

CARGO chat



every kilo counts

When the going gets tough....

Even an optimist can see 2015 is going to be challenging. And since our success is interwoven with that of our clients we need to work closely together.

BidAir Cargo has taken bold steps to expand our offering. Our IAC business has quickly settled down and has been well received and the first of our three contracted Boeing 737F freighters is now painted in BidAir Cargo livery. Our in-house overnight express complements our daytime cargo capacity on British Airways and kulula.com flights, giving clients more options.

BidAir Cargo also provides cargo sales and administration services to leading airlines. Air France/KLM Cargo appointed us in Tanzania to provide cargo operational and administration services. LOT Polish Airlines, which commenced flying between Warsaw Chopin Airport and Durban's King Shaka Airport in its winter schedule appointed us as General Sales Agent for its cargo operations.

Recognising that animal travel needs to be kept apart from industrial and commercial cargo movements, we continued to develop our PetLounge concept. We welcomed aboard a very special passenger on Friday, December 19. The three-year old racehorse Harry's Son travelled on our overnight express from Durban to Cape Town to run in the R1 million Grand Parade Cape Guineas at Kenilworth, finishing a creditable second. This taste of air travel was a preferable alternative to

Continued on page 3

Saving Precious Time

– Why couriers welcome our IAC acquisition

The most precious commodity in the courier and express parcel market is time. Our acquisition of the Imperial Air Cargo airline with its three leased Boeing B737 Freighters has been welcomed as another step in giving BidAir



Cargo customers more options and greater flexibility. It brings overnight express under the same roof as daytime services, thus extending the time window. If a shipment is too late for the last passenger flight, the express courier company may still meet tomorrow's deadline by using overnight express and vice versa.

"At the same time, we made major investments in materials handling systems and equipment to speed up ground operations and save precious time," says Karl Davids, Chief Operating Officer. "From the moment a customer's vehicle arrives, BidAir Cargo managers personally oversee every phase of the operation. They expedite the docking of the vehicle, the sorting and processing, packing and loading aboard aircraft. On-the-spot management facilitates informed decisions which maximise aircraft capacity, ensure the highest standards of service and permit direct contact with customers if necessary."

Despite the pressure for immediacy, all this is achieved while strictly complying with stringent safety and

security requirements. "We use multiple levels of cargo security, including x-ray scanning, trained sniffer-dogs and other procedures," says Karl. "Plus we maintain a close relationship among our security people, outside experts, guards and specialist service providers to eliminate pilferage, tampering and damage."

For some customers, time-saving starts even before their vehicles dock at the airport. "We deploy in-house staff at customer operations to assist with paperwork, sorting and labelling of cargo and pre-advice of the cargo on its way. This saves time on arrival as consignments can be inducted immediately, clearing the ramp for the next vehicle. Our people also offer hands-on guidance in building up a skid to make it conform operationally so it can move direct to the aircraft without time-consuming re-stacking."

Our customers have the option to negotiate guaranteed space on our freighters, which will enable them to prioritise their cargo requirements, safe in the knowledge that this cargo will fly.

Harry's Son Flies Business Class

Our overnight service welcomed aboard a very special passenger and entourage over a recent weekend in December. On Friday, December 19, at 23h30, the three-year old racehorse Harry's Son travelled Business Class on BidAir Cargo's 737F overnight freighter from Durban to Cape Town to take part in the R1 million Grand Parade Cape Guineas at Kenilworth. Harry's Son finished a creditable second, 1 ¾ lengths behind the favourite, Act of War

Our specialist animal travel service – PetLounge – looked after the pedigree on his outward and return journeys. He was accompanied by two grooms and an assistant trainer.

“Travelling by air avoids the discomfort of a long, unsettling journey by road for the horse,” says Roberto Portugal, BidAir Cargo Operations Manager in Durban. “The arrangements are however very exacting to ensure the comfort and safety of the animal. We obtained the necessary health and travel permits and liaised with the transport contractors who delivered and collected Harry's Son, at both airports. We positioned our ramp to make



Harry's Son arriving for the Cape Guineas.

access to the horse container easier and ensured Harry's Son had food and drink for the journey.”

The owners, Roy Moodley, P Georgiou, Mr & Mrs D J Steyn, the trainer, Paul Lafferty and jockey Piere Strydom expressed their satisfaction with the operation. If Harry's Son could speak, he would have agreed.

Winning flyers fly with PetLounge



Among the frequent flyers using the PetLounge in Cape Town are world-beaters and their close relatives.

Cargo Chat recently caught up with Jannie and Tersia Engelbrecht of Lutzville as they were checking in their star pigeon “A1 - Shortcut” who took first prize, in the Dinokeng International Loft race in August, winning R 490 000. The bird raced from Gariep Dam near Richmond to Dinokeng near Pretoria. It flew the distance of 623 kilometres in a staggering 10 hrs 40 minutes, leaving the Karoo town at 06h30 and arriving in Dinokeng at 17h10, at an average speed of just under 60 kms per hour.

The Engelbrechts race as many as 40 pigeons in a weekend. When sending birds to Gauteng, they use the PetLounge service. “The people at the PetLounge know us, they are very friendly and committed to the safety and comfort of our birds,” says Tersia.

Air France/KLM Cargo has appointed BidAir Cargo in Tanzania

Air France/KLM Cargo has appointed BidAir Cargo in Tanzania to provide cargo handling operational and administration services.



(Left to right) Jean-Marie Jouan, Business Development Manager – Eastern Africa (Kenya – Uganda – Tanzania – Zambia – Djibouti – Rwanda) for Air France/KLM Cargo; BidAir Cargo's Queen Pesa, Office Executive; Rubab Shariff, Key Account Manager for Air France/KLM Cargo; Aron Bureta, Accounts Manager; Johan du Toit, Country Manager Tanzania and Lilian Olweny, Sales and Marketing Manager.

Linking Poland with the Republic

LOT Polish Airlines is now flying to South Africa and has appointed BidAir Cargo as General Sales Agent (GSA) for its cargo operations. Sister company BidAir Services has been contracted as the Ground Handling Agent (GHA).

The service connects Warsaw Chopin Airport with Durban's King Shaka Airport, using Boeing 787 Dreamliners. The cargo capacity gives exporters a direct overnight option into Central Europe with capacity for 16 tonnes. In addition to cargo emanating from KwaZulu-Natal, we can accept consignments from elsewhere in our national and regional network.

Flights are scheduled every second Thursday arriving in Durban at 18h20 and departing for Warsaw at 20h50. "The evening departure is convenient for exporters and agents sending air cargo to arrive in Eastern and Central Europe next day," says Lenishia Naicker, Regional Manager of BidAir Cargo in Durban. "Poland is strategically placed with Warsaw midway between Paris and Moscow. From the Polish capital there are connections throughout Eastern Europe which is convenient and cost-efficient, avoiding trans-shipment via Western European hubs."

South Africa is Poland's largest trading partner on the African continent.



Left: Roberto Portugal
(BidAir Cargo Ops Manager)
Middle: Lenishia Naicker
(BidAir Cargo Regional Manager)
Right: Thokozani Msomi
(BidAir Services – Supervisor)

Bidvest Chairman's Award

Congratulations to Martha Nakishero who was nominated for the Chairman's Award for the Bidvest Travel & Aviation Group. Martha, is our BidAir Cargo Regional Manager in Uganda. She has been praised for her inclusive leadership style and dedication to client satisfaction. Martha and her team have built a successful and sustainable business which is a key node in our BidAir Cargo network.

Uganda's exports to South Africa include cotton, fish, tobacco, coffee and fresh flowers. Among South Africa's exports are machinery, motor vehicles & aircraft and parts and accessories, plastics, chemicals, electronics, books, textiles, footwear and household goods.



Martha Nakishero and her husband, Wilbrod Sikyewunda at the Annual Bidvest Chairman's Award Dinner.

Chairman's Award for the Bidvest Travel & Aviation Group



The prestigious award was won by Ashraf Pangarker from BidAir Services. From left to right: David Cleasby, Bernard Berson, Lindsay Ralphs, Ashraf Pangarker and Brian Joffe.

When the going gets tough....

From page 1

the discomfort of a long, unsettling road trip.

Looking on the bright side, one of the courier industry's biggest costs –

fuel – has been reduced and this may bring some encouragement.

The team spirit at BidAir Cargo and with our clients is better than ever and we have plans for new services. So

while there may be a tough year ahead, watch this space.....

Garry

GARRY MARSHALL

“Air Cargo – Africa’s Path to Sustainable Growth”

AIRCARGO AFRICA 2015

Air Cargo Africa Conference and Exhibition takes place at the Emperors Palace near O R Tambo International Airport, Johannesburg from 25-27 February. It brings together the world air cargo community and their counterparts from the African Continent. BidAir Cargo will have a strong presence in the exhibition hall and we have pleasure in inviting all our clients to visit us (see below)

BidAir Cargo Airline Partners – revenue without risk or resources

BidAir Cargo offers a flexible range of aircargo management, administration, sales and marketing services to airlines in parts of Africa. These are both regional airlines and global carriers serving a distant outpost. Some airlines seek a long-term relationship: others a foothold and representation until they build volumes to justify their own facilities. We currently serve more than a dozen prestigious airlines in neighbouring



countries and East Africa.

Aircargo Africa 2015 gives us an opportunity to showcase our network of destinations, capabilities and business model to African and International airlines.

“Air freight among African airlines grew significantly up 10.5% year-over-year.”

– IATA Air Freight Market Analysis, November 2014

Dedicated freighter services – Overnight Express

Since we exhibited at Aircargo Africa 2013, BidAir Cargo has acquired the

business of Imperial Air Cargo. We now use three contracted Boeing 737-200F freighters on overnight services linking Johannesburg, Cape Town, Port Elizabeth and Durban with road feeder connections into Bloemfontein, George and East London. This operation complements BidAir Cargo’s daytime cargo operations providing airport-to-airport line-haul through the cargo capacity of domestic carriers. In addition to serving couriers, the capacity is attractive for onward carriage of incoming freight from African and global airlines.

Visit BidAir Cargo at Aircargo Africa 2015

It will be our pleasure to invite you to visit us and network at AirCargo Africa 2015 during 23-25 February. Please contact Kayley Carelse on 011 395 1354 or email her at kayleyc@bidaircargo.com for your personal invitation.



In the fast-moving CEP industry, communication and access to information are more vital than ever. That’s why BidAir Cargo (BAC) has invested in an up-to-date, easy-to-use website to benefit users.

“Clients asked us for improved functionality so they in turn can serve

Welcome to our new website

their customers better,” says Roy Solomons, Chief Commercial Officer. “We invite all readers to visit www.bidaircargo.com to experience the facilities first-hand and see how BidAir Cargo has responded.”

To assist couriers in logistics planning the features include detailed schedules of all flights in the network with aircraft specifications for packing/handling purposes. The website lists addresses and GPS co-ordinates of all points on the network for deliveries and collections. On mobile phones, the address automatically opens in google maps to assist drivers. Hazardous and dangerous goods regulations and other need-to-know information is provided.

“Since we have integrated the

Imperial Air Cargo (IAC) acquisition with BidAir Cargo, all branch managers and operational contacts are listed,” says Roy. “There is a facility for on-line tracking, queries and requests for quotations.”

The news section keeps visitors up-to-date with latest industry moves such as new services and destinations, changes to regulation, legislation and procedures, cargo security and educational seminars that may be of interest.

“As users of overnight express service were used to IAC systems and daytime services use BAC systems, we will operate them in parallel for the time being for the convenience of clients,” Roy concludes.



For what we are about to receive.



YEAR-END PARTY

BidAir Cargo Cape Town treated 400 youngsters to a year-end party at Bonteheuwel swimming pool on 6th December. After a breakfast of hot dogs and fruit, there were hours of play in the pool.

Irene Butterworth, Chief Financial Officer, turned swimming instructor and encouraged children to learn to swim, with some hilarious splashing results.

Lunch was a chicken and sausage braai with fresh salad. After an exhausting, fun-filled day, the children returned home armed with sweets and party packs.

Shamiela Essa, Irene and colleagues spent hours organising the party and preparing the food. For many years now, the same BidAir Cargo team has given up their Friday lunchtime to man a "Soup Kitchen" in Bramble Way, in

the impoverished Alicedale Estate. They work closely with Sister Ann Fortune and her husband Kenneth of the "We Care Feeding Scheme".

The company bought the stove, catering pots and utensils and gas tanks. Shamiela houses the equipment and prepares the food every Thursday evening at her home in Mitchell's Plein. While pupils from Bramble Way School and local tiny tots are the first to be served, no-one is turned away. Some of the older residents join the queue for a nourishing meal of meat, vegetables and bread.

"This community is a stone's throw away from the international airport where we conduct our business," says Shamiela. "So we are pleased to be able to make a difference to the lives of some of the residents."



Bonteheuwel Swimming Pool



Irene teaching youngsters how to swim.



No-one is turned away.



Kenneth & Sister Ann Fortune with their granddaughter Hannah and the BidAir Cargo team.



Hungry Bunnies



How they look forward to Friday.



Shamiela, Jenny and Irene spend quality time with the younger tots.

COME IN, CARGO ONE



Desmond and Cargo One



The Boeing 737F aircraft at BidAir Cargo are not the only high-flyers in the life of Cape Town Operations Manager, Desmond de Lange. Desmond keeps the aunt of a 2006 million dollar marathon winner safely secure in a loft at home. Not only does his wife not mind, she takes a great interest in the aunt and even helps by feeding her.

The aunt's name : "Cargo One". This racing pigeon comes from the breeders Mr & Mrs Engelbrecht of Lutzville, regular clients of the PetLounge.

Their Pigeon A1 Shortcut raced from Richmond to Dinokeng, a distance of 630 km at 1120 m per minute , leaving at 06h30 and arriving at 17h10. It won a prize of just under half a million rand.

Desmond says the secret of winning is the correct diet. "It's as necessary to a racing pigeon as a human athlete. For a sprinter (short flight) the feed must include more barley which is high in fibre; the stamina needed for long distance flights is provided by a higher mielie content."

How does one distinguish between a bird that is going to be a successful sprinter or marathon flyer? It's determined by examining the aerodynamics of the wing. But here Desmond won't disclose what the expert eye looks for exactly. "Trade secret," he quips, with his eyes fixed on one of those prizes.

Promenade Indoor Soccer: Mitchell's Plain

BY BRENDAN BRINK



Cargo Spurs (Maroon)

John, Giovanni, Tony, Morne , Glenville, Taswell, Martin

Freight Eazy (Blue)

Ashley, Peter, Fellowship, Bongani, Darren, Brendan, Shepphard

Score: Freight Eazy 27 Cargo Spurs 12

"SPORT HAS THE POWER TO UNITE PEOPLE IN A WAY LITTLE ELSE CAN. IT BREAKS DOWN RACIAL BARRIERS, IT LAUGHS IN THE FACE OF ALL KINDS OF DISCRIMINATION. SPORT SPEAKS TO PEOPLE IN A WAY THEY CAN UNDERSTAND."

NELSON MANDELA