mission to provide lifesaving treatments and preventative medicines to developing and emerging regions, and in turn giving those regions an economic reach for their home grown and produced perishable products is the balance we seek. Highlighting those connections and looking to forge partnerships and understanding with solid data at either end we hope will provide access and benefits for all."*

The Humanitarian Logistics Association (HLA) is a UK-based non-profit NGO whose members work on an individual basis or in partnerships, to respond to global emergencies. Established in 2009, HLA empowers

By utilizing available cargo space on return flights, we create a more cost-effective, efficient trade route

logisticians to deliver humanitarian aid and development assistance more effectively, by facilitating better connections between supply and demand, and enabling cross sector learning, innovations and partnerships.

"The aid sector recognises the need to change but is struggling to bring about transformation through evolution. There is a huge need to find innovative ways to strengthen local supply chain capability", says George Fenton, CEO of HLA. *"The air cargo industry is vital to the fast delivery of humanitarian aid, yet the last mile is still the greatest challenge. The Food and Farm for Health project will provide valuable insights to support effective, sustainable, change through improved cross-sector coordination, collaboration and knowledge sharing."*

Pharma.Aero is a global cross-industry collaboration platform and thought leader in Life Science and MedTech logistics. Through pioneering projects and strategic partnerships—such as the Pharma Logistics Masterclass and Winter University—it drives innovation, knowledge sharing, and education across the Life Science and MedTech supply chain and logistics sector. To learn more, visit www.pharma.aero.

The International Air Cargo Association (TIACA) supports its members and works with industry partners and regulators to advocate and drive change for a safe, profitable and united air cargo industry that embraces modern technologies and practices to sustainably and fairly serve trade and social development worldwide.

TIACA Announces Jury Selection for Inaugural Inspirational Leader Award – Nominations Now Open

*The International Air Cargo Association (TIACA) is proud to announce the formation of the independent jury for its first-ever **Inspirational Leader Award**, which is now officially open for nominations. This distinguished award recognizes exceptional individuals who have demonstrated inspirational leadership, innovation, and a strong commitment to nurturing young talent in the air cargo and logistics industry.*



The award aims to celebrate a leader who has not only contributed to the industry through their work ethic and forward-thinking approach, but also served as a motivating force for the next generation of professionals in air cargo. The Inspirational Leader Award will be presented annually at TIACA's Executive Summit, with the winner receiving a trophy and certificate of recognition.

Jury Composition

The jury for the Inspirational Leader Award is comprised of seven young professionals under the age of 35 from across the industry.

- Jordan Lee** – Account Director at Meantime Communications;
 - Charlotte Goldstone** – News Reporter at The Loadstar;
 - Sara Van Gelder** – Director of Products at Nallian;
 - Ghariba Suleiman** – Business Development at King Salman International Airport DevCo (KSIADC)
 - Sierra Conley** – Air Cargo Sales Support Supervisor at UPS;
 - Jolien Mussen** – Project Coordinator at Air Cargo Belgium; and
 - Alana Raitt** – Global Director of Airfreight at Consol Alliance
- The jury will independently determine the judging and

nomination process, with TIACA providing Secretariat support. The jury's structure reflects the award's core values of empowerment and youth engagement.

"The Inspirational Leader Award is one of the exciting new initiatives we've launched," said Steven Polmans, Chair of TIACA. "It not only shines a light on those making significant contributions to our industry, but it does so through the eyes of our future – the young professionals who are already driving change. Their voice in selecting the winner is what makes this award truly special."

Call for Nominations

Nominations are now being accepted for the 2025 Inspirational Leader Award. Submissions must be made by young professionals in the industry and should highlight individuals who have demonstrated:

- Inspirational leadership
- Innovation
- Dedication and commitment to the air cargo and logistics sector
- Positive impact on society and digitalization
- Meaningful influence on the growth and development of young talent

All industry professionals are eligible to be nominated, with the exception of TIACA employees and TIACA Board Members. The nomination period is open until May 9th, after which the jury will review and assess entries. The winner will be formally announced and honored at the TIACA Executive Summit.

TIACA is pleased to announce that sponsorship opportunities are available for the Inspirational Leader Award. Supporting this initiative provides companies with a unique opportunity to champion leadership and youth development in the air cargo industry.

"TIACA invites its global network and the wider air cargo community to participate by nominating leaders who have truly made a difference. Together, we can spotlight the individuals shaping the future of our industry through guidance, innovation, and inspiration." Glyn Hughes, Director General.

ACF 2025 Surpasses 60% Sold Out – Secure Your Spot Now!

The International Air Cargo Association (TIACA) has announced that the Air Cargo Forum (ACF) 2025 is already over 60% sold out, as the global air cargo community is moving fast to secure their place at the industry's most anticipated event of the year.

Taking place in Abu Dhabi, November 3-6, 2025, the ACF 2025 promises a world-class gathering of industry leaders, innovators, and decision-makers. With registration now open and demand at

an all-time high, now is the time to lock in your spot before it's too late.

Don't Miss These Signature ACF Experiences:

- **Conference Sessions** – Limited seating available for exclusive insights from industry leaders.
- **Golf Tournament at Saadiyat Beach Golf Club** – Network while enjoying one of the region's most stunning championship courses.
- **Welcome Reception at the Del Mar Beach Club** – Kick off ACF in style with seaside views and meaningful connections.
- **Connecting Cargo Reception at Ferrari World** – Experience the thrill of Ferrari World while networking with global peers.

"ACF 2025 is more than an exhibition—it's an experience. It's where innovation meets collaboration, where ideas become action, and where the future of air cargo takes shape. We're bringing the global community together not only to explore the latest in technology and sustainability, but also to build lasting connections through world-class networking opportunities. This is an event you won't want to miss. Whether you're looking to expand your network, gain strategic insights, or experience Abu Dhabi's world-class hospitality, ACF 2025 is the place to be." said Steven Polmans, TIACA Chair

"This year's ACF is shaping up to be one of the best industry events of the year and the largest in the Middle East" said Glyn Hughes, TIACA Chair. "With great local support from our host carrier, Etihad Cargo, we have some exciting things on the agenda, we encourage the entire air cargo industry to act quickly to ensure they don't miss this incredible opportunity."

Whether you're looking to expand your network, gain strategic insights, or experience Abu Dhabi's world-class hospitality, ACF 2025 is the place to be.





Lufthansa Cargo to Showcase Network Strength and Sector-Focused Innovation at transport logistic 2025 in Munich

Lufthansa Cargo will once again take a leading role at *transport logistic 2025*, the world's largest logistics and supply chain trade fair, taking place from June 2–5 in Munich. As part of the concurrent *air cargo Europe* exhibition, the carrier will present its latest solutions and strategic developments at its high-visibility booth in Hall A1, Stand 101/202, alongside subsidiaries CB Customs Broker and heyworld, and partner Swiss WorldCargo.

A Platform to Highlight a Global Cargo Network

At the core of Lufthansa Cargo's

presence this year is its expansive global network. With four operational hubs and capacity contributions from seven airline partners, Lufthansa Cargo connects to over 350 destinations worldwide via more than 1,000 daily frequencies. Complementing this air coverage is a dense road feeder service (RFS) network, with over 120 stations across Europe, enabling comprehensive multimodal cargo solutions.

This extensive infrastructure, according to the carrier, is continually optimized to meet growing customer expectations for speed, flexibility, and reliability—especially across complex supply chains and priority sectors.

Tailored Solutions for High-Value Industries

In response to increasing sector-specific logistics demands, Lufthansa Cargo will spotlight its dedicated offerings for key verticals: semiconductors, aviation, healthcare, and automotive. Each day of the fair will highlight one sector, with subject-matter experts on-site to engage in dialogue:

- **June 2:** Semiconductors – Brinthavani Ehanantharajah-Przybilla
- **June 3:** Aviation – Javier Salinas Gonzales
- **June 4:** Healthcare – Andreas Brasche



• **June 5:** Automotive – Rachid Massaoudi

These solutions are built around industry-specific requirements, offering tailored handling, security, compliance, and temperature control protocols.

Executive Insight and Strategic Direction

A press event hosted by Lufthansa Cargo is scheduled for **June 3, 9:30–11:00 a.m.**, where CEO **Ashwin Bhat** and CFO/CHRO **Frank Bauer** will provide deeper insights into Lufthansa Cargo's strategic priorities, expanding network, and specialized offerings. Attendance is by registration only due to limited capacity.

Thought Leadership on AI and Digitalization

Lufthansa Cargo executives will also contribute to the fair's thought leadership program:

• **June 3, 10:00–11:00 a.m., Hall A2 Forum:**

"Artificial Intelligence – What's in it

for Air Cargo?"

Oliver von Götz, VP Global Fulfillment Management, will discuss how AI is reshaping airfreight logistics—from predictive analytics to improved demand forecasting—while exploring its implications for semiconductor and electronics transport.

• **June 4, 1:30–2:30 p.m., Hall A1 Forum:**

"Unlocking the Future: AI, Automation and Digitalization in Air Cargo"

Martin Stilz, Senior Project Manager Fulfillment Digitization, joins Dr. Harald Sieke of Fraunhofer IML to discuss the implementation of IATA's ONE Record standard. The new protocol aims to establish a unified data-sharing framework across the air cargo supply chain, rolling out industry-wide from 2026.

Engaging the Next Generation of Air Cargo Talent

On the final day of the exhibition, **June 5**, Lufthansa Cargo will spotlight career opportunities within the

company. HR experts **Magdalena Hura** and **Jennifer Bruene** will be available at the booth to discuss the diverse range of roles and development paths available in one of the industry's leading airfreight carriers.

Strategic Presence in the Heart of Europe

Held biennially, *transport logistic* and *air cargo Europe* serve as vital platforms for collaboration and innovation in global logistics. For Lufthansa Cargo, the trade fair provides an essential opportunity to reinforce its market leadership in Europe, engage with key partners and customers, and demonstrate how it is leveraging technology, sustainability, and specialization to future-proof its global operations.

Visitors can engage with Lufthansa Cargo experts from **Monday to Wednesday, 9:30 a.m. to 6:00 p.m.**, and **Thursday from 9:30 a.m. to 4:00 p.m.**, at **Hall A1, Stand 101/202**.

Air Cargo Demand grows 4.4% in March 2025



The International Air Transport Association (IATA) released data for March 2025 global air cargo markets showing:

Total demand, measured in cargo tonne-kilometers (CTK), increased by 4.4% compared to March 2024 levels (+5.5% for international operations), a historic peak for March.

Capacity, measured in available cargo tonne-kilometers (ACTK), expanded by 4.3% compared to March 2024 (+6.1% for international operations).

“March cargo volumes were strong. It is possible that this is partly a front-loading of demand as some businesses tried to beat the well-telegraphed 2 April tariff announcement by the Trump Administration. The uncertainty over how much of the 2 April proposals will be implemented may eventually weigh on trade. In the meantime, the

Air Cargo Demand Grows 4.4% in March

lower fuel costs—which are also a result of the same uncertainty—are a short-term positive factor for air cargo. And, within the temporary pause on implementation we hope that political leaders will be able to shift trade tensions to reliable agreements that can restore confidence in global supply chains,” said Willie Walsh, IATA’s Director General.

Several factors in the operating environment should be noted:

- March volumes typically rise after a lull in February, and this single-digit increase is in line with pre-COVID growth trends.
- Jet fuel prices dropped 17.3% year-on-year, marking nine straight months of year-on-year declines.
- The sharp rise in US tariffs and new trade rules, especially the 2 May ban on duty-free imports from China and Hong Kong, may have

Air Cargo Market in Detail

MARCH 2025 (%YEAR-ON-YEAR)	WORLD SHARE *1	CTK	ACTK	CLF (%-PT) *2	CLF (LEVEL) *3
Total Market	100%	4.4%	4.3%	0.0%	47.5%
Africa	2.0%	-13.4%	10.8%	-10.4%	37.1%
Asia Pacific	34.2%	9.3%	7.6%	0.8%	48.6%
Europe	21.5%	4.4%	2.8%	0.9%	59.6%
Latin America	2.9%	5.6%	5.2%	0.1%	39.5%
Middle East	13.6%	-3.3%	0.9%	-2.0%	47.6%
North America	25.8%	3.7%	2.6%	0.5%	40.7%

(*1) % of industry CTKs in 2024 (*2) Year-on-year change in load factor (*3) Load factor level

TRADE LANE	YOY GROWTH	NOTES	MARKET SHARE OF INDUSTRY*
Asia-North America	+7.3%	This route has resumed growth after a revised fall of 0.5% in February	24.4%
Europe-Asia	+8.3%	25 consecutive months of growth	20.5%
Europe-Middle East	-7.5%		5.7%
Middle East-Asia	+2.9%		7.3%
Within Asia	+5.5%	17 consecutive months of growth	7.0%
Europe-North America	+8.5%	14 consecutive months of growth	13.3%
Africa-Asia	-40.2%	4 consecutive months of decline	1.4%
Within Europe	-5.2%		2.0%

*Share is based on full-year 2024 CTKs.

prompted companies and buyers to make purchases in advance to avoid significant import fees.

- World industrial output grew 3.2% year-on-year, and trade volumes expanded 2.9%. Many key Consumer Price Inflation (CPI) indices fell: US inflation was 2.4%, down 0.4 points from February, EU CPI was 2.5% and Japan's rate fell 0.1% to 3.6%. China remains in deflation but this eased to -0.1%.

March Regional Performance

Asia-Pacific airlines saw 9.6% year-on-year demand growth for air cargo in March, the strongest growth among the regions. Capacity increased

by 11.3% year-on-year.

North American carriers saw a 9.5% year-on-year increase in demand growth for air cargo in March. Capacity increased by 6.1% year-on-year.

European carriers saw a 4.5% year-on-year increase in demand growth for air cargo in March. Capacity increased 2.0% year-on-year.

Middle Eastern carriers saw a -3.2% year-on-year decrease in demand growth for air cargo in March. Capacity increased by 0.8% year-on-year. It's possible the weakness in this market is due to year-on-year comparison with the strong growth at the start of 2024 resulting from disruption to Red Sea maritime freight.

Latin American carriers saw 5.8% year-on-year demand growth for air cargo in March. Capacity increased 4.7% year-on-year.

African airlines saw a -13.4% year-on-year decrease in demand for air cargo in March, the slowest among the regions. Capacity increased by 10.5% year-on-year.

Trade Lane Growth: The Europe-North America route was the busiest trade lane in March. The largest trade lane by market share, Asia-North America, also grew strongly, possibly encouraged by front-loading shipments ahead of potential increased tariffs. Europe-Middle East and Africa-Asia were the only trade lanes to decline in March.

TCE Airlines Partners with Unilode Aviation Solutions in Multi-Year ULD Management Agreement

Unilode continues to grow its already extensive global network and availability of 200,000 ULDs located at over 550 airports worldwide.



In a move signaling growing momentum toward digital transformation and

operational efficiency in air cargo logistics, TCE Airlines, a subsidiary of global GSSA powerhouse ECS Group, has entered into a long-term agreement with Unilode Aviation Solutions for the comprehensive management of its Unit Load Devices (ULDs).

The multi-year partnership is designed to overhaul and streamline TCE Airlines' ULD operations across its network, covering day-to-day asset management, repair and maintenance, digital tracking, and advanced forecasting and planning services. The agreement reflects TCE's strategic ambition to optimize its cargo handling processes and embrace a

more data-driven approach to logistics.

A Strategic Shift Toward Digitalized ULD Management

The collaboration underscores a broader industry shift in how GSSAs, airlines, freight forwarders, and ground handlers approach ULD management. Traditionally viewed as a peripheral function, ULDs are now increasingly recognized as critical assets in cargo reliability, turnaround efficiency, and customer satisfaction. TCE's decision to partner with Unilode is aligned with this emerging view, representing a step change in how cargo carriers address asset visibility, utilization, and lifecycle performance.

"This partnership marks a transformational

moment for TCE Airlines," said Sébastien Lemaire, Managing Director of TCE. "By entrusting our ULD operations to Unilode, we are reinforcing our commitment to operational excellence, technology integration, and enhanced service delivery to our clients and partners."

Leveraging Global Scale and Digital Innovation

As part of the agreement, Unilode will deploy its global infrastructure and digital solutions to support TCE's ULD operations. This includes access to Unilode's pool of 200,000 ULDs stationed across more than 550 airports worldwide, as well as real-time track and trace capabilities powered by advanced IoT-enabled devices. These tools offer TCE valuable insights into asset location, condition, and usage patterns, enabling better forecasting and network optimization.

Ross Marino, CEO of Unilode Aviation Solutions, welcomed the agreement, stating: *"We are proud to support TCE Airlines as they embark on a digitally enabled transformation of their ULD operations. Our collaboration reflects a growing recognition in the industry that ULD*

outsourcing, paired with technology, offers measurable advantages in efficiency, scalability, and transparency."

Responding to Industry Pressures with Smarter Solutions

The partnership comes at a time when the cargo industry is under increasing pressure to modernize and improve resilience in the face of capacity constraints, evolving regulatory demands, and customer expectations for end-to-end visibility. Efficient ULD management plays a pivotal role in enabling faster turnaround times, reducing ground handling delays, and minimizing costs associated with damaged or misplaced assets.

By outsourcing to a specialist provider like Unilode, TCE joins a growing number of forward-thinking cargo operators investing in outsourced ULD solutions to drive better business outcomes.

As the global air cargo ecosystem continues to embrace automation, connectivity, and collaborative models, strategic partnerships such as this are likely to become a benchmark for modern cargo logistics.

Unilode Expands UK Footprint with New 27,000 sq ft Facility Near East Midlands Airport

Unilode Aviation Solutions, a global leader in Unit Load Device (ULD) management, has announced the relocation of its East Midlands operations to a new 27,000 square foot facility at Stud Brook Business Park in Castle Donington, just minutes from East Midlands Airport (EMA).

The move marks a strategic investment by the Zurich-headquartered company as it strengthens its operational footprint in one of the UK's key air cargo corridors. The new site, known as Unit 5b, is part of a broader plan to expand Unilode's service capabilities in the region and support a growing roster of cargo airline clients including DHL, West Atlantic, Singapore Airlines, Finnair, Aer Lingus, and TUI.

Scaling Operations to Meet Growing Demand

Unilode's new UK facility will serve as a critical hub for ULD maintenance, repair, and digital tracking operations, building on the company's global infrastructure, which includes the largest digitised fleet of ULDs in the world—nearly 200,000 units—and a network spanning more than 550 airports, 50 certified repair stations, and 18 regional offices.

"This relocation is about more than physical space—it's about scaling our operations to better serve both current and future partners in the region," said **Janis Balkens, Chief Operating Officer at Unilode Aviation Solutions.** *"Our 30-strong team at East Midlands has already achieved significant milestones, and this state-*



of-the-art facility will further enhance our service capacity and operational efficiency."

Commitment to Sustainability and Circular Economy

Beyond operational growth, Unilode emphasized its sustainability agenda as a driving factor behind the move. The new Castle Donington facility will run

on 100% renewable energy and is on track to achieve BREEAM certification, the UK's leading sustainability assessment for buildings. Enhanced waste management practices and a commitment to circular economy principles are also central to the company's broader ESG goals.

"Sustainability is not a bolt-on—it's embedded in every aspect of how we operate," Balkens added. *"This new facility reflects our long-term commitment to creating value not only for our customers, but for our employees and the environment."*

A Strategic Asset in a Key Logistics Zone

The letting of Unit 5b was facilitated by Clowes Developments and FHP Property Consultants, whose Director Tim Gilbertson commented: *"It's fantastic to secure a global leader like Unilode at Stud Brook Business Park. Their presence enhances the park's profile and adds to the growing list of high-calibre tenants leveraging proximity to East Midlands Airport."*

With the first phase of Stud Brook Business Park nearly at capacity, Clowes Developments is shifting focus to smaller speculative units of up to 5,000 square feet, due for completion by the end of 2025.

Global Expansion Continues

The East Midlands relocation is part of a wider global investment strategy by Unilode, which includes recent moves into upgraded MRO facilities in Hong Kong and Singapore, as well as refurbishments at its sites in Newark (USA) and London Heathrow. These initiatives are designed to reinforce Unilode's agility and responsiveness to the evolving needs of its airline and logistics partners worldwide.

As the air cargo industry continues to seek operational resilience, digitisation, and environmental stewardship, Unilode's expansion in Castle Donington positions the company to play a central role in shaping the future of cargo logistics across Europe and beyond.



CNS Prepares to Host Flagship U.S. Air Cargo Conference in Miami, May 2025

Cargo Network Services Corp. (CNS), a subsidiary of IATA, is set to host its highly anticipated 2025 Partnership Conference from May 13–15 at the JW Marriott Miami Turnberry Resort & Spa. Themed “*Evolution and Resilience: Keys to the Future of U.S. Air Cargo*,” the event remains a cornerstone of the North American cargo calendar, attracting nearly 700 senior executives and decision-makers from across the air cargo value chain.

This year’s conference will once again serve as a strategic forum for dialogue, insight, and partnership-building, blending high-level plenaries with curated networking opportunities in one of the industry’s most influential gatherings.

Miami-Dade County Mayor Daniella

Levine Cava will officially open the event—an appropriate choice given Miami International Airport’s status as the nation’s leading international air cargo hub. She will be joined by CNS President Alicia Lines and other industry leaders for a program designed to address the key forces reshaping U.S. air cargo operations.

Executive Line-Up and Thought Leadership

The 2025 edition will feature a keynote address from Patrick Moebel, President of FedEx Logistics, setting the tone for three days of strategic insight. A centerpiece panel—*Leadership in Air Cargo*—will feature Andrés Bianchi, CEO of LATAM Cargo, and Peter Penseel, President of Delta Cargo, who will provide their perspectives on industry challenges

and opportunities in a rapidly evolving logistics environment.

Plenary sessions will delve into key topics, including:

- **State of the U.S. Air Cargo Industry:** Economic trends, capacity challenges, and operational headwinds shaping today’s air freight market.

- **Sustainable Cargo Solutions:** A deep dive into decarbonization strategies, with emphasis on Sustainable Aviation Fuel (SAF) and emissions tracking.

- **Digitalization and Supply Chain Efficiency:** The role of electronic data standards and automation in optimizing cargo flows.

- **Security Compliance:** Updates on evolving federal requirements, including Air Cargo Advance Screening (ACAS) and risk-based targeting protocols.

Innovation Stage and Workforce Development

Back by popular demand, the CNS Innovation Stage will spotlight emerging themes and underrepresented perspectives within the cargo sector. Highlights include:

- **Women in Air Cargo:** Exploring how gender diversity can drive stronger outcomes across the logistics chain.
- **Certification as a Competitive Advantage:** Demonstrating the tangible impact of programs like CEIV on quality assurance and regulatory compliance.
- **Dangerous Goods Management:** Addressing hidden DG risks and the latest mitigation technologies.
- **Future Workforce:** Exploring

next-generation training models aimed at building long-term talent pipelines for the cargo industry.

Enhanced Networking and Miami's Strategic Role

New for 2025, CNS is introducing a *Meet & Greet* session designed to facilitate structured networking between airlines and freight forwarders, enabling pre-scheduled business discussions and partnership opportunities. The event will once again open with the traditional golf tournament, now complemented by a catamaran networking cruise for non-golfers, offering panoramic views of the Miami coastline and informal business engagement.

CNS's selection of Miami is no

coincidence. In 2023, the U.S. handled 34 million tonnes of air cargo—vital to the country's trade performance. MIA leads the nation in international freight and is a global hub for perishables, electronics, telecoms, textiles, pharmaceuticals, and industrial goods. The airport connects to 210 cities across five continents via over 90 airlines, making it a critical artery for global commerce.

As the air cargo industry continues to navigate a landscape shaped by economic uncertainty, sustainability demands, and digital transformation, the CNS Partnership Conference 2025 promises to be a timely and necessary platform for senior leaders to chart the course forward.

STATISTICS / IN BRIEF

Logistaas achieves SOC 2 certification as part of ongoing data security customer pledge

Transport management systems provider achieves highest standard of data protection as part of its continuous response to cyber security threats

Logistaas, the Transportation Management System (TMS) specialist, has been awarded Systems and Organisation Controls 2 (SOC 2) certification as it further enhances its commitment to data security.

The certification was achieved following an interrogative and independent audit of its data handling controls to evaluate its compliance for SOC 2 status.

"Protecting customers' commercially sensitive data has always been integral to Logistaas' approach to product development," said **Kareem Naouri, Chief Executive Officer, Logistaas.**



"Cyber security threats are ever-changing and increasingly sophisticated, so our team is continually innovating to

ensure we remain one step ahead of the game and our customers have peace of mind knowing their data is protected to the highest possible standard. "SOC 2 certification is a testament to Logistaas' rigorous security standards, and I am proud of the team for achieving this important milestone."

Developed by the American Institute of Certified Public Accountants, SOC 2 is an internationally recognised standard attesting a businesses' internal data handling processes, controls, and security.

Celebrating its tenth anniversary later this year, Logistaas develops TMS solutions for freight forwarders, shipping lines, and NVOCCs, and now boasts a global presence in over 75 countries, having integrated its systems with over 50 ocean and 100 air carriers.

Kale Info Solutions digitise Mexico City Airport Cargo operations

Kale's GALAXY cargo community system will digitise operations and streamline handling processes at Mexico's busiest air hub

Kale Info Solutions (Kale) has partnered with México Cargo Handling (MCH) to digitise operations through its GALAXY air cargo community system.

This system will streamline export, import, and transit operations by digitising all shipment data, offering real-time transparency for all stakeholders and eliminating the risk of incorrect shipment data on paper copies.

"At Mexico Cargo Handling we are looking at digital innovation to provide better value to our customers," said **Mathilde de Rocquigny, CEO, México Cargo Handling.** "We are

happy to partner with Kale on creating the right digital infrastructure at our facilities to become more efficient, sustainable, and provide better visibility to our customers."

The cloud-based system means that even warehouse operators will use hand-held devices to make the entire cargo handling process paperless, fulfilling Kale's commitment to sustainable cargo community solutions.

"We are delighted to work with Mexico City International Airport, our team is geared up to deliver the best-in-class to the airport," said **Amar More, President, Kale Info Solutions.** "Enhancing customer experience,



building operational excellence, and free-up talent from routine support tasks to focus on higher value activities around transformation and innovation is the fundamental requirement of every airport cargo ground handler worldwide."

Kale's GALAXY system is currently used at more than 120 airport cargo stations across the world, and Kale was commended by the United Nations for its systems which were estimated to reduce up to 10 million paper copies of documents at airports annually.

Chapman Freeborn Agrees New Strategic partnership with SKYXS Air Cargo Service Network



New agreement strengthens air charterer's cargo, passenger, and OBC presence in Eastern Europe and across the Balkan peninsula

Chapman Freeborn has agreed a new strategic partnership with general sales and service agent (GSSA), SkyXS Air Cargo Service Network (SkyXS).

The agreement expands the air charterer's cargo charter, on-board courier, passenger charter, and cargo capacity management offering across Eastern Europe and the Balkans.

"SkyXS Air cargo's extensive contacts in the region perfectly complement Chapman Freeborn's experience delivering a robust and versatile suite of air charter solutions tailored to clients' specific needs, no matter how complex," said **Robert Koppy, Austria Sales Manager, Chapman Freeborn.** "Demand for both

cargo and passenger charters across Eastern Europe and the Balkans has continued to grow steadily over the last year. "I look forward to working closely with colleagues from SkyXS as Chapman Freeborn capitalises on this growth, diversifies its sales base, and continues to steadily expand across Europe."

With nearly thirty years' experience as a GSSA, SkyXS operates in twelve countries across Central and Eastern Europe, as well as the Balkan peninsula.

This follows a strategic restructure of Chapman Freeborn's European cargo operations, the launch of a European music and entertainment division, and opening of a new French operations base.

Security and compliance top priorities for GSSAs reveals AWARY Poll of FEDAGSA Membership



Alongside security, General Sales and Service Agents (GSSAs) identified efficiency, cost savings, and scalability as key drivers for digital investment



Complete data security and compliance are top priorities for GSSAs investing in digital platforms according to a recent poll conducted by Awery Aviation Software (Awery) during a session with members of the Federation of Airline General Sales and Service Agents (FEDAGSA).

The poll, receiving over 200 responses, was conducted in March 2025, during the IATA World Cargo Symposium in Dubai, to better understand FEDAGSA members' current and future digital requirements.

"It is absolutely imperative that companies' data is strictly protected," said **Tristan Koch, Chief Commercial Officer, Awery.**

"Industry data regulations and certifications have always been essential to our work, and we've made long-term investments to ensure our systems meet the highest standards."

Awery is certified under SOC 2 Type II, ISO 27001, and ISO 9001 frameworks, each a recognised benchmark for secure data handling and information management, and frequently undergoes penetration testing.

"With the issues we're seeing across the industry – cyber attacks and data breaches exposing vulnerabilities in major supply chain organisations – it's more important than ever to ensure your data is protected," Koch added. *"Not only have we worked hard to meet the required levels of security to achieve these accreditations, but we have exceeded these by some margin, and the independent penetration testing of our platforms has proven this."*

FEDAGSA, established in 1991, represents airline General Sales and Service Agents (GSSAs) globally, with members across over 70 countries.

"As Secretary General of FEDAGSA, it is essential that we help protect our members against operational threats, especially data security risks," said **Glenn Shires.** *"IT systems and providers play a key role in improving efficiency, visibility, and service delivery, but this should never come at the expense of security."*

Awery is an affiliate member of FEDAGSA, and in 2024 was named Best Aviation Software Provider in a member survey.

"We work closely with our partners who can be trusted to handle data with care, and protect the integrity of our members' digital operations," Shires added.

The poll also revealed that increased efficiency, cost savings, better customer service, and scalability were among the top priorities for GSSAs looking to invest in digital platforms.

Both organisations will attend Air Cargo Europe in Munich, taking place from 2nd–5th June 2025.

ECS Group Celebrates 35 Years of Genair's Leadership in the Spanish Air Cargo Market



ECS Group is proud to mark the 35th anniversary of its Spanish subsidiary, Genair, a pioneering force in the country's air cargo industry. Since its founding in 1990 by Jesús Escolar, Genair has grown from a bold entrepreneurial vision into a trusted market leader, delivering tailored GSSA services across Spain.

Starting with just three employees and two airline clients—Olympic Airways and Egyptair—in a central Madrid office, Genair has evolved into a nationwide operation with five main offices and four additional client-based locations. Today, the company represents six airlines, provides Road Feeder Services (RFS) to major European airports, and has served more than 350 freight forwarders. In 2024 alone, Genair handled more

than 91,000 tons of export cargo and processed 75,428 AWBs, reflecting the scale and consistency of its operations.

Since joining ECS Group in 1999, Genair has managed more than 1.177 million tons of cargo, underscoring its long-standing impact on Spain's logistics landscape, and accelerated its digital transformation with access to world-class systems. It now operates using Apollo and Quantum, ECS Group's proprietary in-house tools, as well as CargoSpot and Skypallet, advanced solutions provided by ECS Group's close partner, CargoTech. These tools have streamlined workflows, improved planning, and enhanced customer service across the board.

After Jesús Escolar laid the foundation, Paco Ortega continued the work as Managing Director from

the 2010s onward. Under Paco's leadership, Genair reached new heights in excellence and market penetration. During this period, the ECS Group companies in Spain were restructured, helping the group to strengthen its leading position, which continues today. Currently, ECS Group represents an impressive 25% of Spain's total air export market.

"Genair's story is one of vision, adaptation, and above all, people," said Nacho Ruiz, Managing Director of Genair Spain. "We are incredibly proud of the journey we've taken—building lasting relationships, growing alongside our partners, and staying true to our values. As we look to the future, we remain focused on sustainable innovation and continuing to lead the Spanish air cargo market with integrity and ambition."

Jean Ceccaldi, CEO of ECS Group, added: *"Genair perfectly embodies the spirit and resilience that define ECS Group. For 35 years, they have delivered excellence, driven innovation, and stayed committed to their customers and communities. We are honored to have them as part of our family, and we look forward to continuing this journey together—stronger, smarter, and more connected than ever."*

Despite major advances in digitalization, Genair remains deeply rooted in human values. The company is known for its loyal, experienced team, many of whom have been with the company for decades. This close-knit culture has been a constant since 1990, now complemented by Genair's growing engagement in sustainability and social initiatives—making it a reliable and responsible partner in today's fast-changing air cargo sector.

ECS Group's Globe Air Cargo Cambodia Appointed GSA for Air Premia in Cambodia and Myanmar



ECS Group has announced that its subsidiary, Globe Air Cargo Cambodia, has been appointed as the GSSA for Air Premia in both Cambodia and Myanmar. This strategic collaboration strengthens ECS Group's presence in Southeast Asia and underscores its continued expansion in emerging air cargo markets.

Under the agreement, cargo from both countries will be routed via Bangkok (BKK) to key global destinations including Seoul (ICN), Tokyo Narita (NRT), and major U.S. hubs such as Los Angeles (LAX), San Francisco (SFO), and Newark (EWR). Air Premia's Boeing 787 operations out of Bangkok offer an estimated cargo capacity of 15 to 18 tons per flight. Interline connections will ensure efficient cargo feed into the BKK gateway for onward international distribution.

Exports from Cambodia are expected to focus on ready-made garments and electronic parts, while Myanmar will contribute a mix of textiles and agricultural goods. Air

Premia also plans to support the transport of perishables, including mangoes, as part of its inbound cargo strategy.

"This partnership with Air Premia highlights our ability to deliver agile, market-specific solutions in rapidly growing regions," said **Jean Ceccaldi, CEO of ECS Group**. *"Our team at Globe Air Cargo Cambodia is fully aligned with Air Premia's goals, and we are confident in achieving strong commercial results across both markets."*

The partnership will also benefit from ECS Group's digital ecosystem, ensuring operational efficiency and consistency. Air Premia will gain access to the full CargoTech suite —

including tools for dynamic pricing, data analytics, booking optimization, and real-time performance tracking — designed to streamline processes, enhance visibility, and improve the customer experience.

Noor Azizah, Regional VP Asia Pacific (excluding China) at ECS Group, added: *"Cambodia and Myanmar are high-potential, export-driven markets. Air Premia's network gives local customers the long-haul reach they need. We're excited to unlock new opportunities and further reinforce ECS Group's footprint in Asia."*

This appointment marks another milestone in ECS Group's mission to deliver flexible, reliable, and sustainable cargo solutions worldwide.

TIACA Announces Roos Bakker to be the Next TIACA Chair, Taking Over from Steven Polmans When His Term Finishes at the End of 2025



The International Air Cargo Association (TIACA) is pleased to announce that Roos Bakker, Manager Business Development and Contract Management at CTSN will be the next TIACA Chair, leading the Association for the 2026-2027 period. Roos has served as one of two Vice Chairs together with Emir Pineda, Director, Marketing & Air Service Development Division, Miami International Airport, for the past two years.

“Steven Polmans has led the Association for the past 6 years and together with the Board has implemented a transformation program that has aligned TIACA’s activities and services to the needs of today’s air cargo industry. Membership has grown significantly during this period, and we have launched some highly relevant industry programs such as our Sustainability Insights, Roadmap, BlueSky program, annual ACF and an enhanced Awards portfolio. Stevens leadership has been instrumental in securing the success that TIACA is today and his dedication to improving the organization has been inspirational. We now look forward to working with Roos as she steers TIACA to even higher levels of

success,” stated **Glyn Hughes, TIACA Director General.**

“It has been an absolute privilege to have been TIACA’s Chair for the past 6 years, working with some exceptional Vice Chairs, initially Sanjiv Ghadia, CEO Astral Aviation, who worked tirelessly with me as we implemented a transformation strategy and more recently with Roos and Emir as we launched several new initiatives. I am proud of what we have achieved, and I look forward to remaining in the Board and supporting Roos in her new role.” Said **Steven Polmans, TIACA Chair.**

“I am very honored to have been elected as the incoming TIACA Chair, following Steven’s footsteps will be a difficult challenge but I am confident that

the Board and great TIACA team will help me through the transition period. This is an exciting time for air cargo with a number of challenges affecting global trade, supply chain safety, security and operational efficiency and we need TIACA to enhance its value to support the industry in achieving even greater success. I am very much looking forward to this opportunity.” Said **Roos Bakker, incoming TIACA Chair.**

The election for the two Vice Chairs is underway and will be announced upon its conclusion.

The term of office for Chair and Vice Chairs will officially commence at the close of the **TIACA Air Cargo Forum, to be held in Abu Dhabi, November 3rd – 6th, 2025.**



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