

CARGO chat



every kilo counts

In Pursuit Of Excellence

By now you should know that Muriel Sahd has joined BidAir Cargo as Chief Business Development Officer.

Muriel was Managing Director of Imperial Air Cargo which BidAir Cargo recently acquired. She is thus reunited with the three Boeing 737F freighters now operating our overnight domestic service under BidAir Cargo colours.

With almost 30 years experience in the air cargo industry, Muriel brings with her extensive skills, knowledge and industry contacts. She is ideally qualified to assist our clients in optimising their domestic and regional express parcel operations and will make a big difference to our marketing efforts. We are delighted that we have been able to recruit additional leadership talent as we progress towards making BidAir Cargo the service provider of choice for the express parcel industry.

It is also very encouraging to see BidAir Cargo spreading our wings to gain recognition at key international and regional events, as reported on in this magazine. I'm referring to Air Cargo Europe in Munich – where we took the stage with Airports Company South Africa and SabaSaba International Trade Fair in Tanzania, attended by leading companies from Central East and Southern Africa.

With our expanding network, physical resources and wealth of industry expertise, we have a very compelling business offer to put before our clients and prospects.

GARRY MARSHALL
CHIEF EXECUTIVE OFFICER

LITHIUM-ION BATTERIES – MANAGING THE RISKS



BidAir Cargo is convening information workshops on the subject of dangerous goods with an emphasis on lithium-ion batteries. The workshops are being run in association with Professional Aviation Services, an expert in cargo security and risk management. The goal is to identify the risks with clients, explore the implications and stress the absolute necessity for compliance.

Over 70 clients attended the June workshop where they were welcomed by top management. Garry Marshall, Chief Executive Officer of BidAir Cargo and Bob Garbett CEO of Professional Aviation Services (PAS)

welcomed attendees.

Garry impressed on the audience that cargo security relies on multiple checks and is not something that can be left to one party in the chain. Clients cannot rely solely on BidAir Cargo's stringent cargo security procedures. "Security is the responsibility of all parties starting with shipper and client," says Garry. "It relies on adherence to cargo security and packaging procedures, and complete and correct supporting documentation, in line with IATA regulations."

In a detailed presentation, David Alexander of PAS illustrated

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STRONG DEBUT IN EUROPE

Air Cargo Europe Exhibition & Conference – Munich 2015



Over 55,000 key decision makers from 124 countries visited 2,050 exhibitors from 62 countries at the Messe München exhibition site.

This is the first time South Africa has been represented at an international Air Cargo event. BidAir Cargo shared the stand with Airports Company South Africa, Skyservices, Africa Flight Services and SAA.

“Globally there is rising interest in South Africa in its own right and as a gateway into sub-Saharan Africa,” says BidAir Cargo Chief Commercial Officer, Roy Solomons. “We decided to be pro-active and present our credentials at the largest and most popular business event for the global air-cargo industry. Air Cargo Europe brings together airlines, airports, industry decision-makers, service providers, shippers, manufacturers, international customers and freight service providers.”

Christa Soltau, National Cargo Manager for ACSA, acted as co-ordinator and team leader for the participating companies. “Our brief was to showcase the aircargo and

express spectrum in South Africa which we did successfully” says Christa. “Our stand was busy for the entire four days. We received accolades for the bold idea of representing our country’s capabilities as a co-operative cargo community.”

Roy echoed these benefits. “This was a splendid networking opportunity as current customers and partners introduced us to senior cargo management counterparts from far-flung destinations. Many of them were already familiar with South Africa as an economic powerhouse and were looking for how they could use the Republic as a hub to improve their penetration into our region and East Africa and Central Africa.” In this regard, visitors were impressed to learn that there are now three dedicated Being 737F freighters flying in BidAir Cargo colours which can flexibly accommodate cargo assignments.”

Christa spoke for all participants when she concluded, “In the future the South African presence can be even bigger and include government, IDZ and forwarding representatives. This year’s event was only the starting point.”

LITHIUM-ION BATTERIES – MANAGING THE RISKS

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numerous practical examples of the shipper and client’s cargo security responsibilities. He also distributed a document giving advice on classifying and declaring lithium-ion batteries. To keep clients current, all attendees received a secure password giving them access to a website dedicated to the topic of lithium-ion batteries. The website is updated regularly in line with IATA directives.

BidAir Cargo Chief Commercial Officer, Roy Solomons says the workshop demonstrates the company’s commitment to partnership with clients. “We believe in addressing critical issues together so we are all on the same page. Such is the importance BidAir Cargo attaches to the lithium-ion and other dangerous goods issues that we are holding another workshop on 26 August.” This will take place at the Air Traffic and Navigation Services (ATNS) Training Academy in Bonaero Park. Clients wishing to attend should contact Kayley Carelse on (011) 395 1354.

MANAGING THE RISK

BidAir Cargo gives clients comprehensive guidance on a case-by-case basis to achieve compliance with the mandatory special packaging and labelling requirements which apply to lithium-ion batteries in transit. The regulations are too lengthy and complex to cover in a short article: readers are welcome to request a copy.

In addition to our adherence to the stringent requirements of airline partners, BidAir Cargo is busy developing custom-designed bins to provide a further level of safety. See Page 4 for more details of this initiative.

SABASABA INTERNATIONAL TRADE FAIR



Tanzanian President Jakaya Kikwete visiting the BidAir Cargo Stand during the 39th Dar-es-Salaam International Trade Fair (SabaSaba).



His Excellency, Dr Ishaya Samaila Majanbu, Nigerian High Commissioner to Tanzania with his wife visiting BidAir Cargo

Bidair Cargo flew the flag for the regional express parcel industry at the 39th Dar-es-Salaam International Trade Fair (SabaSaba) held at the Mwalimu JK Nyerere Fair Grounds from 28 June to 10 July. (SabaSaba is Swahili for 7/7 = 7 July.)

SabaSaba is the largest trade event in the Tanzanian calendar, attracting over 1500 exhibitors. They come not only from Tanzania but also from the East, Central and Southern African Region with a presence from countries such as Uganda, Rwanda, Burundi, Democratic Republic of Congo, Zambia, Malawi, Zimbabwe and Botswana. The fair enjoys the support of the Government through the Ministry of Industry and Trade and is backed by the Tanzania Chamber of Commerce, Industries and Agriculture (TCCIA) and the Confederation of Tanzania Industries (CTI).

"We were inundated with enquiries about air cargo procedures and tariffs and the BidAir Cargo relationship with airlines and courier companies. Visitors were also very focused on the question of cargo security and safety."

Jackie Lloyd Limo and Ruby Shariff

The Tanzanian economy is showing an impressive GDP growth rate in excess of 7%. BidAir Cargo Chief Commercial Officer, Roy Solomons said that in view of this and the increase in intra-African trade it was vital to participate actively in the event. "Visitors were impressed to learn of a comprehensive network and service provider who can address their requirements for secure express regional and international transportation," said Roy.

Among the many VIPs to linger at the BidAir Cargo stand was His Excellency The President of the United Republic of Tanzania, Jakaya Kikwete and His Excellency Dr Ishaya Samaila Majanbu, Nigerian High Commissioner to Tanzania with his wife.

"Our stand was busy throughout the show," said Jackie Lloyd Limo and Ruby Shariff who staffed the BidAir Cargo stand. "We were inundated with enquiries about air cargo procedures and tariffs and the BidAir Cargo relationship with airlines and courier companies. Visitors were also very focused on the question of cargo security and safety." Jackie and Ruby are now busy following up with the many businesspeople who signed the guest book. "We are expressing our appreciation for their visit and giving them details about business offers and rates."



Trade Profile – Tanzania

Tanzania exports over \$ 6 bn of gold, coffee, cashew nuts, manufactured items and cotton while importing \$ 12 bn of consumer goods, machinery and transport equipment, industrial raw materials and crude oil

BidAir Cargo initiative to improve safety and security

GOING
GREEN
INITIATIVE



BidAir Cargo has identified an opportunity to recycle some of the old containers to manufacture bins to be used for securing loose cargo in the holds.

The bins are manufactured in-house using the old AYY containers that have become unserviceable. The initiative, spearheaded by Vernon Muller, was aimed at providing cargo with additional protection against possible airside pilferage whilst awaiting loading into the holds of the aircraft.

In addition to this increased security measure required by our airline partners for the transportation of devices such as cell phones and laptops containing lithium ion batteries etc. required additional measures. This initiative therefore serves as a dual solution to both these issues.

Recycling, re-configuring and re-using items, instead of scrapping, is cost-efficient and illustrates how well thought-out green initiatives make good business sense.



The dimensions of the Solid box and the Mesh box are:
66 x 68 x 107cm

Solid Box weighs: 11kg
Mesh Box: 7kg



Reducing carbon footprint.

By installing a new roller system in the warehouse to facilitate the handling of cargo, BidAir Cargo reduced the utilization of forklifts in their JNB warehouse from 3 down to 1. The result, a reduction of about 500 litres of diesel per month.

This also now means a better and cleaner workplace for our employees due to reduced noise, diesel fumes and the risk of injury due to the reduced movement of forklifts in the warehouse.

Hungry Pups and Kitties

It's cold this winter and many of our four-legged friends are going hungry. That's why they are begging animal lovers to donate some much-needed food. Please drop off pet food at any of our PetLounges. Alternatively, if you prefer to make a donation, please do in favour of:

Watershed Animal Rescue and Rehabilitation Fund 085-455-NPO

Standard Bank Branch Code 051001
Account No 072285702

Saving an animal a day – or more

Stephne Jackson and the Watershed team do their work in the townships where they medicate, de-worm, vaccinate and sterilise animals. They have been busy on the West Coast, in Laingville, Stellenbosch and Paarl.

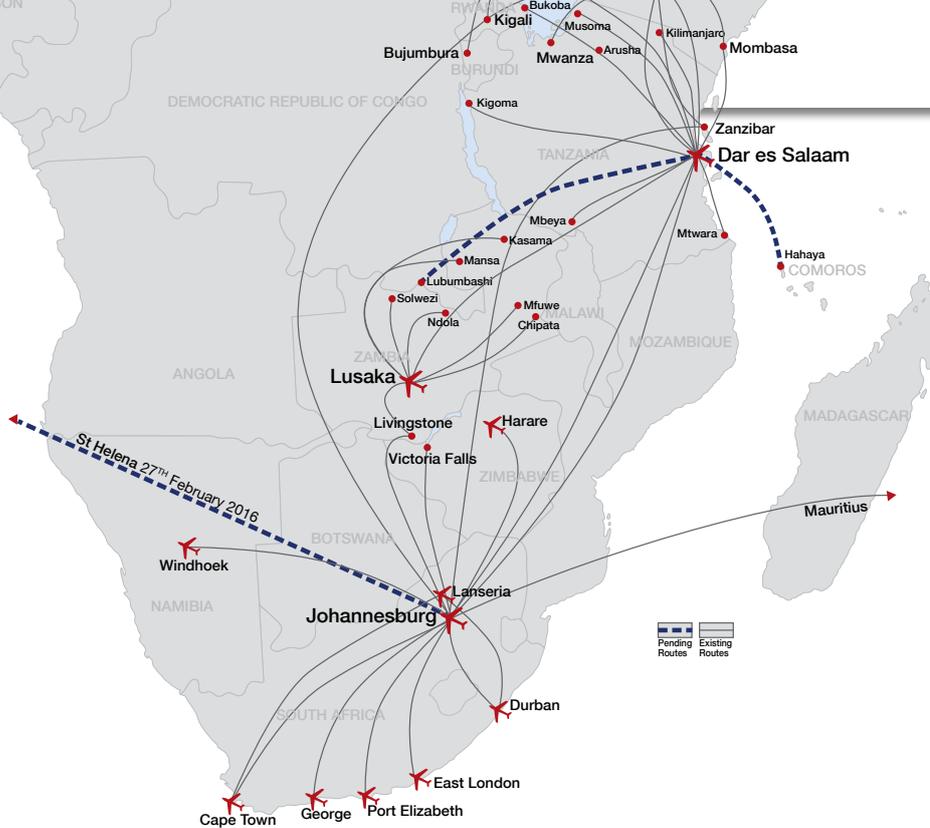
Despite volunteers giving generously of their time, carrying out medical procedures and providing boarding for rescued animals is costly. There is little funding left over for food. That's why we're appealing to you to donate food or money for food. BidAir Cargo will double the money by matching donations rand-for-rand.

PetLounge does its bit

Through flights sponsored by the PetLounge, Watershed has been able to fly over 300 animals to safety in the last year. More than half were in a desperate state, many about to be put down. Thanks to Watershed and BidAir Cargo, they are now all living contentedly in homes across South Africa, making families happy.



For more details, contact Rene Rix at the PetLounge rener@petlounge.co.za or visit the Watershed website www.watershed.org.za



DAR-ES-SALAAM TO LILONGWE

fastjet, Africa's low-cost airline, has been granted a foreign operators' permit to start flights between Dar-es-Salaam and Lilongwe, the Malawian capital from July. Initially the service will be twice weekly on Mondays and Fridays.

BidAir Cargo provides a range of cargo marketing and management services to fastjet. "This is a growing partner in a growing market" says Roy. "With every new destination added, its network grows in reach and importance."

Flights to and from Dar-es-Salaam daily from 1 September!

	Destination	Time
Dep	Dar-es-Salaam	10h30
Arr	OR Tambo	13h10
Dep	OR Tambo	15h00
Arr	Dar-es-Salaam	18h25

AIR CARGO TO ST HELENA

BidAir Cargo is excited about the the UK Department of International Development and the Saint Helena Government decision to appoint Comair Limited as the provider of air services to the new airport on St Helena Island, for an initial period of three years. The airport is expected be operational by February 2016.

The British Airways flight will leave O R Tambo International Airport Johannesburg early every Saturday morning. The flight time is approximately five and a half hours northbound. The aircraft will turnaround in around one hour. The aircraft will be a Boeing 737-800 with capacity for one to five tonnes of cargo, depending on the passenger loading.

CEO of Comair, Erik Venter said "We are delighted that Comair has been selected as St Helena's airline of choice and look forward to providing customers with a quality service to and from the island."

Cargo for St Helena, 2000 km to the north-west of our coast, has traditionally been carried on the Royal Mail Ship RMS St Helena which will retire in June. The journey takes five days with departures every three weeks. The island is home to over 4000 residents who are reliant almost entirely on South Africa and the UK for their imports.

The island's most famous resident was Napoleon Bonaparte, exiled there after his defeat at Waterloo in 1815 until his death in 1821.

THE BIG FIVE – AUGUST 2015

BidAir Cargo would like to confirm that we are not accepting Big 5 trophies for transport.

In this regard, we are following the policies of our clients, partner airlines and many world airlines in respecting industry and public sentiment on the matter.

Roy Solomons
Chief Commercial Officer



FLYAFRICA.COM SPREADS ITS WINGS



After celebrating its first birthday on 1 August, flyafrika.com has added two new destinations to its network.

In addition to Harare, Bulawayo and Victoria Falls in Zimbabwe, the carrier is now serving Windhoek in Namibia and Lusaka in Zambia.

flyafrika.com operates Boeing 737-500 aircraft. For enquiries or cargo bookings, please contact reservations@bidaircargo.com

flyafrika.com
Africa's Low Fare Airline

Hope for Newbridge



"There can be no keener revelation of a society's soul than the way in which it treats its children"

- Nelson Mandela

18 July 2015. Nelson Mandela International Day. And not far from OR Tambo International Airport, the hub of South Africa's express air cargo business, BidAir Cargo commemorated Madiba's memory in the impoverished community of Newbridge.

Newbridge is home to 55 needy people, mostly single mothers and their children. It is a settlement which lacks electricity and running water. Despite the extreme poverty, there is no despair. The human spirit triumphs. The adults scrape a meagre living through recycling.

BidAir Cargo people decided that 18 July 2015 was to be the turning point. Ten of our employees volunteered to visit the community and make a difference as their 67 minutes (*) contribution. They took gifts of teddy bears to bring happiness to the children as well as canned food. The Solomons family prepared a nutritious hot meal – chicken curry and rice, chocolate cake and custard – which everyone enjoyed. The food was served on plastic plates. Wealthier communities would discard them: here they become part of the recycling project.

Karl Davids, Chief Operations Officer rallied the branch to commit to ongoing involvement and support. This will involve helping them improve their living conditions to create a cleaner, healthier environment.

** Nelson Mandela spent 67 years making the world a better place. People are urged to spend 67 minutes on this day as a gesture of solidarity.*



Dear Kayley

Kids Haven would like to thank all the Staff from BidAir Cargo who made such an impact with our Precare team when they served lunch and interacted with the New Bridge Community. Your involvement in support of our work here has helped to cement our relationship with the members and will make Lindiwe's parent programme even easier to run.

Thanks for making such a **BIG** difference to our lives.
Kind regards

Susan

Susan Daly
Coordinator: Fundraising, sued@kidshaven.co.za

WINTER BLANKETS FOR BEACONVALE RESIDENTS

On a bitterly cold winter morning in the Cape Flats, the residents of Beaconvale Frail Care Centre gathered in the hall for entertainment and a promised treat. Residents clapped hands and sang along to well-known ballads performed by BidAir Cargo's Larina Manuel, John (Sinatra) Adams and Clorida Erasmus.

Outside a BidAir Cargo truck arrived to offload its time-sensitive cargo of hot food, and precious gifts of goodie bags, soap and face cloth with something special – chunky blankets to keep out the winter chill.

“Many of our BidAir Cargo people were born and bred in Mitchell’s Plain and surrounding areas,” said Irene Butterworth, Chief Financial Officer, who orchestrated the sponsorship. “This is our community and we want to play a supportive role by donating items that improve their comfort.” Irene and her staff handed out blankets, gift packs and food, ensuring that every resident was looked after.

“BidAir Cargo shows again that it’s a caring company.” said Sister McPherson. “The residents were thrilled with the thoughtfulness.”

Yet it was the occasion that was the highlight of their day as they enjoyed the social interaction, sharing their stories and experiences with young employees who respect and care about their elders.

The Centre is largely dependent on corporate social responsibility and funds are tight. “For instance, we simply don’t have enough knives, forks and spoons to allow all our residents to eat with dignity,” Sister McPherson adds. “Any householder with spare cutlery – or old clothing – will find a welcome for such throwaway items here.”

Many of our BidAir Cargo people were born and bred in Mitchell’s Plain, this is our community, we want to play a supportive role by donating items that improve their comfort.

Irene Butterworth, Chief Financial Officer



Full house as residents await the arrival of the BidAir Cargo truck



The BidAir Cargo truck arrives with its precious cargo



Irene introduces the BidAir Cargo team.



Entertainment by Larina



Happiness is ... a hot meal on a cold day



This is the right shade for you - Mariam helps Gadja apply the lipstick



Blanket coverage - Mariam and Zuleiga ensure that Gadja Dollie, Rogaya Scott and Jasmaine Petersen will be warm tonight

Please Help

Readers wishing to help can hand in donations of clothing or cutlery to their local BidAir Cargo office or contact Fawzia Cader, Resident Co-ordinator at Beaconvale Frail Care Centre, cor Rambler and Pontiac Rds, Beacon Valley, Mitchells Plain, 7785 – 021 376 1440 Fawziacader@gmail.com

The Beaconvale Frail Care Centre performs a wonderful job of looking after 135 residents with another 30 – 50 attending on a day care basis.

Well done, Alzena!

When Alzena Jeppe was told on 11 July she had been selected to represent South Africa at Action Cricket, she was both surprised and thrilled.

An IT Tester at BidAir Cargo, Alzena is an accomplished all-rounder when she pulls on her cricket gear. She has played for the Boland Indoor Cricket Association and represented Boland Open Ladies Nationals.



Now she will be going on tour with the National side in November in a tournament which pitches South Africa against teams from Cape Town to Port Elizabeth. After that series, the side to tour internationally will be selected.

On behalf of all of us BidAir Cargo, Irene Butterworth, Chief Financial Officer says, "Well done, Alzena. We're all very proud of you."



Who cares about Chelsea versus Arsenal?



^ Brandan holds aloft the cup which was a tribute for Naziem, the player who started the airport-based football 15 years ago. Naziem sadly passed away last year.

< The current BidAir Cargo team display their new kit.

Fancy watching BidAir Cargo versus Cape Town International Airport ACSA? Dawn Wing Couriers versus Home Affairs? Or Comair Spartans versus BidAir Cargo?

Then forget Wembley and head across town to Acacia Park, Goodwood where the Cape Town Corporate Football League is in full swing. "These are real local derbies," says Brandan Brink, Coach of the BidAir Cargo team. "We play against clients, suppliers, third parties and even competitors. All the businesses in the airport catchment area field teams. So we build out-of-work relationships with the same people we deal with on a daily basis, strengthening important personal contacts in our industry."

Brandan, who is a cargo handler at BidAir Cargo, played in midfield for over 20 years for local side Aston Villa and became captain at the age of 18. He is now using his skills, experience and leadership qualities off the pitch to promote teamwork and excellence.



Spot-the-ball action from the BidAir Cargo tournament as Lonhro and BidAir Cargo midfielders wait for gravity to do its work.

Whilst fiercely competed, the league also generates co-operation and fellowship among the employees of the various companies. "We have players from Mercury Couriers and CourierIT in our side," says Brandan.

(For more exciting information about fixtures, results and the teams, visit Facebook – Cape Town Corporate Football League or the website ctcfl.leaguerepublic.com)