



DUS Cargo Logistics
Gerton Hulsmann
 Managing Director
 in conversation with **STAT Times**

Düsseldorf International Airport is an emerging hub for major airlines from diverse regions serving over 180 destinations worldwide. 100-per cent subsidiary of the Duesseldorf International Airport group, DUS Cargo Logistics is a leading Handling Agent that handles import and export cargo for almost any airline in Duesseldorf. North Rhine Westphalia region, with Düsseldorf at its heart, accounts for around 20% of Germany's total export volume.

What are the advantages offered by this major player? reveals Gerton Hulsmann, Managing Director, DUS Cargo Logistics.

What is DUS Cargo Logistics' formula for success?

In the first place, of course, it is the price quality level we offer. Also, we are now in the process of becoming a hub. Düsseldorf International Airport used to be more point-to-point than it was a hub. We became a hub because Lufthansa is now operating intercontinental flights out of Düsseldorf enabling feeder traffic out of Germany and Central Europe. Lufthansa serves the North Atlantic routes to Chicago, New York, Miami in winter and in summer Toronto with wide body equipment.

Moreover Air Berlin uses Duesseldorf International as one of their major hubs for amongst others flights to South East Asia, the Caribbean and North American destinations offering the market ample wide body lower deck capacity.

What is important for us is to give in time best price quality. We are, so to say, the right hand of the airline. Prices, yes of course, they are under pressure. Thus, as we focus on good quality we have to continually invest in security measures, cameras, measuring equipment, fast closing doors, X-raying machines etc. etc.

Right now we handle about a 100 thousand tonnes of air cargo, although we are not the only airport in the region. The amount of cargo coming from NRW is estimated to be about 20% of the total export volume of Germany. So there is a huge potential for growth. Also, we have a two runway system and that enables us almost over 43 starts and landings per hour. Thus, as a matter of fact we are a busy airport but still have the potential to enlarge our portfolio, handle more cargo, more airlines.

So, how does its strategic location enhance the airport's business for cargo?

We are situated in the heart of the most industrialized area and hence we must ask ourselves, what is our chance to grow? Growing for instance in numbers like Frankfurt or Munich is spacewise not possible. As far as passengers are concerned, there are almost 18 million passengers on a yearly basis who use Düsseldorf International. Talking about cargo, we have a warehouse facility which can handle around 140 thousand tonnes on a yearly basis. We do about 100 thousand so we still have opportunities to grow. In order to be prepared when saturation levels arrive we are in the process of studying the possibilities to either enlarge our facilities or go to a closeby off airport location.

What is your strategy to approach the new markets of Tel Aviv, the Polish Cracow and Kittila in Lapland?

Apart from Tel Aviv these destinations are served with smaller aircraft types like MD83, A320 or B737 passenger versions, so of course it is interesting to have smaller cargo loads to these destinations.

Tel Aviv will be served as from June with A330 passenger equipment, enabling ample lower deck capacity. Due to the excellent infrastructure, a major part of cargo to Intra-European destinations is most of the time trucked. All major industrial area can be served within an 8 hours truck drive.

What is your opinion on the Indian market?

It's axiomatic to say that this is very important and that India is a booming country and there are such a lot of things to do as far as airlines setting up their businesses, forwarders setting up their businesses and infrastructure will be better. There is a tremendous need for India's 1.1 billion inhabitants officially to bring them on the next level to gambol and prosper and that's a reason to be here. A bit of an old fashion saying but there are two booming countries and that is India and China and we are focusing on them. No doubt about it is a very important market.

What is your view on the potential of the African market?

In my days at KLM Cargo, I was many times in African Countries, as far as perishable logistics was concerned. There is tremendous amount of produce of flowers, fruits and vegetables coming from those countries. These are air freight products because of their perishable nature. This merchandize is flown either to the big hubs like Frankfurt and Amsterdam or to 2nd tier airports like Château roux, Hahn, Vatry etc. Of late, there is an import influx from the African countries into Düsseldorf.

However, for Germany, I think, Africa would be interesting when it comes to capital goods, investments, and pharmaceuticals. It is far more important for the Germans to find in those countries in Africa, new commercial business and commercial developments to deliver them capital goods, automotive products, chemicals, micro biology products and solar and wind energy products that have tremendously developed now in Germany. Hence, it will take time, but Africa will be a very interesting place for business.