



Newsletter 

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Contents

[Cargolux Performance Still Strong Despite Current Economic Crisis](#)
[IATA e-Freight Goes Live in Luxembourg](#)
[Cargolux Adds Tbilisi / Georgia to its Route Network](#)
[New Cargolux Web Site](#)
[Happy Birthday](#)
[Vienna Customers Visit Cargolux](#)
[Beaulois Nouveau Shipments](#)
[The Silk Route: Cargolux Operates Its 10.000th Baku Flight](#)
[Art is in the Air](#)
[FlorEcuador - Agriflor 2008](#)
[Cheetahs from Dubai](#)
[Air Cargo Forum Kuala Lumpur](#)
[Upcoming Cargolux Events](#)
[Erratum-September 08 issue](#)
[Season's Greetings](#)



Cargolux Performance Still Strong Despite Current Economic Crisis

According to IATA's latest figures, Cargolux has outperformed the market in the past 5 months. Due to its flexibility as an all-cargo carrier and its state of the art equipment, Cargolux posted better growth results than almost all of its competitors. Even though the economic crisis might still get worse and last for a relative long period, Cargolux is convinced that with its strong business model it will weather the storm and eventually come out even stronger when the market will pick up again. We would like to thank all our customers for their support and we would like to assure them they can count on our continuous cooperation through these difficult times ahead of us.

Robert van de Weg
Senior Vice-President Sales & Marketing & Ground Services



IATA e-Freight Goes Live in Luxembourg

Cargolux Airlines, Luxair Cargo Ground Handling, Schenker Luxembourg, DHLGF Luxembourg, Arthur Welter Trucking, Champ Cargo Systems, the Luxembourg Customs, the Ministry of the Economy and Foreign Trade, the Civil Aviation Directorate, and the International Air Transport Association (IATA) today announced the dawn of a new era for air cargo in Luxembourg with the launch of IATA e-freight.

IATA e-freight became operational on the trade lane between Luxembourg and Singapore on 1 November, 2008 with further expansion planned in the coming months.

IATA e-freight is one of five "Simplifying the Business" projects being led by IATA to improve service and cut costs. It requires that business, technical and legal frameworks are in place to allow airlines, freight forwarders, customs administrations and governments to seamlessly exchange electronic information and e-documents instead of paper documents. IATA e-freight effectively eliminates the need to send 13 paper documents with air cargo shipments streamlining processes, improving speed and reliability and cutting costs.

The Luxembourg IATA e-freight implementation team, led by Cargolux Airlines, started work in May 2008 and delivered IATA e-freight on schedule.

Over the past year IATA has assessed the readiness of 209 locations worldwide in addition to the original 6 e-freight sites. Of these, 46 countries, representing approximately 60% of global air-freight volumes, have the appropriate international treaties and high level customs framework in place to qualify for IATA e-freight. Luxembourg becomes the thirteenth e-freight location worldwide to deliver paper-free cargo.

"IATA e-freight is a revolution for a US\$55 billion business that generates 12% of airline revenues and has broad implications for e-trade and the global economy". "This launch takes us into a new, more efficient era for air cargo. And it highlights the close cooperation between government, customs, and the airfreight industry, including airlines, freight forwarders, airport authorities and handling agents that brought about the successful launch of IATA e-freight in Luxembourg."

IATA e-freight is also operational in Australia, Canada, Germany, Hong Kong, Mauritius, the Netherlands, New Zealand, Singapore, South Korea, Sweden, the United Kingdom and the United States. The industry has set a deadline of the end of 2010 for the implementation of e-freight where feasible.



Cargolux Adds Tbilisi / Georgia to its Route Network

Following the introduction of services to Azerbaijan already in 2001, and to Kazakhstan in August 2007, Cargolux now announces weekly services to Tbilisi / Georgia, to further expand in the Central Asian region.

The first flight to Georgia's capital, Tbilisi, was operated on 6 November, 2008.

CV 7984 leaves Luxembourg every Thursday at 09.00 p.m., arriving in Tbilisi on Friday morning at 04.10 a.m.

The country and its economy are undergoing a period of change. The infrastructure and equipment are being upgraded, and the market requires direct airfreight services connecting Georgia with worldwide origins. Tbilisi fits well in Cargolux's global route network in support of the oil and gas industry, linking the world's main energy supply centers. For this reason, on board Cargolux's B747-400 freighters to the new destination Tbilisi, the loads will mostly be equipment for the oil and gas industry. In addition, shipments will also include perishables and industrial products. [view flyer](#).



New Cargolux Web Site

Cargolux has re-launched its internet site!

Visitors to the new www.cargolux.com will benefit from a new, wider screen layout, an updated presentation of our services and from a host of technological improvements that will facilitate the utilization of key features, such as our schedule, our network contacts and our tracking system.

A new "sustainability" section also briefs visitors on the latest actions undertaken to reduce the impact of Cargolux's flight operations on the environment, as well as its activities in the social sphere. The section incorporates a calculator that shows how much CO₂ is emitted per shipment on Cargolux's network.

Cargolux welcomes you to our new web site and looks forward to any feedback or comments you may have to improve our web presence further!



Happy Birthday

Twenty five years ago, on November 19th 1993, Cargolux's first Boeing 747-400F, LX-FCV, arrived in Luxembourg.

The aircraft carried 116 tons of cargo on its first flight, starting a tradition that continues until today.

Meanwhile, 'City of Luxembourg' has logged 79,033 flight hours and 13,677 cycles.



Vienna Customers Visit Cargolux

On 18 November, 2008, a group of Schenker Austria, accompanied by Cargolux Vienna staff, visited our head office in Luxembourg. The representatives were from the offices of Schenker from Vorarlberg, Tirol, Vienna and Salzburg. The visit was an excellent opportunity to get familiarized with the Luxair CargoCenter, Cargolux aircraft, and Cargolux services. At the same time, they had the possibility to meet with Cargolux's Sales & Reservations, and Export/Import departments.

Cargolux offers two weekly frequencies from Hong Kong to Vienna, in addition to the company's service from Asia to Budapest, plus additional trucking services from both origins to the surrounding region.



Beaujolais Nouveau Shipments

This year again, the Beaujolais Nouveau wave has swept across continents and Cargolux has again been part of this yearly craze.

The Beaujolais Nouveau tends to be a very light-bodied red wine, with relatively high amounts of acidity.

Tradition wants that the beverage must be drunk on this specific date as a celebration of another successful harvest.

The major part of Cargolux's Beaujolais shipments was carried from Lyon/France to Komatsu Japan, to reach final destination on-time for the 3rd Thursday of the month.

Japan celebrates this beverage with an unwavering devotion and continues to be the strongest market for this ephemeral commodity.

Additional shipments went to Taipei, Auckland, Accra, Beirut and Abidjan.

Cargolux started to transport this commodity 20 years ago with steady growth over the years.



On Nov. 20th, a small group of head office Sales Dept., together with representatives of Cargolux France went to Lyon, joining clients and press members, all invited by INFOFRET, to celebrate the launch of this year's Beaujolais, a yearly event where Cargolux is one of the sponsors.

The Silk Route: Cargolux Operates Its 10.000th Baku Flight

On Tuesday, November 11th, 2008, with the 10.000th landing of a Cargolux 747 in Baku/Azerbaijan, it was a milestone in the company's history. At 02.25 p.m., the 'City of Ettelbruck', registered 'ICV', made the famous landing at Baku's Heydar Aliyev International Airport, already awaited by numerous television crews and journalists, and surrounded by a big group of airport officials and the management and staff of both companies, Silk Way and Cargolux, Baku.



Once the aircraft reached its parking position, the Cargolux crew and management on board this flight were officially welcomed by Mr. Arif Mammadov, the Head of the Azerbaijan Civil Aviation Authorities.

In an immediate interview upon aircraft arrival with Cargolux President & CEO, Mr. Ogiermann, he stated: 'I am proud of the result achieved.' 'Together with the right partners, we have accomplished a successful cooperation.' Flowers were handed over to the Captain of the 10.000th flight, Mr. Marcel Funk, Cargolux's Chief Pilot and Head of

Operations, and to the first officer, Mr. Matthias Schachner.

Start of Negotiations in 1999

Looking back in history, the first negotiations took place in 1999 when the Director of the Azerbaijan Cargo Airline (AZAL Avia Cargo) Mr. Zaur Akhundov, approached the Luxembourg Civil Aviation Authorities and Cargolux, in order to initiate the cooperation.



At that time, Cargolux was already looking for a suitable airport serving as hub for landings in Northern Asia. Baku Airport offered an ideal solution plus the potential for further development within the region. Baku Airport complies with all technical and security standards, ensures required fuel reserves, and offers commercial perspectives. It is an ideal hub between East & West for imported and exported cargo, and at the same time flying time is 2 hours less, compared to hubs in the Gulf region, like for instance Dubai in the United Arab Emirates. 'This also proves an important advantage, considering

today's high operating costs per flight hour, due to current fuel costs,' states Cargolux Vice-President, Pierre Wesner.

Cargolux's regular flights via Baku started on 15 August, 2001, with three flights per week being operated at that time. On 1 April, 2002, new EU Noise Regulations were established, leading to a stop of Ilyushin freighters into Europe, as these did not comply with the technical standards required by EU regulations. Although this type of aircraft offers the right capacity for the transportation of the available freight, its engines are of older technologies. This proved an opportunity for Cargolux's modern fleet of B747 freighters. The company's Baku operation proved more and more the right decision, developing into a 'regular hub' between Luxembourg, the Caspian Sea Region, and Cargolux's destinations in Asia, a real 'Silk Route', with tonnages that increased considerably since its start in 2001. Today, several daily frequencies into Baku are offered, and the company's aircraft in Luxembourg's colors have become part of daily operations at Baku Airport, using the hub for shipments from East to West and vice

versa, or just as 'technical stop' for crew change and refueling.

The Cargolux office in Baku disposes of a staff of 20 and is headed by Country Manager for Azerbaijan, Mr. Bulent Ilhan. He was sent from Head Office Luxembourg to Baku in 2001 to open and manage this Cargolux office and remained in this busy region ever since....

Baku Hub



Most of the freight arriving at Baku Airport is in transit, mainly destined for Kazakhstan, Turkmenistan, Iraq, and Afghanistan, according to Marketing Manager Christian Zenner.

The flights serving these regions are operated by our partner Silk Way, who has the adequate aircraft equipment and experience to serve these destinations. Mr. Jahangir Askerov, President of the 'Closed Joint Stock Venture AZAL' (Azerbaijan Airlines), together with the Civil Aviation Authorities of Azerbaijan, have built up the right infrastructure at Baku Airport within a short period of time, to develop it into a modern

cargo hub. A cargo center was built at Baku Airport, 'BCT Baku Cargo Terminal, inspired by Luxembourg's Cargo Center, with a capacity of 250.000 tons of freight, and inaugurated in 2005.

While in 2001, only one parking position was available for 747 aircraft, today ten 747 aircraft can be handled simultaneously, including the B747-8F which Cargolux expects for spring 2010, though 5 meters longer with 4 meters more width, than the currently operated B747-400F, plus the A380. 'The Azeris proved to be fair partners and within the co operation have actively contributed to this development' states Mr. Charles Klein of Luxembourg's Civil Aviation Authorities.

Oil Drilling Equipment and other Commodities for Azerbaijan and the surrounding region



Major exports to Baku and the Caspian Region include all types of oil field equipment. Such materials are transported by air to the region, mostly originating from Houston/Texas, Calgary/Canada, and Aberdeen/Scotland where the production of such equipment has a long-standing tradition. Additional oil drilling equipment is flown in from Singapore and from Dubai. The volume of such shipments depends on the international oil market situation. Higher rates per barrel justify extensive oil drilling with specific equipment, and as such, the volume for transportation varies accordingly. Other

commodities include perishables flown to Baku on board Cargolux aircraft. La Provencale, Luxembourg, for instance, is exporting fresh vegetables, fruit, fish and seafood products, plus meat, for the transportation on board Cargolux's 747 freighters destined for local consumption in Baku, for local consumption. In addition, hi-tech items of the computer industry, as well as household goods, plus 30 – 40 tons per week of spare parts for the automotive industry are loaded. Last but not least, cut flowers are in high demand in the region of Azerbaijan and surrounding areas, especially high-quality roses, which Cargolux flies in from South American and African origins. Cargolux delivers such products to Baku, while Silk Way, Cargolux's partner, is in a position to further develop the regional distribution. 'New Possibilities in an Ancient Country' was the title of an article of 2001 in Cargolux's own magazine. The fact that this cooperation has developed into solid mutual business is mainly the result of consequent politics, determination and the foresight of both partners. Even 'Marco Polo' would be quite impressed by such results!

Photos of article 'Silk Route' by Teddy Jaans/Luxemburger Wort.
Contents of Article by Teddy Jaans translated into English



Art is in the Air

Over the years, Cargolux has been entrusted with the worldwide transportation of artworks, ranging from small modern art oil paintings to huge bronze sculptures, or extensive contemporary art installation, serving most reputable museums and cultural institutions around the globe.

Quality delivery and on-time handover of artworks for build up and display are a must. Cargolux offers over 35 years of experience, ensuring safe handling of all art shipments on ground and in the air by skilled and experienced staff, respecting specific loading requirements. Artworks are monitored and stored in a lockable safe area for which Luxair's Cargo Center provides 10 double cells (20 x 10 ft pallets, or 10 x 20 ft pallets), adaptable from 0 up to 20 degrees, and 10 double cells from 0 up to 30 degrees, depending on the required temperature.

Cargolux's B747-400 freighters are ideally suited to accommodate even large pieces of artwork through its nose door, and the temperature on board the aircraft can also be adapted to individual requirements, while special ULDs guarantee safety during the entire transportation process. Those ULDs are not mixed with any cargo like dangerous goods, liquids, nor any other critical freight, and loading and offloading are supervised by a special 'courier'.

For more detailed information consult Cargolux's *Artwork Folder*, or contact *sales & reservations dept.*



FlorEcuador - Agriflor 2008

The 2008 FlorEcuador-Agriflor show took place from 24 to 27 September in Quito, Ecuador. Mawney Associates S.A., Cargolux's General Sales Agent for Ecuador presented Cargolux's services on their exhibition stand. Cargo agents and shippers currently using Cargolux services as well as potential customers visited the booth to conclude agreements and to strengthen existing relations with Cargolux.

The show enjoyed a record turnover with as many as 1226 visitors from 47 different countries. Cargolux executives and GSA staff members from Mawney Associates Ecuador and Cargolinkaereo Colombia also informed professional visitors, agents, exporters and importers about the airline's latest developments and future plans.

Flowers have been a growing commodity for Cargolux with around 40.000 tons flown each year.



Cheetahs from Dubai

Cargolux recently shipped two male cheetahs from Dubai to Luxembourg. Cheetahs normally are imported from South Africa from the Al Bustan Zoological Centre for

breeding.

The 2 year old males that flew on Cargolux also have South African parents. They decided to holiday in France and chose to fly with Cargolux.

Werner Marais, Manager of Al Bustan Zoological Centre said, "the cheetahs seemed to be very happy with their flight, as they disembarked with a glint in their eyes. We are also very happy with the service & professionalism offered by Cargolux." Upon arrival in Luxembourg both animal were directly cleared and transported to their new home in France.



Air Cargo Forum Kuala Lumpur

This year's ACF, The 24th International Air Cargo Forum and Exposition organised by TIACA, The International Air Cargo Association with home base in Miami, took place in Kuala Lumpur /Malaysia from November 4 - 6, 2008. It followed the ACF 2006

held in Calgary / Canada , and is a bi-annual event taking place in either Asia, the U.S. or in Europe.

As during previous years, in 2008, Cargolux participated with a group of Cargolux representatives from headquarters, regional areas and Malaysia. While during earlier years, our company also sent a speaker to the ACF conference, in 2008, we only registered a couple of delegates . The forum covers current topics of the airfreight business, in 2008, mostly security issues, environmental concerns, as well as market prospects and challenges f or the S.E. Asian Region, plus Boeing's new forecast and the current traffic slow-down. Speakers' papers are available on www.tiaca.org.

Next to the ACF forum, the exhibition again included all representatives of the air cargo industry (airlines, airports, forwarders and logistics operators, express operators, General Sales Agents, ground handlers plus various press members), providing an excellent platform for networking and the follow up of latest developments.

The Cargolux booth in new layout and the new company video on display attracted numerous visitors, also including clients of Cargolux Malaysia and the surrounding region, our usual press contacts, as well as other exhibitors. Champ/Sita and Luxair Cargo were represented separately, on own exhibition stands, near the Cargolux booth.

The overall ACF 2008 attendance in Malaysia was not as strong as during previous years. Numerous additional conferences have been added over the years, also covering current issues of our industry, like the IATA World Cargo Symposium, the World Air Cargo Event, the Air Freight Asia, or the Air Cargo Europe, to name a few. The next ACF, the 25th International Air Cargo Forum and Exposition, will take place in Amsterdam, from November 2 - 4, 2010, and more information can shortly be viewed on TIACA's web site.



Upcoming Cargolux Events

IATA World Cargo Symposium 2009, Bangkok / Thailand, Centara Grand at Central World Hotel, Bangkok/Thailand, 2 - 5 March, 2009, in the panel 'Top opportunities for Greening the Supply Chain': Tom de Geytere, Cargolux's Business Assistant to the

President & CEO

Transport Logistic / Air Cargo Europe 2009, Munich / Germany, New Munich Trade Fair, 12 - 15 May, 2009.

Cargolux Exh.Stand no. 414, Cargolux Speaker at the ACE Conference.

Caspian Air Cargo Summit 2009, Holiday Inn Airport Hotel, Baku / Azerbaijan, 9 - 10 June, 2009. Cargolux speaker

Air Freight Asia 2009, Hong Kong - Asia World Expo, Hong Kong, 8 - 10 Sept. 2009. Cargolux Exh.Stand no. 3F23, in the AFA 2009 Panel: Robert Van de Weg, Cargolux's Sr. Vice-President, Sales & Marketing.



Erratum-September 08 issue

In our last issue, the article on the Olympic shipments referred to the wrong forwarder in the below article: our apologies to UTi Hungary...

Cargolux was one of the carriers transporting important sports materials from Europe to Beijing for the recently held Olympic Games in China. The company's staff in Budapest, together with **UTi Hungary** (<http://www.go2uti.com/>), arranged for the transportation of one complete trailer with 27 kayak/canoes which belonged to the Hungarian Kayak-Canoe Olympic Team. Its weight was of 2360 kilos, with a length of 11,5 metres, a width of 2,4 metres, and a height of 2,4 metres.

End of July 2008, the shipment was flown from Budapest to Luxembourg and continued to Beijing, with arrival on August 1st.



Season's Greetings

[Back to top](#)

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