

ground handling

PEOPLE

■ The President and CEO of SAS, Mats Jansson, has decided to leave SAS this autumn after four years with the company.

■ Lufthansa Cargo has a new Manager for The Americas. Effective from October 2010, Achim Martinka will take over from Klaus Holler, who has held the position in Atlanta since 2003 and is now taking retirement.

■ Cargo Airport Services USA has announced that Michael A Duffy has been promoted to Chief Executive Officer of the company.

■ Samim Aydin is now working at Celebi Aviation Holding where he is the President of Europe & Turkey Ground Services. Talha Göksel is the new CEO of Celebi Ground Handling.

■ FCC Servicios has appointed Angel Marcos as new General Manager for Flightcare. He takes over from Ignacio Garrido, who left the company three months ago.



Angel Marcos

■ Florent Feltrin recently joined Jet Aviation's MRO organisation for EMEA and Asia, where he will be the new MRO Regional Sales Director for Central Europe.

■ Hong Kong Air Cargo Terminals announced recently that Mark Whitehead has been approved by the Board of Directors to be the next Managing

Director of Hactl. He took up the post last month.

■ Air Wisconsin Airlines Corporation has announced that it has promoted Chris White to the position of Managing Director of Safety, in which position he will report directly to President and CEO, Jim Rankin.



Mark Whitehead

■ Swissport International has named Natacha Saller as its new Corporate Senior HR Manager.

■ Cargo carrier Atlas Air has named Spencer Schwartz as its new Chief Financial Officer. He succeeds Jason Grant,

who is leaving to take a job with a private company in the domestic maritime shipping sector.

■ Servair has announced a new addition to its sales management team: Franck Bouat has taken over as Head of the International Sales division.

■ UFIS Airport Solutions has announced that Holger Mattig has been named as President and CEO of the company.

■ The Manchester Airports Group has appointed Charlie Cornish to the position of Group Chief Executive.

■ After ten years of running Eagle Tugs' global operation from London, Justin Akinleye has taken up the post of General Manager. He will relocate to the US in October.

■ Qantas has a new Chief Financial Officer: he is Gareth Evans.

■ Coyne Airways has appointed Darrin Quern as Managing Director of its hub operation in Dubai.



Darrin Quern

■ Transglobal Cargo Centre, the new on-airport perishables handler at Kenya's Nairobi airport, has appointed Mark Carroll as its General Manager – Sales & Marketing.

■ Kilfrost has opened a base in Beijing to service its growing client base in the country, and has appointed Nathan Zhang to lead operations there.

■ Swissport has appointed Peter Speck as its new VP and Head of Corporate Supply Management. He succeeds Martin Koch.



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IAEMA takes centre stage

The ground-breaking airport equipment event, the brainchild of the International Airport Equipment Manufacturers' Association, is almost upon us. The Rio All Suite Hotel and Casino Las Vegas October 26-28

Taking away the risk

Las Vegas may have been built on the principle of gambling but the airport equipment sector doesn't work in the same way. At least, it shouldn't be a gamble when you come to decide to replace part of your equipment, upgrade or even add to it. Given that ground handling cannot function without GSE and allied airport equipment (whether purchased, leased, rented or reconditioned), it's vital that any decision that the buyer makes is backed up with confidence and experience.

Buyers can invest a lot of time and money in making those choices. In recessionary times it is no longer viable to visit a series of potential

suppliers with a view to comparing products prior to making a final decision. And whilst some handlers will have set up preferred partners when it comes to equipment supply, the reality for most is that they have to research the market as best they can and then come to a conclusion.

In the light of all this the airport equipment exhibition comes into its own, effectively bringing all the suppliers together and relieving the buyer of the necessity of extended travelling and time out of the office in the decision-making process. But readers all know that the airport equipment exhibition is alive and well – so why come to the International Airport Expo Las Vegas?

A new concept

There are several reasons why.

First and foremost, it is the organiser's belief that for too long now this manufacturing sector has been treated rather like a puppet, the strings of which have been pulled by the show organiser. Virtually every manufacturer would agree that the exhibition is the ideal vehicle or showcase for their specialist products. Equally, most would agree that the sheer cost of exhibiting has begun to outweigh most of those particular advantages and the fact is that commercial organisers decide on the best location, timing and frequency to suit their own financial ends with little or no regard for their customers – the exhibitors. Add to this a lucrative cost per square metre or square foot, and it's no wonder that a change is on the way. It's not just about flights, transportation and accommodation. So contentious a point has this become that a number of manufacturers decided last year to investigate an alternative. After all, they reasoned, exhibitions require exhibitors, so it was imperative that the two bodies should be mutually content with the overall scheme of things.

There followed the establishment of IAEMA: the International Airport Equipment Manufacturers' Association. Subsequently, the suppliers evolved the idea of an alternative exhibition, one that would prove beneficial to all parties concerned.

And so the International Airport Expo Las Vegas 2010 was born.

Las Vegas: the perfect venue

Why is this event so different? That's easily answered. The International Airport Expo Las Vegas 2010 is unique in the world of the exhibition because it represents a mammoth step forward.

Billed as the first airport equipment exhibition