

S H A R J A H
INTERNATIONAL AIRPORT

YEARBOOK & DIRECTORY 1997



TERMINAL THREE AGENTS REAPING THE REWARDS

RIGHT
Air Cess operates a fleet of 14 aircraft out of Sharjah, its Middle Eastern hub.



BELOW
Terminal Three has proved to be such an unqualified success for its occupants that it is soon to be joined by a fourth terminal.

SHARJAH'S fast growing cargo operation currently comprises three cargo terminals and a fourth is on the way. One of these — Terminal Three — is completely dedicated to six tenants who along with Lufthansa Cargo's operation in Terminal Two, are helping to boost the airport's impressive reputation.

Terminal Three comprises 7,400 sq metres of storage space divided into six separate warehouses. It only

With six separate warehouses comprising 7,400 sq metres of storage space in total, Terminal Three has proved to be an ideal location for the cargo agents that base their operations there.

opened in September 1995, but its occupants — Air Cess, Cal Gulf Cargo Ltd, Panalpina, Oman Travels, AeroTRANS and Planet Tours & Cargo — have already found that it pays to be based at Sharjah International Airport.

AIR CESS

AIR Cess values Sharjah so much that it based its Middle Eastern hub there.

The company, which has a European hub at Ostend Airport in

Belgium, operates a fleet of 14 aircraft — two Boeing 707s, three Antonov 8s, five Antonov 12s, two Antonov 24s, one Ilyushin 18 and two MIL-8 helicopters. *one 16-46*

Explained Victor Butt, General Manager of the Sharjah hub: "Air Cess started here as Transavia, but the name changed to reflect our growing role as an airline rather than being a pure freight forwarder.

"While we place a lot of importance on cargo handling and acceptance, we are trying to combine the one agent/one airline philosophy as this is a highly competitive market. Offering a range of services has allowed us to speed up loading and transit times and provide clients with a more reliable and efficient service."

AIR Cess's Sharjah operation in Terminal Three includes a maintenance facility and a full range of cargo handling equipment including GPU's of several capacities, air starters, conveyor belts, fuel trucks,



several tow-tractors and forklifts, plus numerous PTR's and PDY's.

"Our own trained operators provide professional handling services in record turnround time," said Mr Butt. "Being able to handle our own fleet with our own equipment makes us that bit more independent."

Mr Butt says that the company's success is backed up by the Airport Authority's efforts to improve Sharjah's cargo facilities including increasing capacity and parking areas and introducing more equipment.

Citing the UAE's location at the crossroads of the main routes to and from South East Asia and Sharjah Airport International Free Zone as other key advantages, he added: "Sharjah is an ideal base for us and offers us space to grow."

While CIS cargo traffic continues to be important to Air Cess, Mr Butt has witnessed a substantial increase in non-CIS destinations from Sharjah that makes him confident of increasing the company's operation in the future.

Air Cess operate up to five flights a day from Sharjah mainly to the CIS countries as well as Afghanistan, Sri Lanka and some African routes including destinations in Zaire, Uganda and Somalia.

CIS traffic mainly consists of tourist cargo, while exports elsewhere usually comprise textiles, supplies, electronics and pharmaceuticals.

While 90 percent of the Air Cess operation is dominated by cargo, the remaining 10 percent involves passenger traffic.

CAL GULF

GOOD facilities and operational freedom are just two of the reasons why Cal Gulf rates Sharjah International Airport so highly.



LEFT
Space to grow ... cargo agents based at Terminal Three cite its location and good facilities for cargo business as their reason for choosing Sharjah.

The company has two operations — Cal Gulf Tourism & Cargo Ltd in Sharjah and Cal Gulf General Trading in Dubai — and has been enjoying the benefits offered by Sharjah Airport since June 1995, moving into Terminal Three three months later.

Explained Director General Najib Khoury: "We chose Sharjah over other neighbouring airports for our cargo and tourism operation because of its location, good facilities for cargo businesses, and because the Airport Authority allows us to carry out our business our way which has proved to be an instant success for the company.

"When we moved to Sharjah we were given the red carpet treatment especially regarding assistance with visas for our staff. The Airport Authority was helpful and efficient, enabling us to start our operation much quicker than we expected."

Cal Gulf Cargo's warehouse is a 24-hour operation. The company handles two to three flights a day and provides a number of services to airlines, including handling and distribution.

Mr Khoury commented: "We mainly cater for CIS flights with activity consisting almost entirely of exports. There are hardly any imports so most aircraft arrive empty and as such we are always on the look out for items that we can import from the CIS"

Exports are dominated by electronic goods such as televisions and video recorders. A large percentage of cargo is from Sharjah Airport International Free Zone and Jebel Ali Free Zone where many companies have distribution centres.

"Traffic has grown considerably in the last 12 months and we are confident that this increase will continue," said Mr Khoury. "It's so easy for people from the CIS to come here. Visas are easily prepared, charter flights are cheap and they can buy goods from around the world in one place rather than travelling to the countries of origin."

Observing that the CIS market is changing dramatically, Mr Khoury said: "Two or three years ago, visitors bought the cheapest things available. Now they are purchasing