



## Dusseldorf seeks new Perishable shipments

Faced with falling global demand, the need to find new streams of business is the main preoccupation of the team at DUS Cargo logistics. Gerton Hulsman, managing Director states. "We decided this year that as an active member of the Cool Chain Association we would exhibit at the Fruit Logistica fair in Berlin. The market for fresh produce continues to hold up well and offers great potential for the future. In order to attract the produce suppliers, it is vital to have a large catchment area of customers, which we have. The North Rhine Westphalia region, with Dusseldorf at its heart, accounts for around 20% of Germany's total spending power. We can handle all perishable cargo coming into our airport with many different carriers. The shipments are processed and distributed rapidly to local markets. We had a number of very interesting inquiries and meetings which could lead to new business within the perishables sector, so we will be looking to this sector, amongst several others, for future cargo growth.

"Not only was DUS Cargo Logistics the only handling agent attending, but that there were no other airports or airlines. The Perishables market continues to grow despite economic downturn, with many of the products such as fruit, established as staple food items rather than luxury. As part of our plan for future cargo development and to attract more time sensitive cargo to Dusseldorf, we are introducing a quality measurement programme, firstly for the document handling and by the middle of the year, for physical handling."

### Convenient for Lufthansa

The economic power of the region and the subsequent affluence of the travelling public, attracts 18.2 million passengers per year as well as 89'000 tonnes of cargo. With other airports such as Frankfurt or Brussels just a couple of hours away by road, Dusseldorf is a very convenient regional hub for the Lufthansa. Mark Barto, Regional Cargo Manager, states that the airline operates cargo friendly flights from Dusseldorf to Newark-7 weekly, and Chicago – 6 weekly and Miami-6 weekly and in the summer season Toronto -6 weekly will be added. All flights are operated with an A340. Furthermore he says that the traffic flows to the USA are "very solid" despite the economic crisis.

Barto also states. "Our working relationship with the team at DUS Cargo Logistics is perfect, especially build and break down of pallets, but also security is first class with thefts and damage at an all time low. It would seem that there is a trend amongst freight agents to use their local airport when possible, mostly for cost saving. To make all this work well, we must have good airport operations and Dusseldorf certainly provides that"



Gerton Hulsman, Geschäftsführer DUS Cargo Logistics (l.),  
Thomas Schürmann, Marketing + Vertrieb DUS Cargo Logistics (r.) auf der Fruit Logistica