



BARIG demands enhanced framework conditions for air cargo in Germany

The German economy is doing well and air cargo and logistics companies are ensuring the successful handling of increasing imports and exports. It is now time to utilize this favorable economic situation for further innovations in air cargo processes and their logistics. The Board of Airline Representatives in Germany (BARIG) has a special focus here – in addition to the commitment in the Board of the Air Cargo Community Frankfurt. Due to its size and multiple existing challenges, Frankfurt presents an ideal project environment also for other locations. Renowned air cargo integrators such as UPS, FedEx, DHL and Aerologic as well as specialists Leisure Cargo and Zeitfracht are involved in BARIG and aid in improving logistics processes and operational sequences at German airports, thereby making a significant contribution to securing the long-term competitiveness of Europe's largest national economy.



Today, extensive bureaucracy and slow processes are unfortunately creating unnecessary burdens for airlines and the entire aviation industry. Thus, some uncompetitive manual processes at German airports take too long. Fast reloading, for example, is an important benchmark in the competition. It is therefore necessary to optimize procedures and to digitize import and export administratively more efficiently.

At some locations in neighboring countries, the parties involved are already cooperating much more integrated and efficient. The improvements mentioned in the current coalition agreement in this respect must now be precisely determined and implemented by the respective ministries. While special permit procedures can take up to more than one week in Germany, other locations deal with the same issue within 24 hours. As a result, air cargo charter flights might increasingly be booked abroad. Competitive disadvantages in general must be dismantled in Germany. BARIG and its member airlines offer their assistance to the responsible authorities.

Another relevant aspect is the outdated infrastructure at numerous airports. In this regard, a demand-oriented development is necessary, comprising digitalization, reduced transit times and more efficient processes for special goods (pharmaceuticals, time-critical goods, refrigerated transports). Only locations with adequate process chains and stable framework conditions can successfully overcome capacity constraints and remain competitive. Furthermore, reliable and competitive operating hours at airports must be guaranteed since airlines and industry partners have large investment risks and thus require planning security.

BARIG air cargo & logistics date

On **June 11, 2018**, the BARIG Air Cargo & Logistics Committee meets again. The BARIG member airlines will be informed about current developments in the area of air cargo & logistics. Current innovations in air cargo processes, future strategies and measures as well as concrete topics and projects for further optimization of the air cargo & logistics sector will be discussed.

In addition to the more than 30 cargo carriers in BARIG, representatives of the associations VACAD, SLV and DSLV regularly participate in the second part of the meeting. The Germany wide cooperation between BARIG and these associations enables exchange and networking. The conference will take place at the Intercity-Hotel at Frankfurt Cargo City Süd. Participants are exclusively members of BARIG, associations and invited guests. Participants have received further information from BARIG's business office.

Dear BARIG members, dear BARIG partners,



The economic importance of air cargo must be stronger acknowledged by politics, authorities and airport operators. Aircraft transportation of goods plays a major role in our economy and creates prosperity and jobs. Regarding overseas trade alone, air cargo contributes 25 to 30 percent of the entire goods value and on the European level Germany's respective share in the air cargo business amounts to roughly 30 percent. Many goods from daily life reach our country by air transport. Air cargo is indispensable especially concerning time-critical and high-quality products.

Although a positive dynamic can be currently observed, the framework conditions for air cargo could still be massively improved. In comparison to neighboring countries, the relevance and sustainability of air cargo and its logistics evidently lack appreciation. Inefficient processes, administrative restrictions and soaring costs and fees must be abolished. In cooperation with our specialized air cargo airlines and cargo forwarding member airlines we advocate further noticeable improvements regarding air cargo framework conditions. Zeitfracht Luftfahrt Holding and Leisure Cargo are two new and exciting BARIG Business Partners that are specialized in the cargo field. In addition, WDL Aviation, which belongs to Zeitfracht, has also been welcomed as BARIG member. This network of partners will continue to grow, thereby providing our committee with additional expertise and an even greater dynamic. Consequently, the agenda of the upcoming Air Cargo & Logistics Committee features several hot topics and we will pave the way for their successful implementation. I am looking forward to further develop these topics with our members and partners.

Let's get started!

Michael Hoppe
BARIG Secretary General



BARIG further enhances air cargo and logistics competence

In the context of BARIG's intensification of major air cargo and logistics topics the association already welcomed WDL Aviation as new airline member and additionally acquired two Business Partners in freight and logistics. WDL Aviation, Zeitfracht Luftfahrt Holding and Leisure Cargo are closely connected with the air cargo and logistics industry and contribute both remarkable expertise and practice-oriented know-how. In this way, core interests of BARIG and its member airlines regarding cargo and logistics can now be advanced even more effectively.

Zeitfracht Luftfahrt Holding GmbH

Zeitfracht Luftfahrt Holding GmbH is one of four sub-holdings of the Zeitfracht group (Zeitfracht GmbH & Co. KG). The nationally and internationally operating company group consists of 21 individual corporations, including the fields of forwarding, transport, logistics and more. The medium-sized business is owner-operated in the third generation and has its base in Berlin. In 2017, around 1.000 employees working at nine locations generated a nationwide annual revenue of roughly 250 million Euros. The revenue share of transport with cargo aircraft alone amounted to approximately 127 million Euros, with an estimated 120.000 tons of freight having been dispatched.

Zeitfracht was established in 1947 by Horst Walter Schröter, son of a cargo entrepreneur in Stendal. Since the 1970s the family-run logistics provider took over various forwarders and was also one of the founders of Deutscher Paket Dienst (DPD) in 1976.

Regarding forwarding, logistics and transport services the Zeitfracht group is currently attempting the establishment of a European express network for light-weight cargo pieces before the end of the year. Moreover, the group acquired former Air-Berlin subsidiary Leisure Cargo and also enlarged its transport portfolio by taking over WDL Aviation. To enable transport of fast deliveries between airports and clients, Zeitfracht cooperates with the package

provider DPD. In addition, further acquisitions in the fields of truck logistics and air traffic are planned.

WDL Aviation GmbH & Co. KG

The WDL group was founded by Theodor Wüllenkemper in 1955. Work and training flights as well as banner flights were part of the business model at the time. With the operation of passenger flights, WDL Aviation with headquarters at the airport in Cologne/Bonn came into existence in 1974. Since October 2017, WDL Aviation is part of the Zeitfracht group, after previously having flown for Airbus in passenger transport for company purposes between Toulouse, Hamburg and Bristol. Until 2011, WDL Aviation further operated charter cargo flights for providers such as UPS, TNT Express and Farnair Europe.



Apart from charter flights, the company today also offers wet lease agreements. In this respect, WDL Aviation rents out own aircrafts to other airlines for short, middle and even long-term usage as needed. The British Aerospace BAe 146 Jets, known as "whisper jets" and equipped with 82 to 104 seats, are for example integrated into the scheduled services of renowned European airlines such as Easyjet, Germanwings, Air France, British Airway, SAS, KLM and Brussels Airlines. To provide all existing and future clients with individually fitting aircraft, WDL Aviation aims at expanding their passenger aircraft fleet to over ten machines by the end of 2019. Furthermore, the purchase of numerous cargo airplanes is planned to facilitate a re-entry into the air cargo business.



Leisure Cargo GmbH

Founded in the year 2000, Leisure Cargo is an important company of the Zeitfracht group today. The company is a modern partner for outsourcing solutions and offers the complete air cargo management for passenger airlines ("Total Cargo Management"). The service portfolio comprises the entire value chain in air cargo transport, for example development of products and processes, exclusive marketing of belly capacities, customer service and booking, guaranteed high-quality handling as well as billing and after-sales services. Consequently, the company is among the worldwide leading air cargo providers without an own fleet.

Leisure Cargo has a global network of 14 international and regional airlines at disposal and additionally cooperates with around 200 interline partners, meaning that a rough total of 400 destinations can be supplied. The company has 60 employees at five locations in Germany and further works with 70 sales and 140 handling agents throughout the world as well as with popular truck companies. By doing so, Leisure Cargo registered an annual revenue of over 125 million Euros in 2017.

BARIG Information:

barig.aero

Publisher: BARIG e.V.

Responsible: Michael Hoppe
 Executive Director / Secretary General

Frankfurt Airport Center (FAC) 1

Hugo-Eckener-Ring, 60549 Frankfurt

Phone +49 69 23 72 88

barig@barig.aero / www.barig.aero

Editorial: Claasen Communication,
 Michael Hoppe

www.barig.aero