

# CARGO CLAN

QUARTER TWO 2011



## Direct to Abu Dhabi

New route extends  
Middle East service

中東新航線  
直達阿布扎比

Flies to  
**140+**  
destinations  
飛往逾140個航點

**ROCK SOLID**  
AIR CARGO ENSURES  
THE SHOW GOES ON

空運樂器  
確保音樂會順利上演



**HEAVY DUTY**  
Getting the big  
loads onboard

重型任務  
空運大型貨物不容有失





## China air cargo joint venture takes off 合資貨運公司展開營運

Air China Cargo Co. Ltd. (ACC), the cargo joint venture between Air China and Cathay Pacific, has started operations. Air China has a 51 percent equity interest in ACC while the Cathay Pacific Group has now a 25 percent equity interest and an additional 24 percent economic interest. ACC operates out of Shanghai, serving the vibrant Yangtze River Delta, which accounts for two thirds of China's air-cargo business. Cathay Pacific Cargo in Hong Kong has long served the Pearl River Delta and the joint venture means that we are now well positioned in two major cargo markets in China.

In June, Cathay Pacific started four flights a week to Abu Dhabi, further strengthening our service to the Middle East. Along with the flights to Dubai, Cathay Pacific now has 18 flights a week to the United Arab Emirates, an important and strategic mid-point between Europe and Asia.

Japan's calm and fortitude in response to the earthquake that devastated the Sendai region was admired around the world. It also highlighted the best qualities of the Cathay Pacific staff as they worked tirelessly in the aftermath of the disaster. Our sympathies are with the people of Japan as they rebuild.

中國國航與國泰航空的貨運合資項目——中國國際貨運航空公司（ACC）現已開始營運。中國國航擁有ACC的51%股權，國泰航空則持有25%股權和24%的經濟權益。中國國際貨運航空以上海為營運基地，為佔有全國三分二貨運業務的長三角地區，提供優質的貨運服務。以香港為基地的國泰貨運一直服務珠三角地區。在合資公司成立後，國泰航空在中國兩大貨運樞紐均佔重要地位。

由6月開始，國泰航空每周有四班航機飛往阿布扎比，進一步加強我們的中東航班服務。阿聯酋一直是歐洲及亞洲的戰略性中轉站，加上飛往迪拜的航班，國泰每周飛往阿聯酋的航班現已增至18班。

在仙台大地震後，日本民眾的冷靜與堅毅，受到全球民眾敬佩。災難發生後，國泰員工任勞任怨的服務態度亦體現高尚品格。災區重建之際，我們與日本民眾憂戚與共，為他們打氣。

Nick Rhodes  
Director Cargo  
國泰貨運董事羅禮祺

## CONTENTS 目錄

### INDUSTRY FEATURES 行業故事

- 3 **ROCK EXPRESS**  
音樂速達  
The show must go on  
空運演出裝置，確保音樂會順利舉行
- 8 **SERVICE STRATEGY 服務策略**  
Pivotal role for India & Middle East  
印度及中東貨運服務任重道遠
- 18 **HEAVY DUTY 重型任務**  
The Chicago team weighs in  
芝加哥團隊運送「重量級」貨物
- 22 **PHARMALIFT UPDATE 最新消息**  
New cool chain truck service  
& conference report  
冷凍鏈貨車服務及匯報研討會議程
- 24 **CX ULD CONTAINERS**  
國泰貨運集裝箱
- 26 **ROUTE MAP 航線網絡**

### LIFESTYLE 時尚生活

- 10 **ROYAL RETREATS 帝皇享受**  
Live like a king in an Indian palace  
入住印度宮殿，一嘗皇族生活
- 14 **GREEN ABU DHABI**  
暢遊阿布扎比  
Life on an eco-island resort  
環保度假島的逍遙生活

### CLAN NEWS AND EVENTS 國泰貨運花絮

- 28 **RUGBY SEVENS 七人欖球賽**  
Scrum and fun with the cargo team  
與貨運團隊共度歡樂派對
- 30 **TOP AGENTS 卓越代理**  
Annual dinner and Pencils for Kids  
年度晚宴及Pencils for Kids助學計劃

CARGO CLAN is published by Cathay Pacific Airways Limited, Hong Kong



magazines Produced by ACP Magazines Asia Ltd • Unit 604-5, 6/F, 625 King's Road, Quarry Bay, Hong Kong • cathay@acpmagazines.com.hk • Telephone: +852 3921 7000 • Fax: +852 3921 7099 •  
CHIEF EXECUTIVE OFFICER: Julie Sherborn • EDITOR IN CHIEF: William Fraser • PUBLISHING MANAGER: Alky Cheung • ART DIRECTOR: Shaun Horrocks • DESIGNER: Gigi Lee • CHIEF SUB EDITOR: Andy Gilbert • SUB EDITORS: John Cramer, Ellen Wong, Yam Yim-lan, Ling Ka-wai, Kathy Wang, Yvonne Wong • PHOTO EDITORS: Elisa Fu, Ester Wensing • Advertising by Asian In-Flight Media Limited •  
MANAGING DIRECTOR: Peter Jeffery • +852 3910 6388 • peterjeffery@asianmedia.com • ADVERTISEMENT DIRECTOR (CATHAY PACIFIC): Teresa Ngai • +852 3910 6385 • teresa@asianmedia.com •  
Cathay Pacific Cargo Editorial Advisory Board • DIRECTOR CARGO: Nick Rhodes • MANAGER CARGO SALES AND MARKETING: Patricia Hwang • CARGO PRODUCT AND MARKETING MANAGER: Jack Lo •  
ASSISTANT MANAGER CARGO MARKETING: Myra Lee • CARGO PRODUCT & MARKETING OFFICER: Ann Tse • Printed by C & C Offset Printing Co., Ltd. • No part of this magazine may be reproduced without the written permission of Cathay Pacific Airways Limited • All rights reserved • Copyright © 2011 by Cathay Pacific Airways Limited • Opinions in CARGO CLAN are the writers' and not necessarily endorsed by Cathay Pacific Airways Limited •



By Emily Carr and Mathew Scott

# Rock express

## 音樂速達

Transporting touring equipment for the world's biggest stars is not an easy gig, but the cargo experts always get their act together  
為天王巨星的巡迴演唱會運送裝備並非易事，然而，貨運專家總能施展渾身解數，確保一切順利

**F**OR ROCK BANDS with names internationally recognised, going "on the road" really means being in the air, often for months at a time. It's no secret that rock 'n' roll royalty such as Madonna, The Eagles and Lady Gaga expect red-carpet treatment when it

**對**全球知名的搖滾樂隊來說，巡迴演出往往意味著長達數月的「空中飛人」生活。眾所周知，搖滾樂殿堂級巨星如麥當娜、The Eagles和Lady Gaga在巡迴演出的旅途上，都會期望得到貴賓式的待遇。

然而，較少人知道的是，在巡迴演唱會的

Lady Gaga in London on her Monster Ball tour. Some props for her shows have to go by freighter

Lady Gaga在倫敦進行Monster Ball巡演其中一站。她的部份裝備需要貨機運送



comes to their travel arrangements. A better-kept secret is the kind of white-glove attention that rock bands' guitars, amps and other touring gear require, in an industry that often has gruelling travel schedules.

Managing a tour's cargo is the specialty of freight company Rock-It Cargo, which has 23 offices around the world and whose client list includes top international touring acts. "Rock-It companies regularly move 45 of the top 50 tours every year," explains Thos Paine, Rock-It Cargo's Chief Marketing Officer. "We move smaller tours too, but the largest productions really rely on our 30-plus years of expertise. Last year and this year we have had a great roster of customers – Lady Gaga, Metallica, Aerosmith, Paul McCartney, Guns N' Roses, Bon Jovi, Black Eyed Peas, Green Day, Beyoncé, Rihanna, The Eagles, Michael Bublé, just to name a few."

The very size and specific nature of some of these acts means that Rock-It needs to utilise all available modes of air-freight delivery.

"The air freight is usually shipped in pallets to maximise the space and control of the load," explains Paine. "The pallets are built in a specific order so that the gear can be cross-loaded into trucks and delivered to the next venue in the sequence that is best for building up the show."

"Air containers are used for smaller bands that don't have extensive sets

and are using local sound, staging and lighting packages. Some customers have very special needs: for example, some of the Cirque du Soleil set pieces are so long and narrow that they can only be moved in a nose-loaded 747-400F."

Rock-It Cargo's Operations Agent Michelle Hayflich says a lot of the logistical issues are similar, regardless of the band. "You have your big road cases, and your front-of-house cases, and your back-line cases. With bigger tours, you might have four lighting packages, audio packages, and some of the really big names will have a video wall, which we'll use a freighter for because it can only go on the main deck. Lady Gaga for instance – her set is massive. Big set props and odd-shaped things that can't fit underneath the aircraft have to go in the main-deck freighter."

Equipment aside, what really sets each tour apart is the schedule, says Michelle. On a recent tour of 13 cities in Asia-Pacific, many of the shows involved a one-day turn around. Along with the band members and a huge entourage of tour managers and production company employees, the tour also comprised four large pallets of equipment, weighing in at nearly 8,000 kilogrammes.

"It's a challenge because we have one day to move from country to country," says Michelle. "So we have a show on one day, and then the next day we're coordinating customs

Roadies and technicians build the massive stage and set for a concert by Irish rock band U2 in Geneva

愛爾蘭搖滾樂隊U2在日內瓦舉辦巡迴演唱會時，道具管理人員及技術人員合力搭建了一個巨型舞台



Handle with care: Guitars for British rock 'n' roll band Status Quo. All instruments require delicate handling

無微不至：英國搖滾樂隊Status Quo的結他得到細心照料。事實上，所有樂隊的古舊的樂器均需要小心處理



Photo: Lady Gaga: Neil Lupin – Redferns/Getty Images. Status Quo & U2: Alamy/ArgusPhoto.

clearance, trying to get on the next flight to the next country that we're going to. So we literally have 20 to 24 hours to pick up after the show, work out customs exports, fly to the next country, then import it on the other end and deliver it to the show."

Most of the road cases are built to withstand some movement, says Michelle. "But it's very delicate



equipment, and with older, more classic bands there are a lot of old guitars and amps, which, if they're flipped a certain way, can get damaged."

Michelle says this is one of the reasons Rock-It Cargo likes to pack its own road cases. "We prefer building our own pallets. We have hands-on control of the freight at all times."

This presents logistical challenges,

時間表總是排得密密麻麻的情況下，樂隊的隨團裝備如結他和擴音器等，也需要無微不至的照料。

Rock-It Cargo是專門運送巡迴演出器材的物流公司，於全球23個城市設有辦事處，其客戶包括許多國際頂尖歌手和樂隊。其市場推廣總監Thos Paine指出：「全球每年最重要的50個巡迴演出，一般約有45個由Rock-It負責運送。我們也為較小型的演出提供物流服務，但大型表演製作更加有賴我們的專

業服務，因為我們已累積了超過30年的豐富經驗。去年和今年，我們的客戶包括眾多響噹噹的名字，有Lady Gaga、Metallica、Aerosmith、Paul McCartney、Guns N' Roses、Bon Jovi、Black Eyed Peas、Green Day、Beyoncé、Rihanna、The Eagles和Michael Bublé等，難以一一盡錄。」

基於部分演出的規模龐大和獨特性，Rock-It需要善用各種空運服務模式。

Paine指出：「空運業最常使用集裝板裝載貨物，以充分利用空間和方便搬運，因為這些集裝板都有特定的裝置設計，可以直接搬到貨車上。這樣，器材便可以按照表演場地及流程的先後次序搬上貨車，能快捷地運送到目的地。」

「小型樂隊的演出通常使用集裝箱，因為他們沒有大型舞台佈景，而且一般會選擇使用當地的音響、舞台和燈光裝置。也有部分需求較為特殊的客戶，例如太陽劇團的部分舞台裝備又長又幼，只能以可從機鼻上落貨物的波音747-400型貨機來運送。」

Rock-It Cargo的營運代理Michelle Hayflich表示，不管是那一支樂隊，所需處理的物流問題都大同小異。「樂隊總會有裝放巡迴演出用品的貨箱、前台裝備貨箱，以及後台裝備貨箱。較大型的巡迴表演，或會包括四大箱的燈光和音響器材。天王級藝人或許還會有影視屏幕，這些器材都必須使用貨機運送才能容納。以Lady Gaga為例，她的舞台佈景非常龐大，有些大型道具和奇形怪狀的東西，根本無法放進機腹，必須使用貨機的主機艙載運。」

Michelle續道，除了器材裝備之外，每次巡迴演出的行程各有不同，是促使物流運輸需要作不同安排的主因。以不久前在亞太區13個城市舉行的巡迴演出為例，有多場演出的運送時間就只有一天。除了需要為樂隊成員，以及大批巡迴經理人和製作人員安排旅程外，隨團還有裝滿四大集裝板、重量接近8,000公斤的器材。

Michelle指出：「行程真的非常緊湊，我們必須在一天內將貨物由一個國家運到另一個國家。即是說，樂隊今天結束演出，我們第二天就得為貨物辦理清關手續，趕乘最快一班航機前往下一個演出城市。因此，我們實際上只有20至24個小時進行裝箱整理，辦理出境清關手續，再飛往下一個城市，辦理入境清關手續，然後馬上將裝備物資運送到表演場地。」

她說，雖然大部分裝放巡迴用品的貨箱都有防震功能，「但運送的器材始終頗易損壞。一些有相當歷史的經典樂團，他們使用的結他和擴音器都已一把『年紀』，若然放置不當，便有可能受損。」

Michelle表示，基於以上原因，Rock-It Cargo對巡迴貨箱的運送總是萬分小心。▶



particularly given strict customs rules for airfreight. Cathay Pacific's cooperation has saved a good two hours on a really tight cut-off, says Michelle.

The working relationship between Rock-It Cargo and Cathay Pacific began with an ordinary air-ticket request. "But it opened up a whole series of doors for the entire tour," says Michelle. Her ticket enquiry ended up in front of Margaretha Laseen, Cathay Pacific Cargo Manager Western USA, Central and South America. A meeting was soon arranged between Michelle, Margaretha and each company's key operations people.

"Had I gone to them sooner, it would have taken off so much stress," says Michelle. "The Cathay Pacific Cargo operations people sat there with me when I finally came in. I showed them the schedule and it's just been red carpet from that day."

Margaretha says: "What many people forget is that this kind of cargo is actually like a first-class ticket. It has to go, and the freight is as important as the passenger side.

"In this case, especially, we do not differentiate between passenger and cargo – one cannot go without the other. It absolutely has to get there and we cannot make a mistake, especially with the music-touring industry. And the way this company works is intriguing – they are really, truly professionals all the way."

Michelle says a key advantage has been the ability to communicate directly with Cathay Pacific Cargo's head operations personnel in each destination city. "I've never – from here in LA – been able to have that kind of worldwide access

without going through my agent," she says. "Cathay Pacific Cargo put me in contact with the head operations personnel in China, in Hong Kong, in Vietnam... and I have other tours going through in the Philippines.

"In this situation, Cathay Pacific Cargo opened up all those doors for us. They organised meetings for me in Hong Kong where we have some really critical connections for this tour. Every segment now is so clear: I know who my main point of contact is for the airline. There's a clear picture, and it's taken so much stress off."

Margaretha says one of the reasons Cathay Pacific Cargo can provide this kind of service is the sheer size and geographical reach of its operations. "We are truly a big company nowadays, both in passengers and cargo. And we have the combined services with

freighters and passenger flights so we can play with both sides and do a very good job.

"And it also comes down to the people," says Margaretha. "I put trust in anybody I ask in Hong Kong or Ho Chi Minh City – we all speak the same language and we understand what it takes to do the job. And everybody enjoys this kind of event – there's great camaraderie at all the stations."

Michelle says she absolutely loves music. "And when you go to a show you love, and it's a band or a musician that you love, and that you can feel in your soul, you know that you were a part of making that happen," she says. "When you look around and you see a stadium filled with people, hearing this music and knowing that you were a part of making that happen, it's a real sense of accomplishment."

**On the road again:  
The show must  
go on and with a  
tight schedule the  
equipment has  
"must go" priority**

巡迴路上：由於演出  
行程緊湊，所需器材  
也必須準時運到



When you **look around a stadium** filled with people, it's a real **sense of achievement**

當你**放眼四周**，看到擠滿觀眾的現場，**成就感**便油然而生

「我們希望親自將貨箱放到集裝板上，任何時候都希望可以親自掌握情況。」

國泰充分合作，讓我們在緊湊的時間編排上節省了寶貴的兩小時。

Michelle憶述，Rock-It Cargo與國泰航空的緊密合作關係，始於一次非常普通的機票查詢，「但卻為往後的旅程打開了一道又一道的大門。」那次的機票查詢最終把她帶到了國泰航空中、西、南美洲貨運經

理Margaretha Laseen面前。不久之後，Michelle、Margaretha以及兩家公司的營運部門要員就開了第一次會議。

Michelle續說：「如果我早一點使用他們的服務，就可省點氣力了。當我們決定選用國泰航空後，他們的營運人員跟我坐下來開會，我把行程表交給他們，大家有商有量。基本上，打從第一天開始，我們就獲得貴賓式的待遇。」

Margaretha表示：「很多人都沒意識到，這類貨物實際上就有如頭等客艙的乘客。貨運其實就跟客運一樣重要，必須準時出發。

「乘客和貨物之間不可分割，缺一不可，必須把貨物依時送抵目的地，不容許任何差錯。特別是運送巡迴演唱會用器材。而這家公司的工作方式實在讓人敬佩，他們處理每個環節都非常專業。」

Michelle表示，與國泰合作的最大好處是可以親自和每個目的地之營運部直接溝通。她解釋：「以前，我身在洛杉磯，只有透過代理才能和全球各地的貨運人員溝通，但國泰航空讓我和中國、香港、越南的營運部直接聯繫；而我還可同時安排其他須前往菲

律賓的巡演。」

「在此情況下，國泰航空為我們打通了每一道門。這次巡迴演唱的器材需要經香港轉飛外地，國泰為我在香港安排了多次會議。現時，每一個環節都非常清晰，情況一清二楚，為我減輕了不少壓力。」

Margaretha解釋，國泰航空規模龐大，網絡覆蓋廣泛，因此可以提供優質的服務。

「不論是客運還是貨運，今天的國泰航空都是一家名副其實的大企業。我們將客運和貨運業務相結合，互為補足，給客戶提供優越服務。」

Margaretha還指出：「人才是最重要因素之一，我信任每一個在香港或越南的同事。我們有共同語言，明白如何才能妥善完成任務。每位同事都很享受這樣的工作，所有航站的員工都眾志成城。」

Michelle表示，她自己非常熱愛音樂：「每當出席自己喜愛的音樂會、欣賞喜愛的樂隊或歌手演出時，想到自己有一份讓演唱會順利舉行，真的感到與有榮焉。當你放眼四周，看到擠滿觀眾的現場，聽著歌手的歌聲，想到自己也曾為這盛事貢獻了一己之力，成就感便油然而生。」 CC



Golden oldies:  
Bon Jovi guitarist  
Richie Sambora's  
guitar vault is just  
part of the group's  
equipment

經典樂器：Bon  
Jovi結他手Richie  
Sambora的結他  
箱，是樂隊每次演出  
必不可少的裝備



# Service strategy 服務策略

The business plan for air cargo in India and the Middle East is based on teamwork and service  
團隊合作和優良服務，是印度及中東空運業務的基礎

**C**ATHAY PACIFIC starts flights to Abu Dhabi, capital of the United Arab Emirates (UAE), in June, further strengthening the presence of Cathay Pacific Cargo in the Middle East and India. The four weekly passenger flights between Hong Kong and Abu Dhabi will supplement the 15 freighters and 21 passenger flights to Dubai each week.

India already has 23 freighter and 35 passenger flights servicing the ports of Chennai, Mumbai, Delhi and Bengaluru.

India and the Middle East are important strategic midpoints between Europe and the Hong Kong headquarters of Cathay Pacific Cargo, the world's largest international air-cargo carrier.

Ashish Kapur, Cathay Pacific Regional Manager Cargo India, Middle East, Africa, Bangladesh and Pakistan, says

Cathay Pacific Cargo is the biggest freighter operator in India and in Dubai it is

the biggest freighter operator among foreign airlines.

Ashish's strategy for the region is simple: aggression, teamwork and service delivery. "The focus is on getting ourselves placed as the carrier that is dependable, reliable and has the capability to uplift anything that can be airlifted. Our mantra for the trade is 'Book it. Forget it'. Once you book your shipment with us, you pass on all the worries to us and we will look after it."

The strategy is paying off. "We are the most preferred airline in the region for critical and difficult cargo loads," says Ashish and cites shipments of PHARMA <sup>UFT</sup> from Mumbai, helicopters from Delhi and horses and EXPERT <sup>UFT</sup> from Dubai.

In 2010 India saw a growth of 28 percent in tonnages with a revenue increase of 68 percent. The Middle East maintained loads with a 15.4 percent revenue increase.

The growth story continued in 2011: India recorded a 16.1 percent growth in tonnages in the first quarter with the revenue growth of 30.4 percent. Despite a rise in competition in the Middle East, Cathay Pacific Cargo has maintained 2010 levels.

It is the famous Cathay Pacific service that sets the airline apart from its competitors in these markets.

Mukesh Bhatia, Cargo Manager, United Arab Emirates (UAE), who is based in Dubai, says: "Although we have a varied range of products, our expertise in handling odd-sized

shipments [EXPERT <sup>UFT</sup>] with a personal touch is a well-known fact.

"The Dubai cargo team is a perfect mix of youth and experience and it is our people whom we value the most. We have specialized and experienced team members in Edwin Gudino, Assistant Manager, Sales and Services, and Sandeep Salgaonkar, Assistant Manager, Sales and Operations, who complement each other.

"With the unpredictable nature of the business we are in, we always shift gears to diversify our strategy in terms of balancing the product mix available in the market."

Suket Suri, Cargo Manager – Northern India, based in Delhi, also stresses the service his team offers. "We have an excellent operations team who are qualified to handle any cargo which can be airlifted," he says. "However, safety remains our first concern.

"Our strategy is to offer the best possible service to our customers. We continuously strive hard to offer them the best possible service, whether it is cargo flown as booked or it is our response time in reverting back to our customers. We have a wide network and variety of products to offer to our customers. We have a strong customer base and the majority are repeat customers who like to stay with Cathay Pacific Cargo."

Tarun Sethi, Cargo Manager – Western India, who is based in Mumbai says: "The team is our core strength which gives Cathay Pacific an edge over our competitors. We have three aces in our team – 'The Magnanimously Aggressive' sales team, 'The Catalysts' telesales or sales support and 'The Die Hard Executors' services team.

"It is these groups of highly motivated team members whose skills and specialized knowledge help give Cathay Pacific Cargo an edge in a competitive market. All that is agreed to in a sale is well supported by the sales support team and executed to perfection by the services team to ensure we offer our customer the Cathay Pacific Service Straight from the Heart."



Service with a smile:  
Ashish Kapur  
笑容可掬的  
Ashish Kapur  
竭誠服務客戶





Horses are frequently carried to run at Dubai's Meydan Racecourse

空運業者經常運送馬匹到迪拜的Meydan馬場出賽

## 國

泰航空於6月開通飛往阿拉伯聯合酋長國首都阿布扎比的航班服務，進一步擴大國泰貨運在中東和印度地區的航線網絡。隨著每周四班往返香港與阿布扎比的航班投入服務，加上每周15班貨機及21班客機由香港飛往迪拜的航班，大大加強了中東地區的服務。

至於印度的航班服務，目前已有23班貨機和35班客機由香港前往孟買、德里和班加羅爾。

總部設於香港的國泰貨運是全球最大國際航空貨運公司，而印度和中東則是歐洲與香港之間的中轉站，佔據重要的策略性位置。

印度、中東、非洲、孟加拉和巴基斯坦的國泰貨運區域經理Ashish Kapur說，國泰航空是印度規模最大的航空貨運公司，在迪拜則是最大型外國空運公司。

Ashish奉行的區域策略很簡單：積極進取、團隊合作和服務到位。他說：「最重要是讓客戶認為我們是可靠、值得信賴的航空貨運公司，並且有能力完成任務，可以運載任何能放上飛機的貨物。我們在空運業的口號是『一經預訂，忘卻煩憂』，客戶只要向我們預訂貨運機位，就可以放心把貨物交付給我們，不會有後顧之憂。」

這樣的策略相當奏效。「我們是區內最受

歡迎的空運公司，舉凡重要或運輸困難的貨物，客戶都會首先想到我們的服務。」Ashish指出，從孟買採用PHARMA **UFT** 出口的貨物、德里運出的直升機，以及由迪拜運輸馬匹和使用**EXPERT UFT** 服務的貨物，就是最佳例子。

2010年，印度的空運噸數上升了28%，營業額增加六成八。中東的營業額則維持15.4%的增長。

在2011年，這兩個地區持續增長，印度在第一季度就錄得空運噸數增加16.1%，收入增長30.4%。儘管中東地區的競爭加劇，但國泰貨運仍能保持2010年的水平。

國泰貨運在這些市場均以卓越的服務，超越其他競爭對手。

駐迪拜的阿聯酋地區貨運經理Mukesh Bhatia表示：「我們提供的服務範圍廣泛，但最為人熟悉的強項，是根據客戶需求，為特別體積的貨物提供**EXPERT UFT** 的貼心服務。」

「員工是我們最寶貴的資產；迪拜的貨運團隊由年輕人和經驗豐富的老手組成完美搭配。我們擁有專業而有經驗的團隊，在服務與營運助理經理Edwin Gudino和營運與服務部助理經理Sandeep Salgaonkar兩人率領下，各團隊之間相輔相成，合作無間。」

「由於空運業存在許多難以預測的變數，我們必須採取多元化策略，靈活應對，以因應市場上不同產品的需求。」

駐德里的北印度地區貨運經理Suket Suri，也強調團隊提供優良服務的重要性。

「我們擁有優秀的營運團隊，有能力處理任何空運貨物，但我們還是以確保安全為首要任務。」

「我們的策略是為客戶提供最佳服務，我們不斷努力讓他們盡可能得到最佳服務，包括貨物準時付運，或是盡快回應客戶對貨運進度及任何問題的查詢。我們能為客戶提供廣泛的航線網絡和產品服務。我們已累積了龐大的基礎客戶群，大部分是對國泰貨運服務感滿意的長期客戶。」

駐孟買的西印度貨運經理Tarun Sethi說：「工作團隊是我們的核心力量，令國泰貨運壓倒競爭對手。我們的隊伍有三張王牌：勇往直前的銷售團隊、負責跟進的電話銷售和銷售支援團隊，以及堅毅不拔的服務團隊。」

「正是這些積極進取、擁有專業技術和知識的團隊成員，令國泰貨運在競爭激烈的市場中保持優勢。我們每一宗貨運訂單，都得到銷售支援團隊全力支持，並由服務團隊完美地執行任務，確保客戶得到國泰貨運提供的真誠服務。」 **CC**

By Fiona Caulfield

# Royal retreats

## 帝皇享受

India's maharajas converted their grand palaces into lavish hotels so you could live like a king

印度大君把華麗宮殿改建成酒店，讓平民也有機會享受帝皇式生活

**R**AJASTHAN, THE land of kings, is the most vibrant and romantic destination in India. Located in the country's north-west, this large desert state is home to the cities of Jaipur, Jodhpur and Udaipur. The landscape includes a vast expanse of the great Thar Desert, rocky hill ranges, dense scrub forests and an occasional sparkling lake. From the 7th century, the Rajputs, brave warrior clans, ruled this vast area and fiercely defended their grand kingdoms. It is the rich Rajput legacy of opulent architecture and a refined culture that still attracts travellers to this unique destination.

When India achieved independence in 1947, the royal families of the princely states agreed to relinquish rule and in return were granted generous ongoing payments from the Privy Purse until 1971, when Prime Minister Indira Gandhi abolished them. Many of the royal families

then turned to tourism for their income and converted their palaces, forts, havelis (mansions) and hunting lodges into spectacular hotels, some of the most splendid and romantic in the world.

### Jaipur, The Pink City

The capital of Rajasthan, Jaipur is located 260 kilometres from Delhi and acts as the main gateway to the magic and splendour of the state. This fabled pink city – named after the predominant colour of its buildings – was created in 1727 and is surrounded on three sides by forts and dotted with grand palaces.

The family of the late Maharaja Sawai Bhawani Singh still resides in the city palace and, together with extended family members, owns a number of heritage hotels. None is more famous than the Rambagh

Palace, also known as the Jewel of Jaipur. Built in 1835, Rambagh was once a hunting lodge for the royal family and in 1925 was converted into a palace. In 1957, it became India's first palace hotel. A mix of Mughal and Rajput architecture,

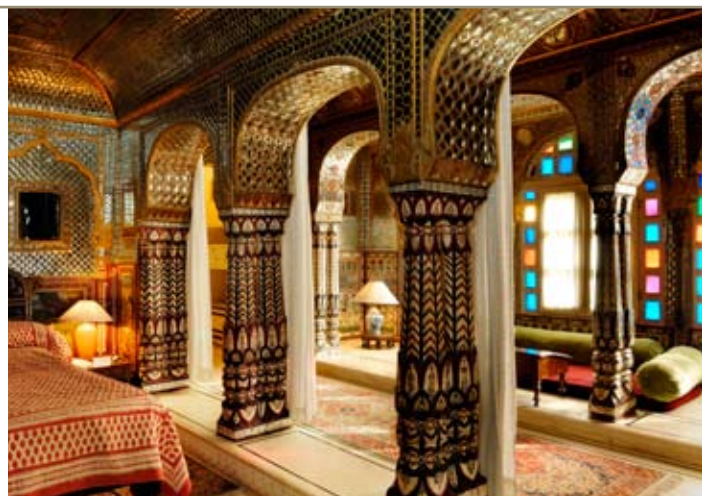
this fairy-tale palace is set on a 19-hectare estate adjacent to Jaipur's famous Polo Club, founded in 1901, and is next door to the only golf course in Rajasthan. The rooms are spacious and opulent but it is the suites that provide the most authentic regal experience. The timber-panelled Pothikhana suite was the Maharajah's study and is a fabulously masculine room, located around the corner from the legendary Polo Bar. This Taj Hotels flagship property recreates the lifestyles of the princes right down to royal menus, personal butlers and plentiful entertainment, including the occasional game of elephant polo. Just 40 kilometres north-west of

Tea is served:  
refreshments at  
Samode Palace,  
Jaipur

Samode Palace的員工  
為客人奉上茶點







**Samode Haveli's suites (above) were formerly royal apartments in Jaipur**

**Samode Haveli的套房（上圖）原是王族的居室**

**Built in 1835, Jaipur's Rambagh Palace (left) mixes Mughal and Rajput architecture**

**位於齋浦爾的Rambagh Palace（左圖）建於1835年，糅合蒙兀兒及拉其普特的建築風格**

**Umaid Bhawan Palace (right) in Jodhpur is one of the world's largest private residences**

**Umaid Bhawan Palace（右圖）是世界上最大的私人住宅之一**



# 拉

賈斯坦邦被譽為帝皇之地，是印度最富活力和浪漫氣息的旅遊勝地。這個位於印度西北部的沙漠大邦擁有齋浦爾、久德浦爾和烏代浦爾等城市；除景致壯麗遼闊的塔爾沙漠外，還有岩石山脈、茂密的灌木林，及水光粼粼的湖泊。英勇善戰的拉其普特族，自公元7世紀起統治這片土地，為捍衛國土而奮戰。時至今日，世界各地旅客仍然被這片蘊藏著博大精深文化，充滿拉其普特色彩華麗建築的土地吸引，到訪者絡繹不絕。

印度在1947年獨立後，各地邦主大君紛紛交出統治權，回報是領取由國家發放的豐厚國王私用金。直至1971年，時任總理英迪拉甘地廢除此項政策。皇室貴族為了賺取收入，轉而發展旅遊業，紛紛將皇宮、堡壘、古老大宅及狩獵別墅改裝成富

麗堂皇的酒店，當中不少被稱為世上最華美浪漫的酒店，讓遊客們趨之若鶩。

## 粉紅之城齋浦爾

距離印度首都德里260公里的齋浦爾，既是拉賈斯坦邦的首府，也是引領旅客進入這片瑰麗土地的大門。這座童話般的粉紅之城（因市內大部分建築的色調而得名）建於1727年，三邊被堡壘圍繞，城中散佈多座瑰麗皇宮。已故大君Sawai Bhawani Singh的家族仍住在城中的皇宮，其家族擁有數家古蹟酒店，當中最著名的Rambagh Palace更被譽為齋浦爾之寶。這宮殿建於1835年，曾是皇室狩獵別墅，在1925年被改建為皇宮，1957年變成印度首間皇宮酒店。

童話般的宮殿結合了蒙兀兒及拉其普特的建築風格，佔地共19公頃；鄰近1901年成立的著名馬球會和拉賈斯坦邦唯一的高爾夫球場。

宮殿內房間全都豪華寬敞，然而，唯有入住套房，才能真正體驗皇族的生活。位於著名Polo Bar轉角處的Pothikhana套房用上木框作室內裝飾，其前身是大君的書房，設計充滿陽剛氣息。這Taj Hotels集團旗艦酒店務求為客人提供全面的帝皇式享受，包括皇室餐單及私人管家，還有眾多娛樂節目，例如騎大象打馬球。

Samode Palace位於距離齋浦爾西北40公里，座落於起伏有致的Aravalli山脈，俯瞰風景如畫的小村落；今日村內工匠依然秉承製作工藝品的傳統。16世紀時，這裡是皇室領地；1987年經細意修葺後，被改建成豪華酒店，一直由拉其普特族後裔Rawal Sheo Singh管理。其他祖傳物業包括具175年歷史的別致大宅Samode Haveli，及鄰近皇宮、設計參照經典蒙兀兒式花園，具250年歷史的花園。現時，那裡已成為設有44個奢華帳篷，但價格卻非常相宜的Samode Bagh酒店。 ➤

Jaipur is the Samode Palace hotel, nestled into the rugged Aravalli hills and overlooking a tiny picturesque village where local artisans continue to practice their crafts. This former royal principality dates back to the 16th century. Sensitively restored, the property was converted into a luxury hotel in 1987 and continues to be managed by descendants of Rajput, Rawal Sheo Singh. Other ancestral properties here include the chic Samode Haveli, a charming 175-year-old manor house and, closer to the palace, a 250-year-old garden property modelled on a classic Mughal garden. This is now a hotel called Samode Bagh, where guests can stay in one of 44 luxury tents at very affordable rates.

### Jodhpur, The Blue City

Jodhpur is perched on the edge of the great Thar Desert and is known as the Blue City since most of the buildings in the ancient walled city are painted with an indigo wash. This enhances the breathtaking vista from the ramparts of the medieval Mehrangarh Fort, which dominates the city's skyline to the west.

The golden-yellow sandstone Umaid Bhawan Palace, the last great palace built in India, sits on Chittar Hill to the south-east of the city. More than 5,000 workers took 15 years to build the palace which was completed in 1943 when the 347-room Art Deco structure became one of the largest private residences in the world. In 1997, a large portion of the palace was converted into a hotel. Those staying in one of 64 luxurious rooms and suites are treated just like personal guests of the royal family.

Jodhana Heritage

Rambagh Palace/  
Umaid Bhawan/  
Lake Palace Hotel  
[www.tajhotels.com](http://www.tajhotels.com)

Samode Palace/  
Samode Bagh  
[www.samode.com](http://www.samode.com)

Bal Samand/ Ranvas  
[www.jodhanaheritage.com](http://www.jodhanaheritage.com)

Rawla Narlai  
[www.rawlanarlai.com](http://www.rawlanarlai.com)



Resorts is the boutique hotel group owned and managed by the royal family of Jodhpur. Its portfolio comprises six heritage properties and three tented camps in the Marwar region of Rajasthan close to Jodhpur. The 17th-century red sandstone palace, Bal Samand Lake

Palace, located eight kilometres outside the city, is set in a 121-hectare private estate with sprawling orchards of lime, guava and pomegranate.

Guests can enjoy the sumptuous palace's 10 suites or 26 garden rooms and elegant public spaces. Sunset cocktails are served on the superb terrace overlooking the 12th-century lake from which the property takes its name.

A lesser-known destination, the

Ahhichatragarh Fort, also known as Nagaur Fort, dates back to the 4th century and is located 135 kilometres north of Jodhpur. During the 18th century, the reigning Maharaja of Jodhpur, Bakhat Singh, moved to the walled fort and created a pleasure palace for himself and his 10 wives. In the past 20 years, the complex has been meticulously renovated and the wives' residences have been restored and converted into a delightful boutique heritage property called Ranvas.

### Udaipur, The White City

Founded in 1559, the city of Udaipur is set around three lakes and has a sprinkling of grand marble palaces, ornate temples, an abundance of hibiscus-laden gardens and offers some of the best hotels in India.

Udaipur is the capital of the Mewar Kingdom located in southern Rajasthan. The City Palace is a vast complex of buildings that perches on the east bank of tranquil Lake Pichola. The most remarkable hotel in Rajasthan is the Taj Lake Palace,





CX  
FLIGHTS  
國泰航程

**Cathay Pacific  
flies to Delhi  
twice a day**

**國泰航空每日有  
兩班航機飛往德里**

**Taj Lake Palace (left) is a white-marbled wonder in the centre of Lake Pichola, Udaipur**  
白色大理石皇宮Taj Lake Palace (左圖) 是 Lake Pichola湖上的一道奇景

**Original wall frescoes were maintained at boutique property Rawla Narlai (above), between Udaipur and Jodhpur**

**位於烏代浦爾和久德浦爾之間的Rawla Narlai精品酒店，保留了原有的壁畫 (上圖)**

which appears to float on this lake. The white-marble palace, rivaling the Taj Mahal in beauty, was built on the Jag Niwas Island in 1746 by Maharana Jagat Singh II. Created as a pleasure palace, it became the official summer residence of the royal family, then a museum and was transformed into a hotel in 1963. The 83-room palace hotel has hosted many celebrity guests and had a starring role in the 1983 James Bond movie *Octopussy*.

Located midway between Udaipur and Jodhpur is Rawla Narlai, a charming boutique property located in a tiny Rajasthani village. Originally a hunting lodge, the Rawla has been a tranquil retreat for the Rathores, the royal family of Jodhpur, since the 17th century. In 1995, the family opened the property to paying guests. Family member Raghavendra Rathore, one of India's leading fashion designers, has styled the 25-room property, maintaining the authenticity of the villa by including original wall frescoes and incorporating all modern comforts within a stylish aesthetic.

### 藍色之城久德浦爾

由於城內建有不少靛藍色建築，令位於塔爾沙漠邊緣的久德浦爾古城，獲得藍色之城美名。從中世紀Mehrangarh Fort城牆眺望，一抹藍色染滿西邊天際，美不勝收。

座落在城市東南面Chittar Hill的Umaid Bhawan Palace，由金黃色沙岩建成，是印度興建的最後一座大皇宮。動員了5,000多名工人、花了15年時間，終於在1943年建成。這裝飾藝術建築內共有347間房間，是全球其中一座最具規模的私人宅邸。皇宮內大部分建築於1997年改建成酒店，提供64間豪華客房及套房，讓住客感受媲美皇室貴族的待遇。

久德浦爾大君家族持有及管理的Jodhana Heritage Resorts精品酒店集團，位於鄰近久德浦爾的拉賈斯坦邦Marwar區內，擁有六座古建築及三個帳篷營地。紅沙岩皇宮Bal Samand Lake Palace建於17世紀，距離市區八公里。佔地121公頃的私人莊園內，遍佈青檸、石榴及番石榴果園；客人可選擇入住華麗的Regal Suites (十間) 或花園客房 (26間)。日落時分，客人可在平台上邊俯瞰湖泊 (Jodhana Heritage湖於12世紀時已存在，酒店也因它而命名) 景致，邊享受雞尾酒。

建於公元四世紀的Ahhichatragarh城堡又名Nagaur城堡，位於久德浦爾以北135公里，是個較鮮為人知的景點。18世紀時，久德浦爾大君Bakhat Singh遷到城堡居住，那

裡儼如是他和十位妻子的樂園。過去20年，城堡經悉心修復，其妻妾的住處更被改建成充滿魅力的精品古蹟酒店Ranvas。

### 白色之城烏代浦爾

創立於1559年的烏代浦爾城被三個湖泊圍繞，城內都是壯麗的大理石皇宮、瑰麗廟宇及芙蓉處處的花園，當然還擁有印度最出色的酒店。

烏代浦爾位於拉賈斯坦邦南部，曾是梅瓦爾王國的首都。由多幢建築物組成的City Palace聳立在靜謐的Lake Pichola東岸；Taj Lake Palace堪稱為拉賈斯坦邦最具代表性的酒店。這座彷彿懸浮在湖上的白色大理石皇宮位於Jag Niwas Island，其壯麗景致可媲美泰姬陵。Jagat Singh大君二世於1746年下令建造這座行宮，其後正式成為皇室的夏宮，其來被改建作博物館；及至1963年變成了酒店。這家設有83間客房的皇宮酒店，曾有不少名人下榻；1983年的《鐵金剛勇破爆炸黨》也曾在此取景拍攝。

浪漫迷人的精品酒店Rawla Narlai位於烏代浦爾和久德浦爾間，一條名叫Rajasthani的小村落。它原是一間狩獵別墅，由17世紀起成為久德浦爾王族Rathores的避暑小築。1995年，家族開放物業讓遊客入住。身為印度知名時裝設計師的Rathore家族成員Raghavendra Rathore精心佈置了25間房間；除加入現代格調及設施外，也保留了壁畫等原有的別墅特色。CC

# Greening of a desert island

## 綠化沙漠島

Text by Paul Daley  
Photos by Julian Kingma

Sir Bani Yas is turning green in more ways than one  
薩巴尼亞島正以各種不同方式，於當地發展綠化工作

**A** **SOON** as you arrive on the desert island of Sir Bani Yas, after crossing the azure waters of the Arabian Gulf, you can't help but ask: "What could possibly live on this place?"

Your initial impression of this resort island, 9km off the coast of the United Arab Emirates (UAE) about 250 kilometres west of Abu Dhabi City, is that nothing could possibly survive such a seemingly inhospitable and parched landscape – even if it wanted to. And then you walk into the visitors' centre where you are asked to sign your name on a small biodegradable tag. It will, you are assured, be attached to a mangrove that will be planted in one of the island's lagoons in your name. And there it is: the first sign of life.

Those who have grown up in cities or near the coast have a natural predisposition to equate the desert with barren emptiness. The fact that Sir Bani Yas – Abu Dhabi's luxury resort island – is literally teeming with life comes as a revelation. While the island at first challenges the senses, it doesn't take long to appreciate its stunning arid beauty and natural geographic wonder. The rugged allure of the parched landscape is offset magically by the pristine serenity of the Arabian Gulf, its crystal-clear waters leading to a soft horizon of baby blue and sunset turquoise.







The pool at the Desert Islands Resort is at the edge of the Arabian Gulf (below)

緊靠阿拉伯灣而建的Desert Islands Resort游泳池（下圖）

Green Mountain on Sir Bani Yas island (left)

薩巴尼亞島上的「青山」（左圖）

Sir Bani Yas, measuring 17km by 9km, was established as a nature reserve by the founder of the UAE, the late Sheikh Zayed bin Sultan Al Nahyan, who viewed the island as a jewel in the crown of his oil-rich kingdom. While he imported many of the island's animals – including giraffes – from Africa, Sir Bani Yas is also home to many indigenous creatures such as the scimitar-horned oryx – a species that is critically endangered in the wild. Sheikh Zayed also declared the seas around the island a marine park. A subsequent fishing ban means that today these waters are literally jumping with fish and other marine creatures – a paradise for divers and snorkellers.

And snorkelling is just one of the activities available to those who stay at the island's first luxury boutique hotel, the 64-room Desert Islands Resort & Spa, which is managed by Thai hospitality group Anantara.

Situated on the northern side of Sir Bani Yas in what was once a guesthouse for Sheikh Zayed, whose family still maintains a palace on the island, the accommodation includes four beach villas and two royal villas, each with their own private gardens and splash pools, and is characterised by an understated Middle Eastern elegance and comfort. Currently under construction are two lodges, one in the Arabian Wildlife Park and one on the beach close to the mangroves.

The grand entrance hall of the fully refurbished building is a breathtaking Arabian Nights production of billowing overhead hangings, kilims and elaborate Bedouin lamps. The resort is set within beautifully planted gardens focused on a tasteful blue-tiled swimming pool right on the edge of the beach. It's a great spot for some serious horizontal time.

While the resort aims to provide a holiday experience of regenerative

在橫渡阿拉伯灣碧藍的海域後登上薩巴尼亞沙漠島，腦海裡馬上出現一個問題，令人百思不得其解，你會禁不住問道：「究竟有什麼生物可以在這地方生存？」

置身這個距離阿聯酋海岸九公里、在阿布扎比以西250公里的度假島上，予人的第一個印象或許是：在這片看似荒蕪乾炙的土地上，沒有生物可以生存，即使它努力求生也將徒然。你走進訪客服務中心，職員請你在一個可進行生物分解的名牌上寫下名字。他們會以你的名義在島上的淡水湖畔種植一棵紅樹，並保證把你的名牌繫在樹上。終於，你在這裡找到首個生命痕跡。

對於在近岸或沿岸城市成長的人來說，他們心目中的沙漠，理所當然是一片荒蕪。然而，在這個阿布扎比最新的豪華度假島上竟然充滿生機，委實教人驚喜。雖然薩巴尼亞島首先讓你感到這一切有違一般的常識，但不消多久，你便會開始驚歎的它那乾旱之美，以及大自然的鬼斧神功。乾旱大地崎嶇不平的景致，與阿拉伯灣的清明寧靜巧妙地融和在一起；海水晶瑩清澈，一眼望去，滿目是柔和的淡藍和落日點染的青綠。

在石油蘊藏量豐富的阿聯酋，已故的開國之父扎耶德視薩巴尼亞島為國家瑰寶，將這個長17公里、闊九公里的小島設定為自然保護區。他自非洲引進了長頸鹿等多種動物，但薩巴尼亞本身也棲息了不少土生動物，例如瀕危的彎角羚羊。扎耶德也將環島海域列為海岸公園，其後並實施捕魚禁令。因此，今天這帶水域內有大量的魚兒及海洋生物，更是潛水愛好者及浮潛人士的天堂。

島上第一家奢華精品酒店Desert Islands Resort & Spa設有64間客房，由泰國酒店集團Anantara管理。對於酒店住客來說，浮潛只是島上眾多活動的其中一項。酒店位於沙漠島的北部，原為扎耶德的賓館，而他的家族現時在島上仍然有一座皇宮。酒店還設有四座沙灘別墅及兩座皇室別墅，各自擁有私人花園和嬉水池，有著低調優雅及閒適的中東風格。目前正在興建的兩座旅館，分別位於阿拉伯野生動物公園及靠近紅樹林的海灘上。

酒店大樓進行全面裝修後，大堂氣派非凡，其裝潢恍如《一千零一夜》裡描述的情調；天花高懸的吊飾、基利姆地毯及精緻的貝都因燈，均讓人讚歎不已。度假村坐落於多個遍植植物的漂亮花園中，海灘旁邊設有一個藍色磁磚的游泳池，格調高雅，是躺下來享受悠閒的絕佳地點。

度假村除了為住客提供一個讓人鬆弛身心、休閒娛樂的度假地方外，還提供一系列戶外活動，包括浮潛、划獨木舟、野外探險

R&R and pampering, the focus is also on a range of outdoor activities including snorkelling, kayaking, wildlife encounters – by foot and aboard a converted four-wheel-drive – and mountain biking.

Start at sunset with a drive through the wildlife park. Sheikh Zayed originally conceived of the nature reserve to ensure the survival of some of Arabia's more endangered species. Today's Arabian Wildlife Park takes up half the island – we come across a herd of about 400 Arabian oryx, said to be the largest in existence, and spot some of the 170 or so species of birds that have been seen here.

En route to the giraffes, dozens of pretty (but not too bright) sand gazelles bounce across the dusty track before us. We glimpse a few elusive spotted deer from India, but it's a no-show for the reclusive hyenas. Then we stop to watch the herd of easily spooked African eland. They are the biggest antelopes in the world and despite their massive bulk – some weigh more than a tonne – they can jump more than two metres high.

Taking the wildlife drive or riding a mountain bike is the best way to appreciate the effort that has gone into revegetating Sir Bani Yas. Close to three million trees have been planted across the island and all are watered by an elaborate irrigation system that runs – like the rest

of the island – from desalinated water pumped from the mainland. Desalination is just one of the measures that aim to make Sir Bani Yas an ecologically sustainable, and unique, holiday destination. The island houses one of the region's only wind turbines, which power some of the resort's facilities; plans are afoot, meanwhile, to introduce more solar-energy measures.

We stop on one of the highest points outside the gates of Sheikh Zayed's "majlis", or "meeting place" – a type of smaller (though the term is relative) day house for entertaining away from the palace. Legend has it that Sheikh Zayed wanted something green upon which to rest his eyes while at the "majlis" and so a nearby hill was irrigated and planted with green foliage. Cost, of course, was no consideration for the royal family; cast your eye to the sea beyond what is now known as Green Mountain and you'll see why. For there is the Ruwais oil refinery, which produces more than 100,000 barrels a day, and by the end of 2013 will be pumping out nearly a million barrels daily.

A measure of any luxury resort in the world is its spa facilities, and the Anantara Spa combines the best massage techniques with aromatherapy, detoxification and deep-tissue remedies. By the time you lie on the table, prone to the

CX  
FLIGHTS  
國泰航程

**Cathay Pacific  
flies to Abu  
Dhabi four  
times a week**

國泰航空每周有  
四班航機飛往  
阿布扎比

bony fingers, elbows and feet of your practitioner, you may well be asleep.

The resort's two restaurants, its delicatessen and bars offer a choice of dining styles from fine à la carte and family buffets to poolside snacks. After dinner at the Samak seafood grill and a good night's sleep, try a kayaking expedition (no experience necessary) through the island's abundant mangroves which are regenerating beautifully here, their roots punching through the surface of the clear water as the first sign of foliage adorns them. We saw perhaps half a dozen stingrays and countless flashes of tiny flying

**Local style exteriors  
and Arabian Nights  
interiors at the  
resort (right)**

度假村外牆具當地色彩，  
內部裝修則有《一千零一  
夜》的情調（右圖）

**Giraffes were  
imported but the  
island preserves  
local wildlife  
species (far right)**

島上有從外地引入的  
長頸鹿，亦有島上  
土生動物（最右圖）







**Royal retreat:  
the island was  
the project of  
the founder of  
the United Arab  
Emirates**

**皇家別墅：這沙漠島  
是阿聯酋開國之父一  
力推動的開發項目**

fish. The highlight, however, had to be a flock of flamingos in low flight just beyond our little flotilla.

Sir Bani Yas is one of eight islands that has been opened to the public under the direction of Abu Dhabi's Tourism Development and Investment Company (TDIC). The others are the Discovery Islands east of Sir Bani Yas and Dalma Island to the north-west. However, the TDIC says that while there will be more development on some of these islands, the concept is really to ensure that whatever is done will be ecologically sustainable, especially as some of the islands are breeding grounds for turtles and various species of bird.

In the middle of the past century, Abu Dhabi City was little more than a small village. Today, thanks to massive oil and gas revenues, the UAE capital is booming, although it has always been seen as the second city to Dubai. Abu Dhabi is now emerging as a cultural and tourism powerhouse consistent with its new status as a leading economic force in the Arab world, so much so that by 2013, Abu Dhabi will even boast its own Guggenheim and Louvre museums. By opening up an island Abu Dhabi is destined to enter a new phase of its short but eventful life. And life is what Sir Bani Yas is all about – even if you can't see it at first.

(步行及乘坐改裝過的四驅車)，以及駕駛越野單車。

我們在日落時分出發，開車進野生動物公園。扎耶德當初決定成立自然保護區，是為了保護阿拉伯一些瀕危動物。今天，阿拉伯野生動物公園佔島上一半面積，我們看到了一群為數約400隻的阿拉伯羚羊，據說是現存最大的一群，又看到一些珍貴雀鳥品種（島上可看到近170種雀鳥）。

在前往觀看長頸鹿途中，我們看到一群漂亮（卻不太醒目）的細角瞪羚在前方的小路飛躍而過。我們還有幸一瞥印度來的梅花鹿，而喜歡獨處的土狼卻不見蹤影。接著我們停下來看一群戰戰兢兢的非洲大羚羊；他們是全球最大的羚羊，但縱然身型巨大（有的重逾一噸），跳躍起來卻可高達兩米。

坐車或騎越野單車，都是欣賞當局努力在薩巴尼亞島重新植林的最佳方法。島上已種植了近三百萬棵樹，均由一個精密的灌溉系統澆水，就像島上其他設施的水源一樣，都是由內陸的海水淡化系統供應。而在這個獨一無二的度假勝地裡，海水淡化只是維持當地生態可持續發展的措施之一。島上還設有區內唯一的風力渦輪發電機，為度假村部分設施供電，當局並計劃引入更多太陽能設施。

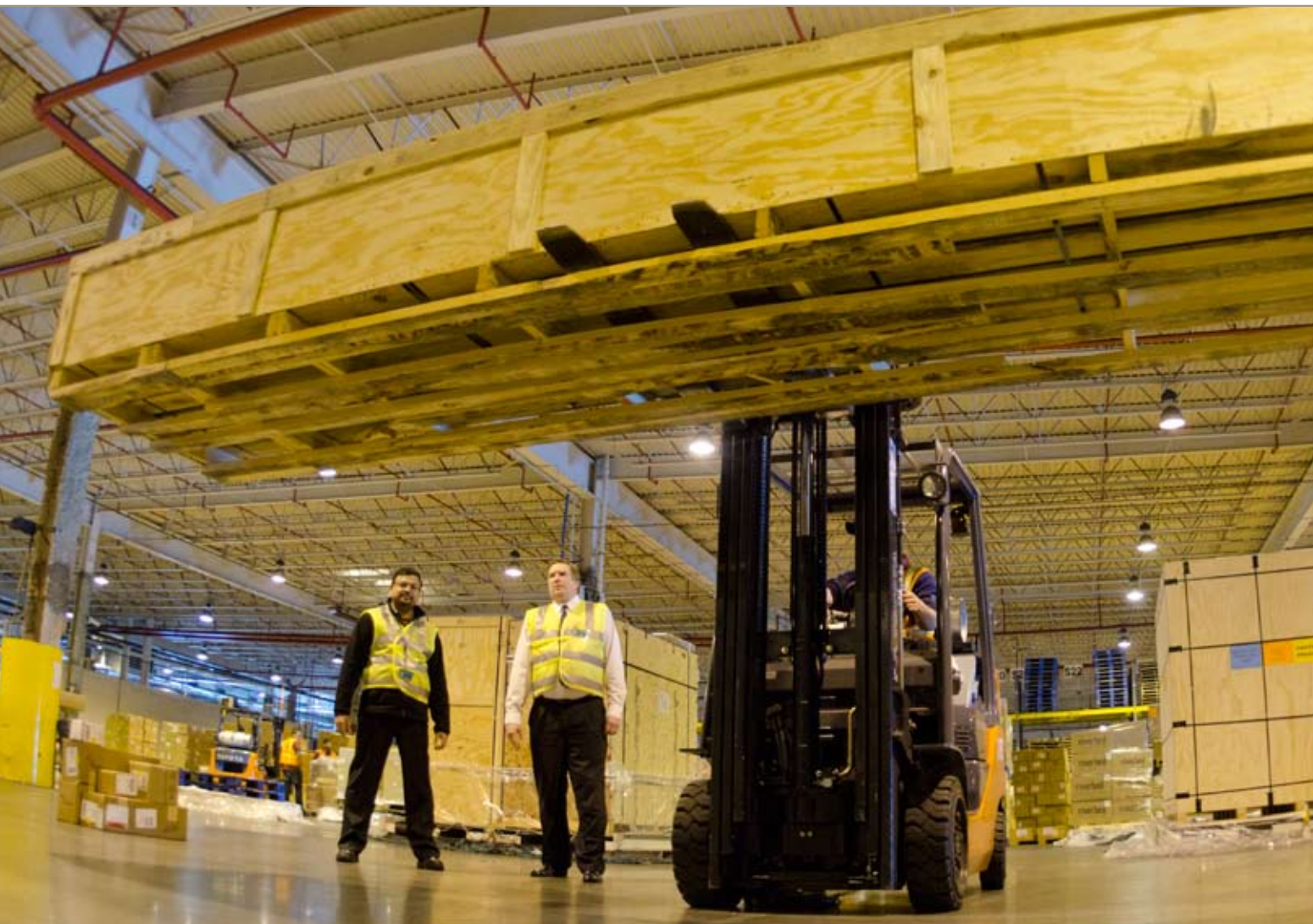
我們在扎耶德的「議會」大閘外一個最高點停下來，那是一間較小（雖然大小僅是相對的）的日間別墅，在皇宮以外提供消閒娛樂。傳聞扎耶德為求能在「議會」內欣賞到一片綠油油景致，在附近的一座山上澆灌並遍植綠樹。對皇室來說，金錢不是問題，你只需極目遠望被稱作「青山」後面的海上，便會知道原因。那是Ruweis煉油廠的所在地，每天生產超過十萬桶石油。到了2013年年底，產量更會增至每天近一百萬桶。

人們在評價世界各地的豪華度假村時，都會看看其水療設施，而Anantara Spa為了提供優質服務，把最佳的按摩技術與香薰治療、排毒及深層護理結合。水療中心的環境怡人，只要你躺下來，接受按摩師以手指、手肘及腳為你按摩，你很快便會酣然入睡。

度假村的兩家餐廳、食肆及酒吧為你提供不同風味的美食，從精緻的菜餚至家庭式自助餐或池畔小吃，都一應俱全。在Samak海鮮燒烤餐廳吃過晚飯，好好睡一覺後，起床後不妨試試在島上繁茂的紅樹林進行獨木舟探險（不需經驗）。這裡的紅樹林重植後長得甚為漂亮，在長出第一片綠葉時，它們的根便探出清澈的水面。我們看到了約六條刺魷，以及無數一閃而過的小魚。一群紅鸛在我們的獨木舟前面低飛越過，成為行程中最精采的景致。

在阿布扎比旅遊發展投資公司（TDIC）規管下，共有八個度假島對外開放。除了薩巴尼亞島外，還有薩巴尼亞東面的Discovery Islands及西北面的Dalma Island。TDIC表示，其中一些島將會繼續進行開發，但最重要是確保任何發展均是可持續的，尤其是有些島嶼是海龜和多種雀鳥的繁殖地。

在上世紀中葉，阿布扎比市還只是一個小村落。今天，拜石油及天然氣帶來巨大收益所賜，這個阿聯酋首府正繁榮發展。雖然它一向被視為屈居迪拜之下的第二大城市，但情況現已有所改變；隨著阿布扎比成為領導阿拉伯世界經濟發展的新力量，該市正躍升為文化及旅遊重鎮。2013年，阿布扎比將擁有自己的古根漢及羅浮宮博物館。通過開放這個沙漠島，阿布扎比年輕而精彩紛呈的歷史正邁向新的里程碑。薩巴尼亞島代表著生機勃勃——縱使你第一眼沒有看出來。CC



# Heavy duty 重型任務

Photos by Matthew Gilson

Careful planning is essential when moving weighty cargo

運送重型貨物前，必須先制定周詳計劃

**D** OUG WAHL has moved a lot of big and heavies on freighters – from mobile-phone towers and oil-drilling equipment to generators and helicopters – and the one thing they all require is planning.

The Cathay Pacific Cargo Manager Mid-West USA says: “Whether it’s exotic cars, animals, telecommunications equipment or a heavy piece of cargo that requires special handling, in **EXPERT LIFT** the common theme is identical: preparation, planning, discussions between the shipper, and communication for all key elements for a successful uplift.”

Doug should know: he has helped move freighters of goats and pigs, and countless shipments of unwieldy and cumbersome machinery. He describes





Forklifts with up to 15-tonne capacity are used to shift heavy cargo

搬運重型貨物時須出動載重量達15噸的鏟車

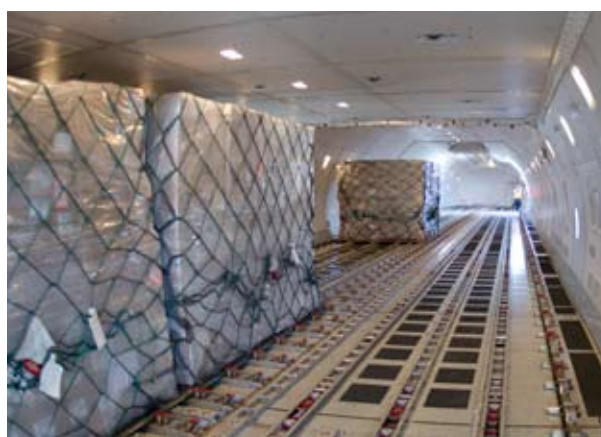


Doug Wahl (above) has organised the shipping of everything from oil-drilling equipment to helicopters

Doug Wahl (上圖) 曾經安排運送各種貨物，由鑽油器材到直升機，包羅萬有

Each load is weighed, measured and assigned a precise space onboard (left)

每件貨物在秤重和量度尺寸後就會放置在機艙裡的特定位置 (左圖)



the planning in musical terms: "You've got to get all the score sheets to all the people in the band to make sure everybody has the right page and everybody hits the right note or it will sound ugly or, in this case, it will fail in terms of our service delivery. And in order to make the music sound good, everyone must do pre-planning."

When an order comes in, enquiries fly back and forth between the actual shipper – the freight forwarder or the broker – and the airline as well as the consignee.

Cathay Pacific Cargo firstly has to ensure that it can accept the cargo – meaning that it has to be able to fit in an aircraft.

"Size is three dimensional: height, width and length," says Doug. "And there is a fourth element – weight."



泰航空的美國中西部貨運經理 Doug Wahl 曾安排貨機搬運電訊塔、鑽油器材、發電機及直升機等大型貨物。要完成上述的重大任務，全靠細心策劃與安排。

他說：「不論是名貴汽車、動物、通訊器材、需特別處理的重型貨物，**EXPERT LIFT** 均妥善進行準備與計劃工作，並與託運人等單位溝通協調，才能圓滿地達成託運任務。」

Dough 曾安排運送山羊、豬隻及無數龐大超重的機器，對貨運流程瞭如指掌。他以音樂比喻貨運計劃：「你必須把樂譜分發給樂隊每位成員，確定每人都翻到正確頁數，在適當時候奏出正確音符。不然，樂曲將變得刺耳。貨運工作亦如是，一旦溝通不良，貨物便無法順利送達；要成功演奏樂曲，樂隊每位成員均須在事前做好準備。」

接到訂單後，國泰貨運會與貨運公司、貨運代理等託運人及收件人之間保持緊密聯繫，以取得貨物資料。

國泰貨運須先確定航機能容納貨物，才會接受託運。Doug 說：「除貨物的長、闊和高外，重量是第四個主要考量因素。我們除了需確認貨物能通過鼻端艙門或側門運入機艙，更需確保放置該貨物的位置可以負荷其重量，不能超載。我們會平均分佈重量，不會將十噸重貨物放在10x12平方呎的狹小位置，否則地板恐會斷裂。」

團隊還需顧及航機的穩定性，平衡航機的載重分佈，防止「頭重腳輕」情況出現。

Doug 表示，在計劃初期，貨運團隊會聯絡目的地機場，確保當地能妥善接收貨物。他還會與航務部及規劃部門合作，查看貨機能否由起點直達目的地。貨運團隊亦與託運人緊密合作，確保貨物能妥善裝箱。

他表示：「貨機有一定的結構規格。此規格必須嚴格遵守，不能改動，一時也不多。因此，我們必須就不同載貨箱的尺寸向託運人報價。」

完成初步規劃後，託運人便會運出貨物。Doug 說：「如何將貨物運至停機坪或飛機前

Not only must it fit and be able to be digested through the open nose or the side door, we need to ensure that we don't exceed the capability of each position within the aircraft. You can't put too much weight in. We cannot put a 10-tonne piece of cargo in a little 10-foot by 12-foot area – the floor is going to break. So we have to spread the weight."

The team also has to ensure the aircraft is stabilised in a weight and balance configuration so it is not too nose-heavy or too tail-heavy.

Doug explains that early in the planning, the cargo team co-ordinates with the destination city to ensure that it can handle the shipment. He also works with Cathay Pacific Flight Operations and planning department to see if they can keep the same aircraft from origin to destination. The cargo team also works closely with the shippers to ensure proper crating is prepared.

"We have a contour we must adhere to because it is non-moveable," says Doug. "It can't be an inch or two more than that. So we have to do a lot of quoting on a lot of crating."

Once the preliminary planning is complete, the shipment is delivered. "How do we get it in the shed?" says Doug. "Do we take it in the front door or bring it through the back door? Do we need cranes? What kind of special equipment are we going to need because now we have to take it off the flatbed truck?"

Forklifts come in various sizes and the right one – with a capacity of

either five, 10 or 15 tonnes – has to be scheduled. In some cases, cranes are required to lift the cargo off the flatbed truck and onto the pallet.

For heavy equipment, Doug and his team have to choose the correct ULD (unit load device) or a/c (aircraft) pallet and he says there is an exact science regarding the quantity and the direction of TDE (tie-down equipment) needed to properly and safely secure any cargo on the ULD. Also some cargo has to be equally secured in the a/c pallet

when the cargo exceeds a/c position weight limitations. The experience of the team ensures that the right kind, and the correct amount, of TDE equipment is used, the direction it is to be secured in (forward/aft/side/top), and the location to secure it.

"Sometimes the TDE equipment placement can take longer than the actual loading of the cargo onto the aircraft," says Doug.

The cargo team then has to determine how many straps are needed to secure it not only to the pallet but also to secure the cargo and the pallet to the aircraft. Doug says that between 400 and 700 straps could be required to secure all the cargo on an aircraft – either cargo to pallet or pallet to aircraft – which take a lot of time to install.

"Three out of four freighters come and go and everything is pretty standard," says Doug. "But it's the one out of four that's exciting that makes you take a step back and pause. You do this long enough and it's exciting."



Between **400** and **700** straps  
could be required to **secure** all  
the **cargo** on an aircraft

整班航機可能需要使用**400至700條**  
綁帶才能將**所有貨物**固定在機艙內





**Doug Wahl (centre) and his cargo team at O'Hare International Airport, Chicago**

**Doug Wahl (中間) 與貨運部同事在芝加哥 O'Hare International Airport 合照**

門或後門進入？是否需要起重機？從平板貨車卸貨時又需要哪些工具？」

即使是剗車亦有5、10及15噸等不同載重量。因此，預先安排合適的剗車亦很重要。貨運團隊有時也需要動用吊臂將貨物從平板貨車轉運至集裝板上。

在運送重型設備時，Doug及其團隊會為重型機器選擇合適的集裝箱或航機集裝板。他還表示選用綁帶固定集裝箱時，需謹慎考慮數量及捆綁方式，以確保箱內貨物的穩定。超出集裝板載貨重量的貨物，更需要被妥善固定。貨運團隊憑藉豐富經驗，選用適當的綁帶，確保貨物的前、後、側及頂部均已被牢牢的固定在集裝板上。

Doug指出：「使用綁帶固定貨物的時間，有時比裝載貨物至機艙中費時。」

接下來，貨運團隊需決定在集裝板上固定貨物，以及在機艙固定集裝板所需的綁帶數量。Doug表示，不論是將貨物固定於集裝板，或是將集裝板固定在機艙內，整班航機可能需要使用400至700條綁帶，固定貨物亦需要相當長的時間。

Doug說：「四宗託運中，一般有三宗手到拿來的個案。但餘下一宗總是與眾不同，它需要你仔細思考其處理方法。因此，即使入行多年，我仍能在工作中找到新鮮感。」 **CC**

## TRY THIS FOR SIZE

### 飛天巨無霸

The heaviest shipment carried by Cathay Pacific Cargo US office was a 43-tonne piece of oil-rig drilling equipment from the United States to Seoul.

Mobile-phone towers shipped to Vietnam and China were not so much heavy as extremely long, says Doug as he reels off the big and heavy shipments he has dealt with: heavy equipment for Hewlett-Packard, oil-drilling equipment out of Houston, helicopters, and generators for Caterpillar. "We have had a locomotive that was used for a mine and that was a single piece at 23,000 kilograms – that was for Australia."

Cathay Pacific Cargo moves a lot of Boeing 777 aircraft engines and has developed particular expertise in getting them onboard.

"You only have one-half to three-fourths of an inch clearance from the side, the top and the other side so a lot planning and work has to go into that," says Doug. "It might not necessarily be heavy but it's an **EXPERT UFT** job because if you get it on crooked, you have no room to play with."

The engines have to be placed precisely in the correct position on the pallet because once the eight-tonne Boeing 777 engine is lifted on the main deck-loader to be rolled into the cargo hold, it is extremely difficult to adjust.

國泰貨運美國辦事處歷來運送的最重貨物，是將重量達43噸的鑽油器材，從美國運往首爾。

Doug說，運往越南和中國的電訊發射塔雖重，但其長度才是運送時最棘手的問題。他如數家珍地列舉曾運送的各種「重大」貨物：Hewlett Packard的重型器材、來自休士頓的鑽油器材、直升機及Caterpillar的發電機。他說：「我們還曾將一輛重達23,000公斤、供礦場使用的火車頭運往澳洲。」

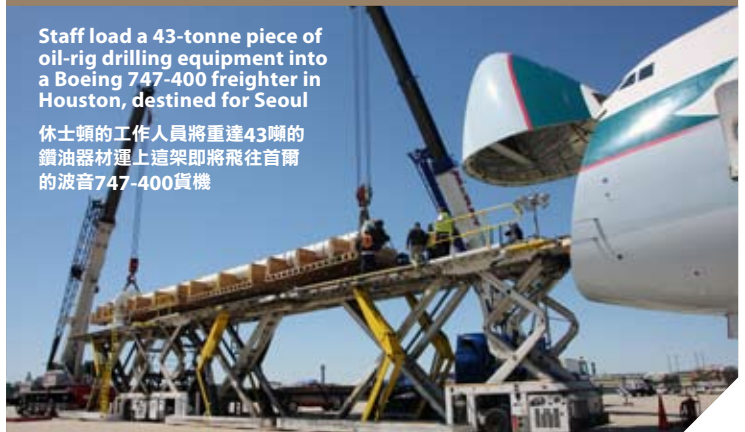
國泰貨運曾運送多個波音777客機引擎，熟能生巧，已成為運送有關貨品的專家。

Doug表示：「貨物四周僅有0.5至0.75呎的空間，我們必須預先花許多時間及心思規劃。這些引擎也許不是特別重，卻需要**EXPERT UFT**提供專業服務。若貨物的擺放位置稍有差池，你也沒有足夠的空間進行修正。」

引擎必須準確無誤地被放在集裝板指定位置上，因為一旦重達八噸的波音777引擎被運上主艙裝卸車以便送入機艙，就難以作出任何調整。

**Staff load a 43-tonne piece of oil-rig drilling equipment into a Boeing 747-400 freighter in Houston, destined for Seoul**

休士頓的工作人員將重達43噸的鑽油器材運上這架即將飛往首爾的波音747-400貨機

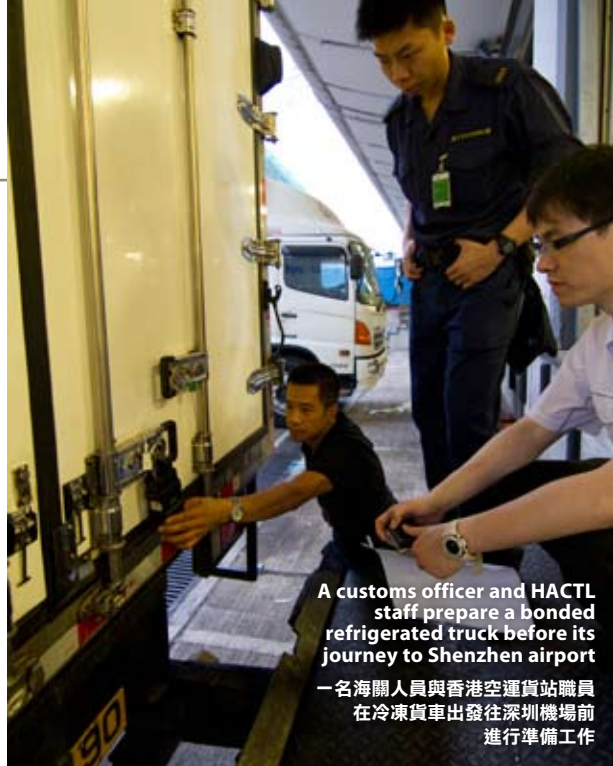


Photos by Colin Beere

# Shenzhen truck 深圳貨車

PHARMA **LIFT** delivers a vital cold-chain trucking service from Hong Kong to Shenzhen

PHARMA **LIFT** 提供由香港至深圳的  
冷凍鏈貨運服務



A customs officer and HACTL staff prepare a bonded refrigerated truck before its journey to Shenzhen airport  
一名海關人員與香港空運貨站職員在冷凍貨車出發往深圳機場前進行準備工作

**T**HE PHARMACEUTICAL cool chain has extended into Southern China with a new specialist trucking service to Shenzhen that complements the Cathay Pacific PHARMA **LIFT** temperature-management system.

In partnership with Hong Kong Air Cargo Terminal Limited's fully-owned subsidiary Hong Kong Air Cargo Industry Services Limited (Hacis), a special bonded cold truck that can maintain the cold chain of 2-8 degrees Celsius will provide a seamless service from Hong Kong International Airport (HKIA) to Shenzhen International Airport where the shipment will be stored in a cold room while awaiting customs clearance.

When the truck is booked, a pre-alert notifies the warehouse at Shenzhen International Airport for prompt shipment retrieval and storage in a cold room.

Authorities have approved a quick transit permit so that the truck will not have to queue at the Huanggang border crossing. If the truck departs HKIA at 8:00am, it will arrive at Shenzhen International Airport at about 11:30am for same-day customs clearance and pick up.

Shenzhen healthcare logistics are underserved with limited carriers catering to the healthcare-products market and there is strong demand for seamless cold chain logistics that require transportation in precise ambient temperature.

The Cathay Pacific Cargo cold-chain service is expected to increase awareness of the importance of good-quality cold chain management at the Shenzhen International Airport warehouse operation. The service provides a cold-chain facility to customers and also extends the PHARMA **LIFT** culture to Shenzhen's growing pharmaceutical industry.

One of the city's key players is Shenzhen Hepalink Pharmaceutical Co. Ltd., whose anticoagulant heparin has been approved for export by the United States' Food and Drug Administration. The company is listed on the Shenzhen stock exchange.

Sanofi Pasteur, the vaccine division of French pharmaceutical giant sanofi-aventis Group, is expected to finish the construction of its influenza vaccine production facility in Shenzhen next year.



國泰貨運推出全新的貨車專業運輸服務，將醫療藥品的冷凍鏈延伸至華南地區，並加強國泰的 PHARMA **LIFT** 溫度管理系統。

國泰貨運與香港空運貨站有限公司旗下的全資附屬公司香港空運服務有限公司 (Hacis) 合作，提供一氣呵成的冷凍鏈物流服務。冷凍貨車將貨物維持在攝氏2至8度，由香港國際機場運往深圳國際機場，並在運抵深圳國際機場後立即送入冷凍室等待清關。

工作人員在收到預約冷凍貨車的訂單後，便會馬上通知深圳機場貨倉，而當地人員在貨物運抵後，即會迅速將貨物送入冷凍室。

由於冷凍貨車已獲當局發出快速通關的批文，因此貨車可以在皇崗口岸迅速過關，毋需排隊等候。假設貨車上午8時在香港國際機場出發，預計上午11時30分便能抵達深圳國際機場，並於同日完成清關與提貨手續。

深圳運送醫療藥品的物流配套暫未趕上需求，能提供符合高端藥品市場要求的貨運業者為數不多。然而，市場對於需要在運送過程中嚴格控管溫度、一氣呵成的冷凍鏈物流服務需求殷切。

國泰貨運的冷凍鏈物流服務，預期可促使深圳國際機場貨倉的工作人員加強對溫度控制管理的意識。這項服務不僅為客戶提供冷凍鏈物流設施，更將 PHARMA **LIFT** 對藥品運送處理的嚴謹態度帶入正在蓬勃發展的深圳藥品市場。

深圳市海普瑞藥業股份有限公司是該市主要藥廠之一，其生產的肝素鈉已獲美國食品及藥物管理局批准入口。該公司在深圳證券交易所上市。

據報道，法國製藥巨擘賽諾菲安萬特集團旗下的疫苗公司賽諾菲巴斯德，該公司目前正在深圳興建流感疫苗的生產設施，預計將在明年落成啟用。CC



Refrigerated trucks maintain the cold-chain temperature within 2-8 degrees Celsius

冷凍貨車使冷凍鏈運輸得以  
全程保持在攝氏2至8度



Regulations are evolving  
for temperature-sensitive  
air cargo

有關溫控空運貨物的  
法規正逐步發展

# Chill factors

## 冷藏得「法」

Cold-chain management and industry regulations were top of the agenda at a recent cargo conference  
在早前舉行的貨運業研討會上，業界人士重點討論有關  
冷凍鏈物流管理及業界法規的議題

**T**HE COLD chain and air cargo was discussed exhaustively at the International Air Transport Association (IATA) World Cargo Symposium 2011

held in Istanbul in March. Speakers from all aspects of the industry, including shippers, freight-forwarders, ground-handling agents and airlines, addressed a session entitled Connecting Time- and Temperature-Sensitive Air Cargo for Excellence.

An industry panel sought to identify the state of the industry, determine whether the current regulations and requirements were sufficient, understand the issues, concern and opportunities, and hear the standpoint of shippers, freight-forwarders, ground-handling agents and airlines.

Consistent themes emerged as speakers discussed issues from their standpoint. These included:

- Cost vs. investment
- Consistent standards (temperature ranges, labelling, messaging)
- Communication, knowledge and training

Andrea Graf-Gruber, Manager Business Process & Standards, IATA, indicated where the industry was on

the roadmap plotted by the Time and Temperature Taskforce as they travelled towards the establishment of standards and regulations.

The industry was evolving from guidance to regulations that would cover quality-management systems, service-level agreements, training and a new label for time- and temperature-sensitive healthcare products.

Delegates heard that the revised European Union Good Distribution Practice (GDP) guidelines were almost finished and should be adopted by the EU by April 2012 with new guidelines published two months later.

IATA's Cargo 2000 (C2K) initiative, which is providing an e-solution to the entire transportation chain, would be expanded to include perishable products.

Speakers from Cargo 2000 and the Cool Chain Association (CAA) discussed the importance of reducing waste in the transportation of perishables and said the industry had up to 30 percent wastage with food. The CAA speaker pointed out that the pharmaceutical and food-transport industries faced similar challenges and that sensitive vaccine shipments were precious and expensive with high liability risks.



年3月在伊斯坦堡舉行的國際航空運輸協會（國際航協）世界貨運研討會上，與會者熱烈討論有關冷凍鏈和空運業的議題。於探討「有效地聯繫對

有時間限制及需要溫控空運貨物」的會議上，來自業內多個範疇的16位講者，包括託運人、貨運商、地勤服務代理商和航空公司等，均有踴躍發言。

由業界人士組成的委員會就下列主題進行討論，包括行業現狀；現行法規是否符合要求；業界人士所關注的議題、憂慮以及商機；託運人、貨運商、地勤服務代理商和航空公司的立場等。

各講者就各項議題闡述立場及提出看法後，可歸納出以下的重點：

- 成本與投資的考量
- 統一溫控範圍、標籤與信息系統的標準
- 溝通、行業知識和培訓的重要性

國際航協業務流程和標準經理Andrea Graf-Gruber在會上表示，按照專門研究時間及溫度控制專案小組的計劃，業界目前已朝著訂立標準和法規的方向發展。

業界已由諮詢階段進展至訂立法規，涵蓋範圍包括質素管理系統、服務等級協議、培訓，以及對需要控制時間及溫度的醫療產品適用的新標籤。

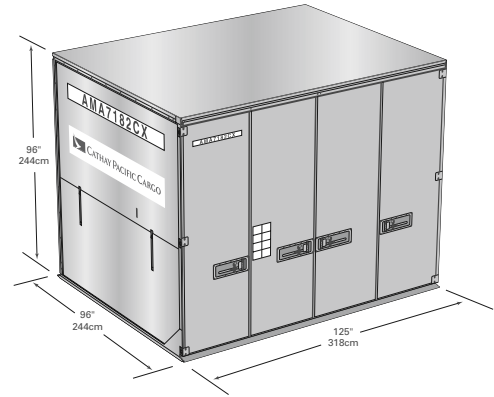
與會人士獲悉，歐盟優良運銷作業規範（GDP）的修訂指引已接近完成階段，預計於2012年4月獲歐盟採納，並在同年6月頒佈。

國際航協推廣的貨運業電子方案Cargo 2000 (C2K)，亦會將鮮貨納入方案。

來自Cargo 2000和冷凍鏈協會（CAA）的講者則探討運送鮮貨時減少製造廢料的重要性，並指出被業界浪費的食品高達貨運量的三成。CAA的講者還指出，運送溫度敏感的昂貴疫苗時所承受的高責任風險，成為現時醫藥和食品運輸業界面臨的最大挑戰。CC

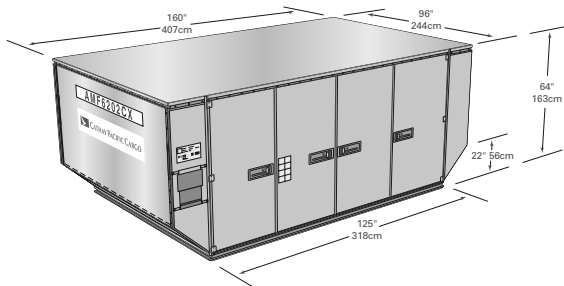
These are the Unit Load Devices (ULDs) that Cathay Pacific Cargo provides. Please visit [www.cathaypacificcargo.com](http://www.cathaypacificcargo.com) for detailed descriptions of each of the ULDs.

以下是國泰貨運提供的各式集裝箱。有關服務詳情，請瀏覽[www.cathaypacificcargo.com](http://www.cathaypacificcargo.com)，並參考各款集裝箱的詳情。



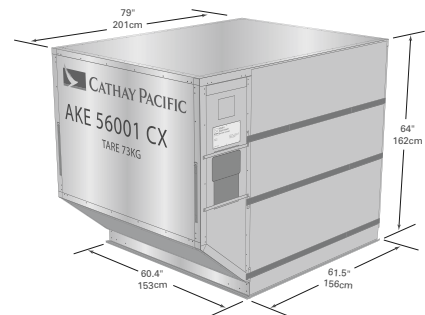
**TYPE: CONTAINER – AMA**

ATA Code: M1  
Internal Volume : 621 cu. ft. 17.5 mc  
Tare Weight (Fabric Door/Metal Door) : 279kg/477kg  
Weight Limitation Inc. ULD Tare Weight : 6,804 kg  
Loadable Aircraft Type : 747F



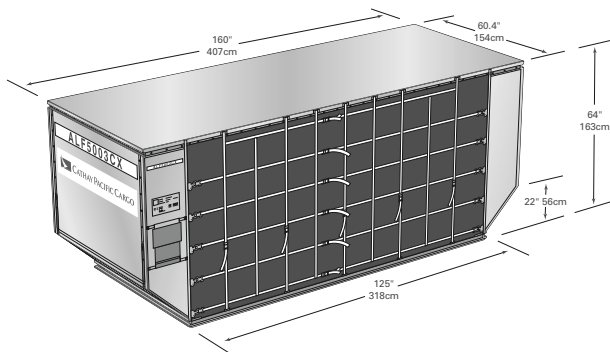
**TYPE: CONTAINER – AMF**

Internal Volume : 516 cu. ft. 14.6 mc  
Tare Weight (Fabric Door/Metal Door) : 268 kg/315 kg  
Weight Limitation Inc. ULD Tare Weight : 5,033 kg  
Loadable Aircraft Type : 747, 747F, 777, Airbus



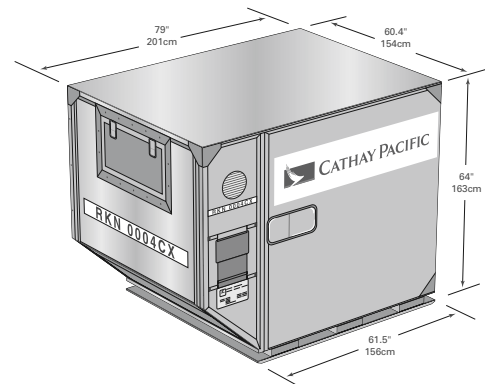
**TYPE: CONTAINER – AKE**

ATA Code: LD3  
Internal Volume : 152 cu. ft. 4.3 mc  
Tare Weight (Fabric Door/Metal Door) : 73 kg/100 kg  
Weight Limitation Inc. ULD Tare Weight : 1,588 kg  
Loadable Aircraft Type : 747, 747F, 777, Airbus



**TYPE: CONTAINER – ALF**

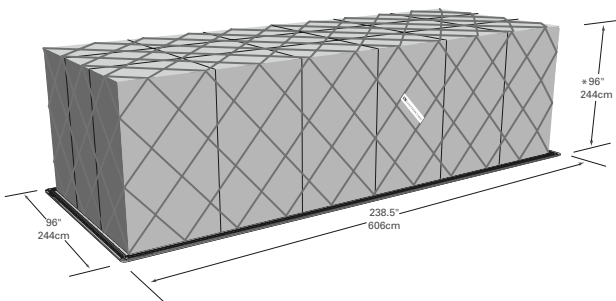
ATA Code: LD6  
Internal Volume : 310 cu. ft. 8.78 mc  
Tare Weight : 157 kg  
Weight Limitation Inc. ULD Tare Weight : 3,175 kg  
Loadable Aircraft Type : 747, 747F, 777, Airbus



**TYPE: COOLTAINER – RKN**

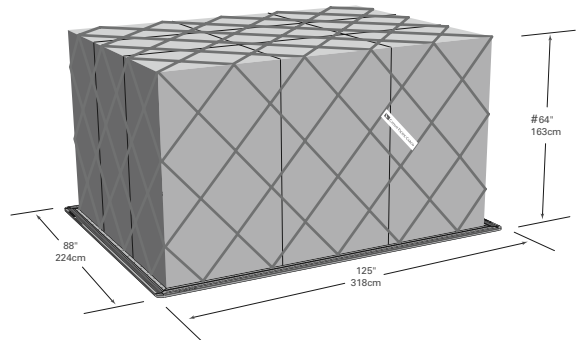
ATA Code: LD3  
Internal Volume : 125.41 cu. ft. 3.55 mc  
Tare Weight : 230 kg  
Weight Limitation Inc. ULD Tare Weight : 1,588 kg  
Loadable Aircraft Type : 747, 747F, 777, Airbus





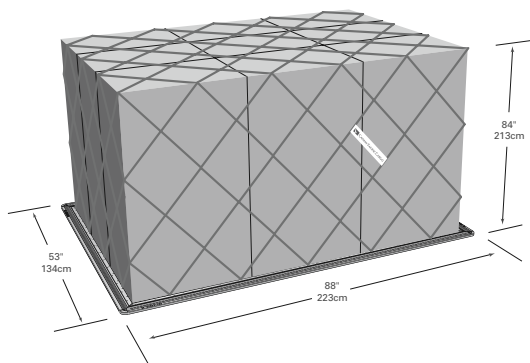
#### TYPE: PALLET – PGA

Size – Base : 96" x 238.5" \* Q6 Contour  
 – Height : 96", \*\*118" \*\* Q7 Contour  
 Tare Weight : 565 kg  
 Weight Limitation Inc. ULD Tare Weight : 11,340 kg  
 Loadable Aircraft Type : 747F



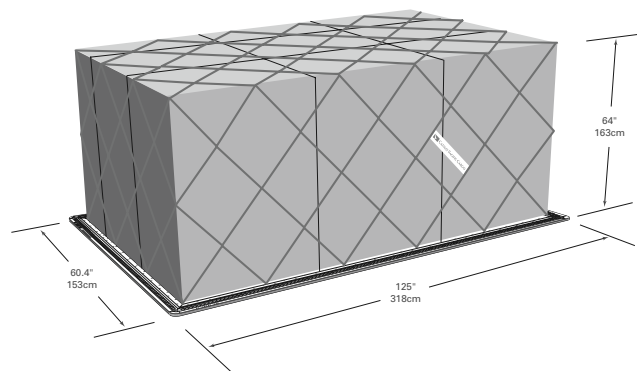
#### TYPE: PALLET – PAG

Size – Base : 88" x 125" # Passenger Flight  
 – Height : 64", 96", \*\*118" \* Q6 Contour  
 Tare Weight : 114 kg \*\* Q7 Contour  
 Weight Limitation Inc. ULD Tare Weight : 4,626 kg (LD), 6,033 kg (MD)  
 Loadable Aircraft Type : 747, 747F, 777, Airbus



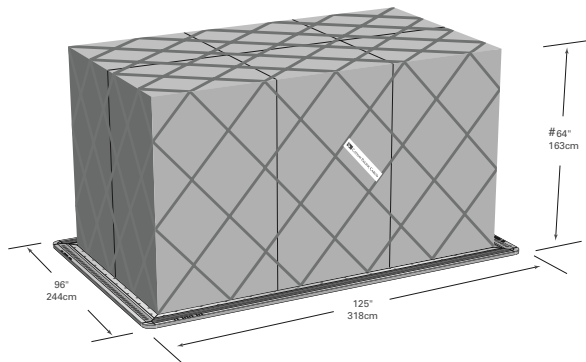
#### TYPE: PALLET – PEB

Size – Base : 53" x 88"  
 – Height : 84"  
 Tare Weight : 55 kg  
 Weight Limitation Inc. ULD Tare Weight : 1,800 kg  
 Loadable Aircraft Type : 747F



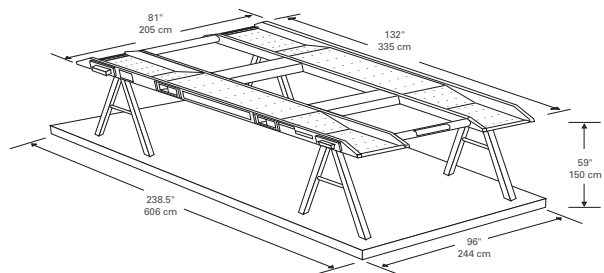
#### TYPE: PALLET – PLA

Size – Base : 60.4" x 125"  
 – Height : 64"  
 Tare Weight : 103 kg  
 Weight Limitation Inc. ULD Tare Weight : 3,175 kg  
 Loadable Aircraft Type : 747, 747F, 777, Airbus



#### TYPE: PALLET – PMC, PQP, P6P

Size – Base : 96" x 125" # Passenger Flight  
 – Height : 64", 96", \*\*118" \* Q6 Contour  
 Tare Weight : 120 kg \*\* Q7 Contour  
 Weight Limitation Inc. ULD Tare Weight : 5,035 kg (LD), 6,804 kg (MD)  
 Loadable Aircraft Type : 747, 747F, 777, Airbus



#### TYPE: CAR RACK¹ – VZA, VRA

Size : Fitted on PGA 20 ft. Pallet  
 Max Width for Lower Car : 81" / 205 cm  
 Max Centre Height for Lower Car : 59" / 150 cm  
 Max Wheel Base : 312 cm  
 Tare Weight : 319 kg (2 trestles: 139 kg, Platform: 180 kg)  
 Weight Limitation Inc. ULD Tare Weight : 2,500 kg (Upper Car)  
 9,300 kg (Max Gross Weight of Pallet)  
 Loadable Aircraft Type : 747F Upper Deck  
 ¹Standard car strap should be used



THE MOST DISCERNING CUSTOMERS CHOOSE CATHAY PACIFIC CARGO 國泰貨運 明智之選



Priority handling with money-back guarantee.  
貨物得到最優先處理，並提供原銀奉還保證。



Small parcel service with fast customs clearance.  
小型包裹之速遞服務，確保清關快捷。

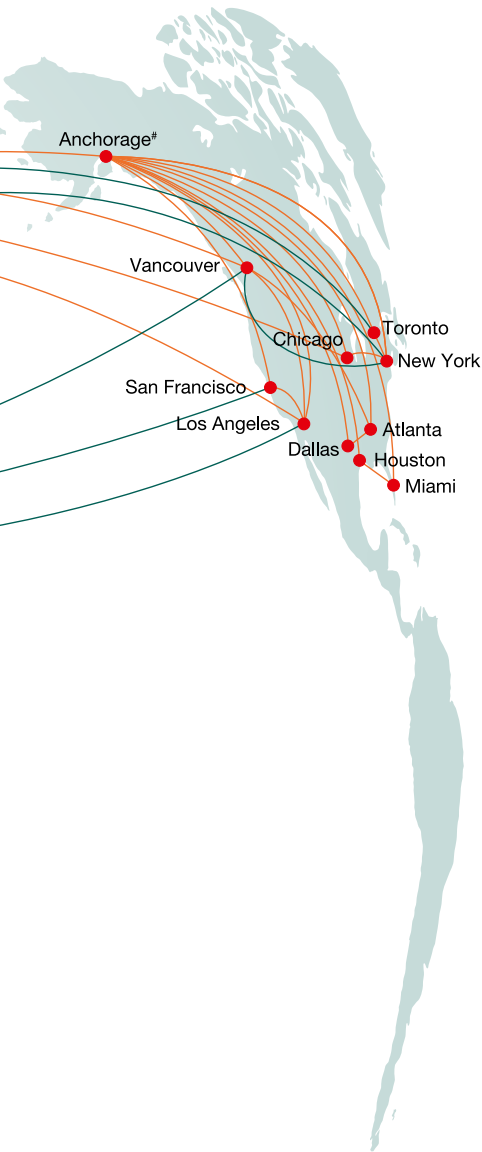


High security for high-value shipments.  
專為貴重物品提供可靠運送。



Dangerous goods under the care of certified professionals.  
危險品專業運送服務，全程由專業人員遵照嚴格安全守則處理。





## DRAGONAIR NETWORK



- Cathay Pacific Passenger Service
- Cathay Pacific Freight Service
- Dragonair Service

# Technical stop only.

Information correct at time of printing. Please check the latest availability of service on [www.cathaypacificcargo.com](http://www.cathaypacificcargo.com) or [www.dragonaircargo.com](http://www.dragonaircargo.com)



Effective cold-chain management to ensure shipments arrive fresh.  
 高效可靠的冷凍鏈管理，確保貨物新鮮抵達。



Tender, special care for live animals.  
 貼心周到的服務，為付運動物提供最妥善的照料。



Tailor-made solutions for special shipments.  
 為需要特別處理的貨物，度身訂造最合適的運送方案。



Comprehensive temperature management for pharmaceutical products.  
 配合不同藥品需要，全程以精確溫度監察運送。



Game on! The Cathay Pacific Cargo team and clients joined the party fun at the world's premier rugby sevens event at the Hong Kong Stadium

國泰貨運員工與客戶在香港大球場欣賞世界頂級的七人欖球賽，共度歡樂派對

## Scrum and fun

球場上的歡樂派對

At the rugby sevens the action on and off the field was fast and furious

國際七人欖球賽的球場內外一樣精采紛呈







**T**OP EXECUTIVES from the freight-forwarding industry in Hong Kong and worldwide attended an air-cargo briefing session called Cathay Pacific Cargo Looking Ahead, on 25 March.

The Chief Executive, (the former Chief Operating Officer) John Slosar, gave a presentation entitled Vision of Cathay Pacific and talked about the airline's fantastic performance in 2010, plans to expand its fleet and enhance its products, and the challenges it faces such as rising fuel costs. This was followed by a presentation by Director Cargo Nick Rhodes on plans for the cargo team including the new freighter and the cargo terminal development.

The event ended with a dinner at the holiday house of the Chairman of John Swire & Sons at Shek O, and two days at the Cathay Pacific/Credit Suisse Hong Kong Sevens.

**國泰**邀請了香港及世界各地多位貨運代理於3月25日到國泰城出席「國泰貨運展望未來」座談。

國泰航空行政總裁史樂山（前常務總裁）以「國泰願景」為題發表演講。他談到國泰在2010年的超卓表現、擴充機隊與提升產品的計劃，以及面臨的挑戰，例如不斷上升的燃油成本。貨運董事羅禮祺

緊接史樂山發言，他詳述貨運團隊的計劃，包括新貨機及空運貨站的進展。

會後，與會者在太古集團有限公司主席位於石澳的度假屋共進晚餐，並一連兩天觀賞國泰航空／瑞信香港國際七人欖球賽。



3



4

**1** John Slosar, Cathay Pacific CEO (right) and Paul Chien, Chairman and CEO, Dimerco

國泰航空公司行政總裁史樂山（右）以及中非行的董事長兼行政總裁錢堯懷

**2** (From left) Nick Rhodes, Director Cargo; Margaretha Laseen, Cargo Manager Western USA, Central and South America; David Adlam, Director Air Product, North America, Expeditors  
貨運董事羅禮祺和美國西部、中南美洲貨運經理Margaretha Laseen及Expeditors的Director Air Product, North America, David Adlam 合影（左起）

**3** (From left) Rossana Lau, General Manager Cargo Planning; Jon Gundy, General Manager, Mainfreight; Martin Brown, Export Manager, Grindrod Logistics; Sherry Sun, Director, Air Freight Services Asia Pacific Region, UPS SCS

貨運策劃總經理劉潔齡、Mainfreight總經理Jon Gundy、Grindrod Logistics出口部經理Martin Brown及UPS SCS的Air Freight Services Asia Pacific Region董事孫銀燕（左起）

**4** James Woodrow, General Manager Cargo Sales & Marketing (right); Jerry Trimarco, VP Global Air Product, UTI (left); Diane Bennett, VP, Global Procurement, UTI (centre)

國泰貨運營業及市場總經理韋靖（右）、UTI的Global Air Product部門副總裁Jerry Trimarco（左）及UTI的Global Procurement部門副總裁Diane Bennett（中）





## 2010 Top Agents Award Dinner 2010卓越代理頒獎晚宴

**C**ATHAY PACIFIC CARGO Hong Kong Sales Team held its annual Top Agents Awards Presentation Dinner on 29 April at the Island Shangri-La, Hong Kong hotel. About 120 guests attended the event at which 40 awards were presented, including Top Agents Awards, Business Partner Awards, Rising Star Awards and Outstanding Route Performance Awards.

**國**泰貨運香港營業部於4月29日假港島香格里拉大酒店舉行一年一度的卓越代理頒獎晚宴，約有120位嘉賓出席這盛會；席間更即場頒發了40個獎項，包括最佳代理、商業夥伴、明日之星及傑出航線表現等獎項。



**You're the tops! Winners line up at the Top Agents dinner and are the toast of the industry**

業界翹楚：在卓越代理頒獎晚宴上，各得獎者進行大合照

## PENCILS FOR KIDS 送鉛筆助學



**Pencils for Kids makes its mark in the Chiang Rai area of Northern Thailand**

Pencils for Kids計劃為泰國北部清萊的孩子供應文具

Cathay Pacific staff in Los Angeles gathered to pack school supplies for the Pencils for Kids project, which aims to provide the basic equipment that enables poor children in developing countries and regions to attend school.

The team spent four hours sorting pens, pencils, crayons and books into more than 700 backpacks that were then shipped in 40 boxes by Cathay Pacific Cargo to Bangkok. They were then taken to the Chiang Rai area of northern Thailand to be distributed to 700 school children.

國泰航空在洛杉磯的員工齊聚一堂，為「Pencils for Kids」計劃包裝文具及書本。該計劃旨在提供基本課堂學習用品，讓發展中國家及地區的貧困兒童均有機會上學。

國泰團隊花了四個小時把原子筆、鉛筆、蠟筆及書本分別放進700個背包，由國泰貨運把40個滿載背包的箱子運送到曼谷。其後，這些背包會運送至泰國北部的清萊，分發予700個學童。



# INCREASE YOUR COMPANY'S PROFILE WITHIN THE CARGO INDUSTRY



An advertisement in  
**CARGO CLAN**  
is targeted and cost effective

**23%** earn more than US\$100,000 a year  
**58%** read every issue of *Cargo Clan*  
**65%** spend 30 minutes or more reading *Cargo Clan*  
**70%** agree that *Cargo Clan* is authoritative and trustworthy

(Figures from Reader Survey 2010)



"Erase borders  
and time zones  
for my logistics."



Contact us at [asia@agilitylogistics.com](mailto:asia@agilitylogistics.com)

© 2010 Agility Logistics AG

## WANT TO TALK TO THE CARGO INDUSTRY?

## ADVERTISE IN CARGO CLAN AND REACH INDUSTRY DECISION MAKERS

FOR MORE INFORMATION:  
**Teresa Ngai**



Advertising Sales Director,  
Asian In-Flight Media Limited  
+852 3910 6385  
Email: [teresa@asianmedia.com](mailto:teresa@asianmedia.com)