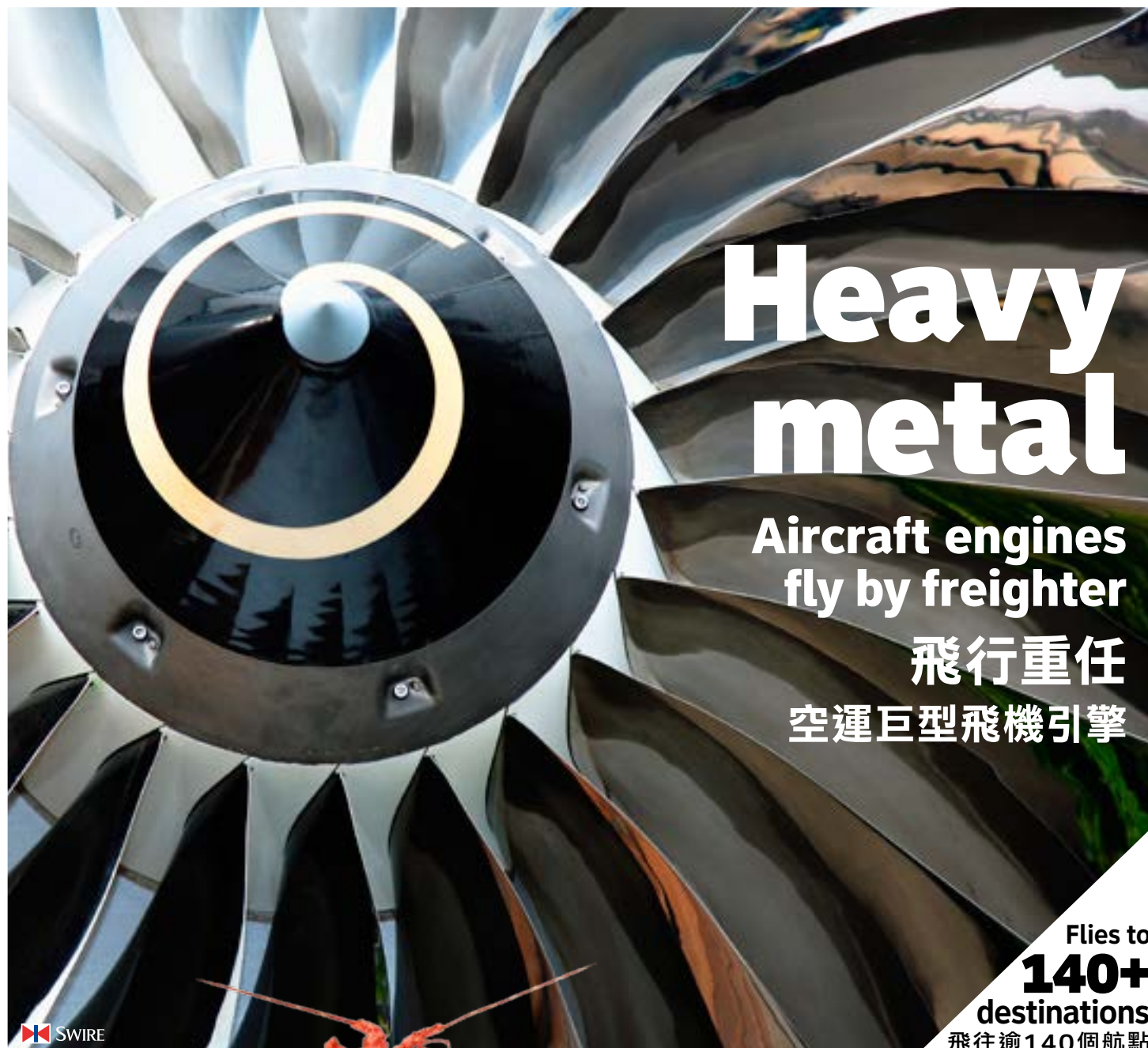


CARGO CLAN

QUARTER TWO 2013



Heavy metal

Aircraft engines
fly by freighter

飛行重任
空運巨型飛機引擎

Flies to
140+
destinations
飛往逾140個航點

SWIRE

SEAFOOD EXPRESS

SOUTH AFRICA'S
IMPORTS/EXPORTS

海鮮快遞
南非進出口業



COLD-CHAIN FRESHNESS

冷凍鏈管理
確保鮮貨安全運送





New freighters for a more competitive fleet

新貨機加強機隊實力

Welcome to *Cargo Clan* and the mix of good and not-so-good news that seems to be the new normal in the air-cargo industry. The air-cargo market remains soft and the improvement we saw at the end of 2012 has stalled with patchy results around the world – Asia-Pacific volumes are down, Middle East up and the rest of the world hampered by the continuing economic gloom.

On a brighter note, we have taken delivery of our ninth Boeing 747-8F and have started to deploy these new fuel-efficient freighters on our European routes. We have also purchased three more 8Fs to help modernise the freighter fleet and improve the payload-range capability at a more competitive operating cost. The 8Fs will mostly be used on the long-haul routes to North America, Europe and Australia.

Another piece of good news is the performance of our new Cargo Terminal at Hong Kong International Airport, which is already providing a faster, more efficient and flexible service to our shippers of valuable cargo. The second stage of the terminal's roll-out began in June, when the state-of-the-art system started handling all import and transit cargo. In March, our Cargo Business Update was well received by our top agents and customers, and the event was combined with an inspection of the HK\$5.9 billion cargo terminal.

Finally, I am pleased to announce that Cathay Pacific Cargo recently won three awards (see page 27). So while business might be down, we are working hard to deliver the legendary Cathay Pacific service to our customers.

Thank you for your support in another difficult year.

歡迎各位閱讀《Cargo Clan》雜誌；航空貨運業的消息仍是好壞參半，而業界人士對這種情況已經習以為常。鑑於空運市場仍然偏軟，我們在2012年底目睹的進展出現了阻滯，各地市場的表現參差：亞太區貨運量下跌，中東市場業績上升，而其他市場仍受到經濟持續低迷的拖累。

好消息方面，我們已接收第九架波音747-8F貨機，並在歐洲航線開始採用這些能提高經濟效益的新貨機。我們還另外購入三架8F貨機，使機隊進一步現代化，提高淨載貨量，令營運成本更具競爭力。8F將主要服務往返美國、歐洲和澳洲的長途航線。

另一個好消息是我們位於香港國際機場的新貨運站運作表現理想，已經能為貴重貨件的付運人提供更快捷、更有效率及更靈活的服務。新貨運站於6月進入第二階段，開始處理所有進口及轉口貨件。此外，我們於3月舉辦的「貨運業務簡報會」大受主要的貨運代理及客戶歡迎，該活動包括參觀耗資59億港元興建的新貨運站。

最後，我在此欣然宣佈，國泰貨運近日獲頒三項大獎（詳見第27頁）。縱使市場情況不佳，我們仍會全力以赴，繼續將口碑載道的國泰服務帶給每一位客戶。

感謝各位在如此艱難的一年繼續支持我們。

Nick Rhodes
Director Cargo
國泰貨運董事羅禮祺

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Seafood express 海鮮快遞

Time is always of the essence for Cathay Pacific Cargo's operation in South Africa

國泰航空南非貨運
團隊與時間競賽



THE LARGEST city in South Africa, Johannesburg sprawls across a vast area of the country's eastern plateau, known as the Highveld. It is the largest city in the world not located on a coastline, a river or a lake – presenting Cathay Pacific Cargo with special challenges.

One of South Africa's main exports is seafood – mainly, live lobsters and abalone – which has to be shipped to Johannesburg by domestic carriers from Cape Town and Port Elizabeth (both hundreds of kilometres away) to arrive in the early morning, ready to be loaded via FRESH **LIFT** into the belly of Cathay Pacific passenger flights from O.R. Tambo International Airport.

"We handle all our perishable shipments with care, especially the lobsters due to their sensitivity and because we do not want any limbs missing on arrival at their final destination," says Frosti Lau, Cathay Pacific Country Manager, South Africa & Indian Ocean. "Moving this type of shipment is our speciality. We are accustomed to loading perishable cargo."

This comes as no surprise, as the Johannesburg team has been carrying lobsters and abalone for many years.

Good communication is vital

because of the sensitivity of FRESH **LIFT** cargo. "We ensure that all connecting flights are confirmed prior to departure from Johannesburg," says Frosti. "We communicate with our agents on a daily basis to follow up on final pieces and weight, as well as when the domestic carrier will transfer the goods over to Cathay Pacific. Good communication with our agents is the key to building good, long-lasting relationships."

All cargo is loaded under cover to prevent exposure to the sometimes harsh climate. Swissport South Africa, the cargo-handling agent, provides a state-of-the-art, 6,780-square-metre warehouse. Cold-storage capacity is 260 square metres, with 240 square metres for vulnerable cargo. In addition, there are two dedicated

約

約翰尼斯堡是南非最大的城市，覆蓋南非東部大部分的高原 Highveld。在全球眾多離海岸線、河畔或湖畔的城市當中，她是最大的一個，其地理位置為南非的國泰貨運團隊帶來了特別的挑戰。

南非其中一項主要出口貨品是海鮮（以活龍蝦和鮮鮑魚為主）；每天大清早，當地航機把新鮮海產從相隔數百公里外的開普敦和伊麗莎白港運抵約翰尼斯堡，然後在奧利弗坦博國際機場採用 FRESH **LIFT** 服務由國泰客機的機腹貨艙，運往海外目的地。

國泰航空駐南非及印度洋地區經理劉爾修表示：「我們會小心處理所有的鮮貨，特別是龍蝦，因為龍蝦對環境很敏感，我們希望牠們能完整無缺地到達目的地！我們擅長運送這類型貨品，深諳裝卸鮮貨的方法。」

這並不讓人感到意外，因為約翰尼斯堡貨運團隊擁有多年運送龍蝦和鮑魚的經驗。

運送易腐壞的物品，安排講求緊密的溝通。劉爾修表示：「我們會在貨品離開約翰尼斯堡之前，確保所有接駁航班均已獲確認。我們每天都向貨運代理跟進貨物的情況和重量，並了解當地航機會何時將貨品移交國泰航空轉運。與貨運代理保持良好溝通，對建立穩健及長遠的合作關係非常重要。」

由於當地天氣有些時候會頗為惡劣，所有貨品都會在有上蓋的地方進行裝卸，以免受



Abalone (left) and lobsters (top) are major South African exports

鮑魚（左圖）和龍蝦（上圖）
是南非兩大出口貨品



Dangerous Goods areas and a racking system of 1,350 positions, while the roller-bed system can accommodate up to 30 airline pallets. Security is strict, with 92 digital cameras positioned inside and out to watch over the facility.

Apart from the fresh seafood, Cathay Pacific carries exports of fresh-cut flowers, valuable cargo, express documents and courier, automotive parts and various general cargo. Inbound traffic includes electronics, spare parts for the automotive and mining industries, valuable cargo and lithium batteries (Dangerous Goods).

Frosti, of course, does not work alone. The other key members of his team are Hayley Van Rooyen, Cathay Pacific Cargo Manager, South Africa (see next story) and Cathay Pacific Cargo Executive Lineshree Poonsamy, who attended PHARMA **LIFT** training in Hong Kong in January this year. "With the niche PHARMA **LIFT** product that Cathay Pacific is able to offer the market, we are seeking to become the preferred carrier of choice for any pharmaceuticals into our regions," says Frosti. (See South African pharmaceuticals story, page 6.)

Frosti Lau, Cathay Pacific Country Manager, South Africa & Indian Ocean (above). Fresh seafood is sent to Johannesburg for shipment (left)

國泰航空駐南非及印度洋地區經理劉爾修(上圖)；新鮮海產會被運往約翰尼斯堡，再空運到其他地方

天氣影響。當地負責地面處理貨物的代理公司Swissport South Africa擁有一個6,780平方米的先進倉庫，冷凍庫佔260平方米，當中240平方米更是為易腐貨品而設。此外，倉庫內還有兩個危險品專用區，以及一個有1,350個倉位的貨架系統，其滾軸式輸送帶可傳送多達30個空運集裝板。貨倉的保安嚴密，在室內及室外共設置92部數碼攝影機，全面監察貨倉的狀況。

除了鮮活海產之外，國泰航空運送的出口貨品還包括新鮮採收的花卉、貴價品、特快文件和快遞貨件、汽車零件和其他的一般貨物。進口南非的貨品則有電子產品、汽車和採礦業所需的零部件、貴價品和鋰電池(危險品)。

當然，劉爾修並非孤身作戰，團隊裡其他重要成員還包括國泰航空南非貨運經理Hayley Van Rooyen(請閱下一篇報道)，以及今年1月到港參加PHARMA **LIFT**培訓的國泰航空貨運主任Lineshree Poonsamy。劉爾修說：「國泰貨運提供專業的PHARMA **LIFT**服務，因此我們矢志要成為藥廠運送醫藥物品往亞洲地區時的首選航空公司。」(請參閱有關南非製藥業的報道，第6頁。) **CC**

Hayley Van Rooyen with her cuddly, and not so cuddly, pets

Hayley van Rooyen與她的寵物：既有逗人喜愛的，也有較稀奇的



WINNER OF an international cooking competition, mother of two and exotic pet owner – think bearded dragon lizards, parrots and Great Dane pups – Hayley Van Rooyen isn't your typical freight manager. But it's precisely these qualities that make her perfect for the role: she relishes a challenge, works well under pressure and enjoys being part of a team.

As Cathay Pacific Cargo Manager, South Africa, Hayley is responsible for moving time-sensitive cargo such as seafood, fruit, flowers and livestock. "I enjoy receiving queries and moving unusual cargo," she says. "My team and I work to tight schedules because of perishable cargo arriving from Cape Town on the morning of our flight [out of Johannesburg], so we really operate under pressure for the first couple of hours of our day."

With a midday flight from Johannesburg, and a 1,753-metre elevation, there are occasional payload issues. "What my team has been tasked to do is keep open and timely communication with agents and shippers, keeping them up to date and assisting with protection and transfer if needs be," she says.



In safe hands

親力親為

Photos by Nolan Lister

Ensuring a smooth flight for dachshunds and lobsters is all part of a day's work for Hayley Van Rooyen, Cathay Pacific Cargo Manager, South Africa

國泰南非貨運經理Hayley Van Rooyen
每天的例行工作之一是確保順利運送
龍蝦和德國獵犬

According to her clients, open lines of communication and timeliness in moving even the most exotic cargo are the very reasons they choose to work with her team. "Nothing is ever impossible; they will always go the extra mile," says Martin Brown, Exports Manager (Exotics) for Lonrho Logistics. "Because of the nature of the products we forward, we need an efficient service. Take, for example, our live lobsters, which must arrive in Hong Kong on time and in a condition suitable for our clients. I work with numerous airlines and can say in all honesty Hayley and her team are an asset to Cathay Pacific. They will do almost anything to ensure the product departs on time, gets to destination on time and in general they take care of my product as if it was their own. They are always friendly, willing to solve any problem and have a strong work ethic."

Staff at Cathay Pacific also admire Hayley's get-up-and-go spirit. "She is the longest-serving staff member at the South African office," says Frosti Lau, Cathay Pacific Country Manager, South Africa & Indian Ocean. "She is dedicated and service driven. Once you meet her, you realise that Cathay Pacific's 'Service Straight from

the Heart' motto is somehow just a natural part of her personality."

A pet lover, Hayley tells the story of an anxious owner travelling on a flight transporting her two dachshunds. Apart from arranging special care, Hayley stayed in touch with the owner during her journey: "We are still friends today; of course, whenever possible, she only travels Cathay Pacific."

Hayley is also a wizard in the kitchen. Staff, friends and clients were cheering last year when she and her husband won first prize in an international cookery competition.



贏得國際烹飪比賽，身為兩子之母，並飼養多種珍奇寵物（如鬃獅蜥、鸚鵡和大丹幼犬）的 Hayley Van Rooyen，並非一般人心目中的貨運經理。不過，正是這種獨特個性，讓她將工作發揮得淋漓盡致——她熱愛挑戰，面對壓力也能應付裕如，享受與團隊成員分工合作。

任職國泰航空南非貨運經理的 Hayley，負責運送必須掌握時間的貨物，包括海鮮、水果、鮮花及牲口。她說：「我喜歡收到運送特別貨物的查詢和訂單。我們的團隊必須與時間競賽，因為國泰運送鮮活貨物的航班，通常在早上由約翰內斯堡起飛，經開普敦運抵，所以每天頭數小時的工作壓力很大。」

她接著指出，有一班中午自約翰內斯堡開

出的航班，由於時間緊迫，再加上海拔1,753米的高度，偶爾會產生載重量的問題。「我們的團隊必須與貨運代理和付運人保持開放和及時的溝通，讓他們了解最新進展，如有需要更會協助他們保護及調動貨物。」

Hayley的客戶表示，他們選擇與Hayley的團隊合作，主要是基於團隊開放及坦誠的溝通渠道，而且不管貨物有多珍奇都能準時運送。Lonrho Logistics負責特別貨物的出口部經理Martin Brown說。「沒有不可能的事情；他們總是多走一步，力臻完美。由於我們托運的貨物性質特殊，需要一流的服務，例如龍蝦必須準時運抵香港，並保持新鮮。我與很多航空公司合作過，老實說，Hayley和她的團隊是國泰航空的寶貴資產。他們竭盡所能確保貨物準時付運，按時抵達目的地，而且，他們視我的貨物與自己的無異。他們態度親切，樂於解決任何難題，抱持高度的專業操守。」

國泰的員工也很欣賞她積極進取的精神。國泰航空駐南非及印度洋地區經理劉爾修說：「她是南非辦事處最資深的同事，積極投入工作，以服務為本。只要看到她，你就會明白國泰『由心出發』的服務精神是她自然流露的個性。」

熱愛動物的Van Rooyen曾為一位憂心忡忡的客戶安排運送兩隻德國獵犬。除了安排特別照顧外，更全程與狗主保持聯絡。她說：「我們至今仍是朋友。她盡可能都會選擇搭乘國泰航班！」

Van Rooyen也是烹飪奇才。去年，她和丈夫在一項國際烹飪比賽贏得冠軍。同事、朋友和客戶都在場為他們歡呼喝采。 CC

By Mandi Smallhorne

Potent combination

靈丹妙藥

South Africa has all the right ingredients to become the premium nation for clinical trials

南非配備發展藥物臨床實驗的各種優勢與條件

SOUTH AFRICA might have a much smaller economy than its BRICS partners, Brazil, Russia, India and China, but there is one area where it is rapidly catching up: as a destination for clinical trials.

With large patient pools, the other four countries were the previous hot favourites, but there have been intellectual-property concerns, bureaucracy and language barriers to contend with. Meanwhile, South Africa meets international standards for regulation and has strong government support for research in the health-care and science fields.

The most comprehensive global registry of clinical trials, United States-based ClinicalTrials.gov, lists 1,625 trials in South Africa since the database was introduced in 2008. This figure still puts South Africa behind the other BRICS countries, but when measured against gross domestic product and population, South Africa outpaces the other nations by far.

"Primary R&D in South Africa is minimal, but South Africa is well versed in partaking in clinical trials, even at the phase-two stage," says Vivian Frittelli, Chief Executive of the National Association of Pharmaceutical Manufacturers. "Most of the six state tertiary medical institutions run clinical trials, usually contracted in by overseas countries. Our standards in performing clinical trials are on a par with American and European standards."

An important factor driving the

growth in clinical trials is the country's strong pharmaceutical industry.

Aspen Pharmacare, the largest pharmaceutical company in South Africa, is a home-grown firm that has been around for 160 years, with subsidiaries around the world.

At the same time, foreign companies also have a strong presence. The largest multinational in the country is Pfizer; others include Sanofi, Novartis and Roche. "Most European and American originator companies are present in South Africa," says Frittelli.

He says the total pharmaceutical market is worth about 31.6 billion rand, or about US\$3.5 billion. Market research provider GlobalData recently predicted an annual growth rate of 5.8 percent until 2020 for South Africa's pharmaceutical market. The country also plans to introduce a new regulatory agency, the South African Health Products Regulatory Authority, which will speed drug-approval processes and increase both local and

foreign activity in the pharmaceutical industry.

Greater Africa is an important market for drugs manufactured in South Africa, with Aspen as the major local manufacturer and exporter of drugs in the infectious-disease category. The demand is related to the HIV pandemic, of which South Africa and its neighbouring countries have been hit the hardest.

However, local manufacturing has declined in recent years, as overseas countries have the advantage of scale, Frittelli says. "It is hoped that if South Africa is considered the gateway to Africa, manufacturing will become more cost effective," he observes, "and the government is keen to support, even financially, increased local production."

Dr Maureen Joffe, the Chief Operations Officer of the Wits Health Consortium, a clinical research arm of the University of the Witwatersrand, says one reason for South Africa's increasing popularity as a place for clinical trials may be its huge ethnic diversity – testing on a wide range of ethnicities is considered more effective research. What's more, the *lingua franca* in South Africa is English, a language in which the urban populations, as well as most scientists and medical practitioners, are fluent.

Some say there are financial reasons as well. "Historically, we've been a good destination because of the exchange rate," says Catherine Lund, the owner of OnQ Research, a South Africa-based contract research





Workers at Aspen Pharmacare. South Africa is becoming a world leader in pharmaceuticals

Aspen Pharmacare 藥廠的工作人員。南非的製藥業蒸蒸日上，有望成為全球主要製藥國家之一

organisation, one of a small group of companies facilitating research in South Africa.

This clinical-research sector is able to offer high-quality research, utilising local talent in a range of clinical areas, she says. South Africa also boasts high-quality laboratories and IT infrastructure, and its research contractors can manage trials in greater Africa, too.

“At times, it’s a little worrying when drugs are trialled here but are too expensive to market in South Africa,” says Marcus Low, a researcher at the NGO Treatment Action Campaign. But on the whole he believes that it is good for South Africans: it brings a great deal of money into the country, is a significant support to both local science and the health-care system, and offers some patients access to drugs and hands-on care that they might not have otherwise.

南

非與金磚五國的其他四個夥伴——巴西、俄羅斯、印度和中國相比，經濟規模較小，卻在一個領域迅速迎頭趕上：成為藥物臨床實驗的新據地。

其餘四國憑藉龐大的病人庫，曾是發展這個領域的熱門地點，但卻面對知識產權問題、官僚主義和語言障礙等絆腳石。相反，南非的法例規條達到國際標準，在醫療保健和科學研究方面更獲政府大力支持。

由美國政府設立、全球最全面的國際臨床實驗登記冊ClinicalTrials.gov，自2008年開設資料庫以來，已列有1,625個在南非進行的臨床實驗項目。此數字雖然落後於其他四國，但若按國內生產總值和人口比例計算，其實南非現時已超越其他金磚國家。

南非國家製藥商協會行政總裁Vivian Frittelli指出：「在南非進行的基本研發項目不算多，但南非對參與臨床實驗有豐富的知識，包括對第二階段的臨床實驗。南非六間國家醫療專上學院當中，大部分均有臨床實驗項目，大多是海外國家委約進行。我們的臨床實驗標準，足與歐美地區看齊。」

南非蓬勃的醫藥業，亦是推動臨床實驗增

長的一項重要因素。該國最大的製藥公司 Aspen Pharmacare成立至今已接近160年，而這家南非公司更在全球遍設附屬公司。

與此同時，許多跨國藥廠也在南非設廠，包括規模最大的輝瑞，還有禮來、賽諾菲、諾華和羅氏。Frittelli說：「大部分歐美藥廠都在南非發展業務。」

他續稱，南非的醫藥市場總值約316億蘭特（約35億美元）。最近，市場研究供應商 GlobalData便預測，直到2020年前，南非的醫藥市場每年有5.8%的增長。此外，南非亦計劃成立新的監管機構——南非健康產品監管局，加速藥物審批程序，並增加本地和外國企業的製藥業活動。

大非洲是南非製藥業的重要市場，而 Aspen是當地傳染病類藥物的主要製造商和出口商。南非和周邊國家是愛滋病肆虐最嚴重的地方，對藥品需求量甚大。

然而，Frittelli指出由於海外藥廠於規模上佔優，南非本地的製藥業近年走下坡。他說：「我們希望藉著南非作為非洲門戶的地理優勢，能讓製藥業提升成本效益。政府亦積極支持本土公司，甚至提供財務支援，增加當地生產量。」

University of the Witwatersrand臨床研究部門Wits Health Consortium營運總監 Maureen Joffe博士表示，愈來愈多藥廠選擇在南非進行臨床實驗，可能是與其多元種族人口有關。對多種族人口同時進行測試的研究，一向被視為更加有效。此外，南非的通用語言是英語，而城市人口（包括多數科學家和醫生）大都能說流利英語。

也有人認為與財政因素有關。設於南非的OnQ Research是一間合約研究機構，是促進南非研究工作的少數公司之一。OnQ Research的東主Catherine Lund表示：「從歷史上看，我們有匯率優勢，一直是藥業發展的理想地點。」

她表示南非的臨床研究界在多個臨床實驗領域均擁有本地人才，能提供優質研究。南非還擁有優良的實驗室和資訊科技基礎設施，研究承包商更可管理大非洲的實驗。

非政府機構Treatment Action Campaign的研究員Marcus Low表示：「令人略為擔憂的是，在這裡進行測試的藥物售價太昂貴，南非市場無福消受。」不過，整體而言，他相信臨床研究業興起對南非人來說是件好事：製藥業為國家帶來大量資金，支持本地科學和醫療保健系統，亦讓部分本來無法得到藥物和實際護理的南非病人得以受惠。 CC

By Mandi Smallhorne

Cape crusaders

醇美之旅

South Africa's booming wine industry has resulted in a new tourism niche in its Cape region

南非的釀酒業日益蓬勃，推動開普地區開拓新的旅遊市場

NAPOLEON BONAPARTE drank Constantia wine in exile on Saint Helena in the South Atlantic; the poet Charles Baudelaire used it to illustrate the sweetness of his lover's lips; and a Jane Austen character offered it as a balm for heartache in *Sense and Sensibility*.

During the Great Wine Blight of the 19th century, when a pest destroyed vineyards around the world, production of Constantia was halted, only to be resumed in the 1980s. From then on, the late-harvest wine was once more made from white Muscat de Frontignan grapes on one of the oldest wine estates in South Africa.

Making a remarkable comeback, South Africa today has more than 100,000 hectares of vines producing grapes to make wine, stretching across the Western Cape with its Mediterranean climate. There is a surprising outlier in the arid Northern Cape, a long ribbon of green vines between russet desert sands and the Orange River. They were originally grown to make dried fruit but now produce naturally sweet wines.

Wine was one of the earliest

products of the Dutch colony founded on Africa's southern tip in 1652 – the farm Constantia was established in 1685 by Governor Simon van der Stel. A few years later, the nascent agricultural industry received an injection of vigour and viticulture know-how when a group of Huguenots fleeing religious persecution arrived. Its influence can still be seen in estates with names such as La Motte, Chamonix, Dieu Donné and La Dauphine; in surnames such as Joubert and du Toit; and an important wine-growing area called Franschhoek (French Corner).

Fast forward a few centuries and in 2011 South Africa was the world's eighth-largest wine producer by volume, producing three to four percent of global annual wine production.

The export market is critical to the industry. According to Andre Morgenthal, Communications Manager at Wines of South Africa, the country exported 409 million litres of wine in 2012, mainly to Europe. Britain and Germany were by far the biggest consumers of South African wine, accounting for 40 percent of the country's exports.



"We export about 45 percent of our wine," says Paul Cluver, of Paul Cluver Wines in Elgin, an estate that is consistently voted among the top 10 in the country. And that market seems to be quite stable. "Our exports have continued to grow despite the recession," he says.

The industry really took off when South Africa's isolation under the apartheid regime ended in the early 1990s. The vast and dominant KWV co-operative was transformed into a group of private businesses, freeing wine farmers to explore new methods of viticulture, experiment with new



Tastings at Boschendal estate (above and left) offer a chance to try the Cape's famed wines (top) in a stunning setting

遊客於環境優美的Boschendal莊園（上圖及左圖）品嚐開普省的著名佳釀（最上圖）

拿

破齋被放逐到南大西洋聖勒拿島的日子裡，以喝Constantia葡萄酒度日；詩人波德萊爾（Charles Baudelaire）以此酒比喻愛人櫻唇的甜美，而在名著《理性與感性》書中，作者珍奧斯汀筆下的一個角色，亦以Constantia慰藉心靈創傷。

在19世紀的葡萄根瘤蚜疫情大爆發期間，害蟲肆虐世界各地的葡萄園，Constantia酒亦因而停產，直至1980年代才復產。自此，這種晚摘型葡萄酒再度由南非一間古老酒莊以muscat de Frontignan白葡萄釀製。

南非捲土重來表現出色，時至今天已坐擁逾100,000公頃栽種釀酒用葡萄的果園，遍佈於地中海型氣候的西開普省。在乾旱的北開普省，黃褐色的大漠與奧蘭治河之間，也

點綴了綿延的綠色葡萄藤。這些葡萄原本是為製作乾果而種植，現在已轉為生產天然甜美的葡萄酒。

荷蘭人於1652年在非洲南端建立殖民地，當地早期的其中一種產品就是葡萄酒。總督Simon van der Stel於1685年建立Constantia農場，數年後，一群逃離宗教迫害的胡格諾派教徒抵達該地，為當地新生的農業注入無窮生機，更帶來葡萄栽種技術。時至今日，當地仍然可以見到以La Motte、Chamonix、Dieu Donné和La Dauphine命名的酒莊，以及Joubert和du Toit等姓氏，還有名為Franschhoek（法國角落）的重要葡萄種植區，處處都滲透著胡格諾派教徒的影響。

經過數世紀發展，南非在2011年已成為全

球第八大釀酒國（按產量計），每年出產的葡萄酒佔全球產量3%至4%。

出口市場對釀酒業非常重要。據Wines of South Africa傳訊經理Andre Morgenthal透露，南非於2012年出口4.09億公升葡萄酒，主要輸往歐洲，其中有四成運往英國和德國，令兩國成為南非葡萄酒的最大消費國。

Paul Cluver Wines的Paul Cluver表示：「我們生產的葡萄酒約有45%用於出口。」Paul Cluver Wines是一間位於Elgin的酒莊，多年持續獲選為南非十大酒莊之一。他指出，現時出口市場似乎頗為穩定：「儘管面對經濟衰退，我們的出口仍繼續錄得增長。」

當南非的種族隔離政權於1990年代初終結時，釀酒業也迎來了真正的起飛。規模龐大且居領導地位的KWV合作社轉型為私營企業集

cultivars and expand into new areas where grapes had rarely been grown, such as Elgin, Walker Bay and Elim, on the southern Cape coast. In Elgin, for instance, the Paul Cluver estate, more than 100 years old, is a venerable pioneer compared to most other estates in the area – many of them only began planting vines and producing wines in about 2000.

There is now a profusion of boutique estates in these new areas and in more traditional growing regions, where small farmers such as Le Roux & Fourie Vignerons, located at the foot of the Langeberg mountains, exploit specific *terroir* features. *Terroir* – the interplay of geography, geology and climate – is key to creating wines of a distinctive character. “We have an absolutely wonderfully unique

pocket of *terroir* with high limestone content that adds to the minerality or flintiness of our saugvignon blanc and to the spiciness of our shiraz blend,” says Johan Fourie, co-owner of the winery.

These small boutique wineries, with their quaint buildings, guest houses and farm stalls, play an important role in wine tourism, which contributes about 4.5 billion rand (about HK\$3.9 billion) to the economy each year, according to Monika Elias, who publishes the annual *Wine Tourism South Africa Handbook*. “Wine tourism is a marketing portal for the wineries,” she says, especially for the smaller and less well-known ones, who can effectively use tourism to subsidise their wine production.

CAPE DUTCH HOUSES 開普荷蘭式房屋

The traditional Cape Dutch house is one of the treasures of the Cape Winelands and can still be seen in historical towns and cities such as Stellenbosch and Franschhoek. “The buildings blend so well with their setting in the vineyard environment,” says architect Beverley Hui, who designs houses in this style. “The white walls make them stand out in the landscape, but their symmetry, scale, and soft elements like the gable make them stand out in a good sense – like jewels rather than blemishes. The walls, arches and out-buildings further integrate the farmhouses with the landscape.”

Whitewashed walls and thatched roofs are common to all the 400-odd original homes that remain in the Cape. The Cape Dutch house’s most distinctive features are the eye-catching gables – drawn from the traditionally triangular gables seen in buildings in cities such as Amsterdam, in the Netherlands, but evolved into a graceful, ornate, rounded feature. In Europe most gables are placed on the end of the house, facing the street; in the Western Cape, distinctive gables were placed on the centre of the house’s main façade, so that the rooms on either side look like arms held wide in welcome.

傳統的開普荷蘭式房屋是開普酒鄉的珍貴文物之一，Stellenbosch或Franschhoek等古老城鎮，至今依然可以見到這種歷史建築。專門設計這類型房屋的建築師Beverley Hui指出：「這些建築與周遭的葡萄園融為一體。白色牆身令建築非常矚目，但其對稱設計、大小比例及柔和的山牆等元素，令它們極具品味，成為耀眼的寶石，而非突兀的疤痕。牆壁、拱門和外圍建築令農舍完全融入周圍的景觀。」

開普現存400多間原裝的開普荷蘭式房屋，全部擁有白色牆面和茅草屋頂。開普荷蘭式房屋最獨特之處在於山牆，其設計來自荷蘭阿姆斯特丹及其他歐洲古城內的房屋設計，但卻更加優雅、華麗而圓潤。在歐洲，大部分山牆位於屋後，面向街道，西開普省的獨特山牆則置於房屋外牆正中央，使兩邊的房間就像為了迎賓而張開的雙臂。



However, that doesn’t exclude the larger and more established estates from also relying on tourism appeal a great deal. “Wine tourism has a bigger role in promoting our wines than direct sales,” says Cluver.

Visitors to the area can tailor their experience to include gourmet meals at some of South Africa’s top dining establishments, visits to game lodges to see African wildlife, and various adventure activities, including cycling in Elgin, scuba diving in the crystal-clear waters off Tsitsikamma National Park and abseiling through the park’s tall trees.

These excursions make a trip to South Africa’s Western Cape wine regions something quite different from visiting any other wine-producing region in the world. “We really have an amazing value proposition,” says Elias, “with an incredible landscape, proximity to Cape Town, and a very developed tourism sector.”



CX
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國泰航空每日
均有航機飛往
約翰尼斯堡

Timeless scenes: the gathering of pinot noir (left) and Cape Dutch architecture at Stellenbosch (above)

歷久彌新：採收pinot noir葡萄（左圖）以及Stellenbosch的開普荷蘭式房屋（上圖）

Wine tourism has a bigger role in **promoting** our wine than **direct sales**

葡萄酒旅遊業不僅讓酒莊可以**直接銷售**葡萄酒，
更大作用是**推廣**本地出品的佳釀

團，酒農得以自由探索栽種葡萄的新方法、試驗新品種，並開拓新的種植葡萄區，包括南開普海岸的Elgin、Walker Bay和Elim等地。擁有逾100年歷史的Paul Cluver酒莊，就是Elgin區內的業界先驅；而區內其他酒莊大部分到了2000年才開始種植葡萄和釀酒。

在這些新產區和傳統種植區內，多間精品酒莊湧現，類似Le Roux & Fourie Vignerons等位於朗厄山脈山腳的小酒農，更充分發揮該區的風土特色。風土是指當地的地理、地質及氣候的影響，是葡萄酒擁有獨特個性的關鍵因素。酒莊的一位東主Johan Fourie說：「我們擁有妙不可言的獨特風土，高含

量的石灰質提升了sauvignon blanc的礦物味或燧石味，亦加強了shiraz混合葡萄酒的辛辣個性。」

這些古樸典雅的小型精品酒莊設有小旅館及農產品攤檔，對促進葡萄酒旅遊業佔有重要地位。出版《Wine Tourism South Africa Handbook》年報的Monika Elias透露，葡萄酒旅遊業每年為當地經濟貢獻45億蘭特（約39億港元）。她說：「葡萄酒旅遊業對酒莊來說是一個營銷門戶，對小型和知名度不高的酒莊尤為重要，他們能有效利用旅遊業帶來的收入，為葡萄酒生產提供資金。」

不過，地位穩固的大型酒莊亦相當依賴旅

遊業。Cluver表示：「葡萄酒旅遊業不僅讓酒莊可以直接銷售葡萄酒，更大作用是推廣本地出品的佳釀。」

旅客可以度身訂造觀光行程，例如前往南非頂級餐廳享用佳餚美食，到野生保護區的小屋內觀賞野生動物，或是在Elgin騎單車，甚至可在Tsitsikamma國家公園內潛水、在參天樹木之間遊繩，體驗各種歷奇活動。

這些短途旅程，使南非葡萄酒鄉之旅帶來的體驗，與到訪世界上其他產酒區迥然不同。Elias說：「憑著美不勝收的景致、靠近開普敦，又有發展成熟的旅遊業，這裡的市場價值定位實在非常棒！」CC

By Leo Williams

Chill factor

冷藏因子

From ice cream to flowers, perishables under shipment require careful cold-chain management
細心的冷凍鏈管理有助運送雪糕以至鮮花等易腐壞貨物

ADVANCED COLD storage technology was at one time primarily reserved for shipping expensive pharmaceuticals. But as developments in cooling systems have brought lower costs and more efficient cold container space, Cathay Pacific Cargo is increasingly using these technologies to reliably transport other perishables.

Using the Envirotainer RKN t2 container, Cathay Pacific Cargo ships all manner of products that need to be kept at a regulated temperature, requiring reliable cold-chain management.

Bob Vandamme, Cargo Manager for Belgium and Luxembourg, says the 2010 World Expo in Shanghai would not have been the same without the tubs of Belgian ice cream delivered for the company Crème de la Crème.


"This was destined for the Belgian

pavilion at the World Expo," he says. "Over a period of three months we shipped approximately 20,000 kilograms in 16 RKN t2 units."

That amounted to about 1,250 kilograms of ice cream per container, and Bob says 325 kilograms of dry ice was loaded into each one to keep the cargo at -20°C. The shipment took about 24 hours to transport: 16 hours for the direct flight from Brussels to Hong Kong, a transit time of six hours and a two-hour flight from Hong Kong to Shanghai. "The ice cream arrived in perfect condition to be served to the guests at the Belgian pavilion," he says.

When dealing with ice cream, seafood or even fragile fresh flowers, heat can quickly ruin an entire shipment. Proper cold-chain management ensures no hot spots.

Su-yin Krishnan, Regional Cargo Manager for Southeast Asia, says proper handling of Cathay Pacific's

FRESH  shipments starts at the booking stage, when shipments are given a quick connection in Hong Kong and the shortest possible time in transit. Before departing from its origin, shipments are stored in cold rooms set at the appropriate temperature range.

"Pre-alerts are also sent by the origin to our hub in Hong Kong and to the destination port to inform them that the shipment is on the way," Su-yin says. "At any time that the shipment is not on an aircraft, it will be stored within a cold room set at the correct temperature level."

According to Suat Toh, Envirotainer's Head of Sales for Asia Pacific, the strength of the containers is in sustaining the proper temperature even when shipments do not go as planned.

"Our active solutions significantly reduce the risk of transporting high-value, temperature-sensitive products over long distances, even when delays and temperature variations put pressure on the cold chain," she says.

Suat also stresses that the insides of Envirotainer containers are not taken up by large amounts of insulation material, allowing customers more usable space.

Envirotainer's cold-chain partners can reach more than 200 airports, Suat says. Envirotainer makes containers available at the agreed release airport, where the container is delivered cleaned, checked and ready for service. "At the end of a lease, the lessee returns the container at a designated area at the agreed return airport. Envirotainer or its representative inspects the returned container and determines its serviceable condition."


THE COLD, HARD FACTS

冷凍數據

Envirotainer's temperature-control systems are based on two technologies. The RKN t2 system is based on dry-ice refrigeration, while the system for the RKN e1 and RAP e2 models is based on compressor cooling and electrical heating. The RKN t2 containers are available in two sizes, known as RAP and RKN. Both can be moved by forklift, but the RAP can only be forklifted when empty and is most commonly handled with roller beds. The temperature range for the containers is -20°C to 20°C. They can operate for a maximum of 72 hours without changing the battery or adding more dry ice.

Envirotainer的恆溫集裝箱採用兩種不同技術控制溫度。RKN t2系統使用乾冰冷凍技術，RKN e1及RAP e2則使用壓縮機冷凍及電熱技術。RKN t2集裝箱有RAP及RKN兩種尺寸選擇，均可利用鏟車搬運。但RAP僅可以在未裝載貨物前以鏟車搬運，一般會使用滾軸式輸送帶運送。集裝箱的溫度可保持在攝氏零下20度至攝氏20度之間。集裝箱最長可以連續運作72小時，中途毋須更換電池或添加乾冰。





Belgian ice cream arrived in perfect condition for the 2010 World Expo in Shanghai

比利時雪糕以完美狀況運抵2010年上海世界博覽會的會場



先進的冷凍儲存技術以往主要用於運送昂貴藥物，但隨著冷凍系統不斷改良，不僅運送成本下降，冷凍集裝箱的使用效率亦有所提高。國泰貨運運送其他容易腐壞或變質的貨物時，也愈來愈多使用冷凍儲存技術以策萬全。

國泰貨運使用Envirotainer RKN t2集裝箱運送各種必須在特定溫度下存放的貨物，在運送過程中需要可靠穩當的冷凍鏈管理。

國泰航空比利時及盧森堡貨運經理Bob Vandamme表示，2010年舉行的上海世界博覽會，若沒有航空公司為Crème de la Crème運來一桶桶的比利時雪糕，或會失色不少。

他說：「雪糕是送往世博比利時館的。我們在三個月內以16個RKN t2集裝箱運送了約20,000公斤雪糕到上海。」

Vandamme續道，每個集裝箱約裝載1,250公斤雪糕，還有325公斤乾冰讓箱內溫度保持在攝氏零下20度。整個運送過程約需24小時，包括由布魯塞爾直飛香港需時16小時，在香港轉機停留六小時，以及香港飛上海的兩小時。

他說：「雪糕以最佳的狀況送抵比利時館供客人品嚐。」

運送雪糕、海鮮，又或是嬌弱的鮮花，溫度控制稍有差池便足以令整批貨物報銷。完善的冷凍鏈管理能夠確保貨物在運送期間，全程保持在適當的溫度。

東南亞地區貨運經理Su-yin Krishnan表示，國泰的FRESH LIFE服務從預訂艙位一刻已經開始。運送貨物時必須考慮航機的接駁安排，盡量縮短貨物在香港等候轉機的時間。貨物在付運地點等候裝卸上機前，會存放在調校至合適溫度的冷藏室。

她說：「我們亦會在出發地點預先向中轉樞紐香港及目的地發出通報，通知當地團隊貨物在運送途中。貨物在機場等候上機、轉機或運走前，都會存放在溫度合適的冷藏室。」

Envirotainer亞太區銷售部主管Suat Toh指出，就是運送期間出了阻滯，Envirotainer集裝箱仍能讓貨物保存在合適的溫度。

Suat說：「長途運送對溫度敏感的昂貴貨物時，我們的主動式冷凍集裝箱可大大減少貨物變壞的危險。就算行程延誤或溫度驟變為冷凍鏈帶來壓力，集裝箱也能應付。」

The RKN t2 unit runs for up to 72 hours before requiring recharging or additional dry-ice

RKN t2集裝箱可以連續運作72小時後，才需要充電或添加乾冰

她強調，Envirotainer集裝箱內的隔熱物料不會佔太多空間，好讓客戶儲存更多貨物。

Suat說，Envirotainer的冷凍鏈夥伴能夠在全球超過200個機場進行交收。Envirotainer會把集裝箱送到與客戶協定的機場指定區域，集裝箱交給客戶前均經過徹底清潔和檢查，方便客人隨時使用。「在租用結束後，客人可在協議機場的指定區域交還集裝箱，Envirotainer會派人或由代表檢查集裝箱的狀況和性能。」 CC

Safe and sound

安全第一



Assistant Manager
Cargo Distribution
Candy Chan, formerly
Assistant Cargo
Services Manager,
Dangerous Goods

貨運分銷助理經理陳佩珊
的前職是國泰貨運服務
(危險品) 助理經理

SOME TIME AGO, Cathay Pacific Cargo staff in Hong Kong became concerned about the goods description in the documentation of a shipment from Mainland China. They contacted the freight forwarder and discovered that the consignment comprised Dangerous Goods (DG) that had been wrongly declared, albeit unintentionally. But Candy Chan, former Cathay Pacific Assistant Cargo Services Manager, DG,

says this incident had a positive outcome: in tandem with the freight forwarder, her team enhanced the procedures to detect undeclared or wrongly declared Dangerous Goods. "The agent appreciated what we did very much. They told us their Standard Operating Procedures were strengthened a lot with our input," says Candy, who is the "Dangerous Goods Champion" at Cathay Pacific Cargo. Safety is Cathay Pacific's top

Cathay Pacific Cargo applies rigorous checking procedures to ensure Dangerous Goods shipments are handled with the utmost care. 國泰貨運採取最嚴格的審查程序，以確保危險品能夠安全付運。

priority and Candy says the airline treats all DG shipments as unusual. "DG substances have their own characteristics and handling requirements and we as an airline not only need to ensure the safety of our aircraft by complying with the regulations and conducting all the inspections as required, but also push the standard upstream by assisting our valuable shippers to understand the importance of complying with the regulations, and having a stringent acceptance check."

Cathay Pacific has particular expertise in the handling of Dangerous Goods, especially in Mainland China. The airline has licences to handle all classes of Dangerous Goods in and out of seven ports, in addition to five other ports that are specifically licensed to handle only lithium-ion batteries (ELI) and lithium-metal batteries (ELM) (see table).

"All our DG specialists who perform the role of acceptance clerk for DG goods are DG Category 6 qualified," says Candy. "The prerequisite for applying for a DG licence is to have DG Category 6-qualified staff in both airline and ground-handling operations. We maintain a number of these specialists at all our ports to ensure every DG package is in compliance with the regulations and is in good shape before it's loaded onto our aircraft. Our extensive network connects China to the rest of the world, which gives shippers plenty of good options in sending their DG shipments."

"There are not many carriers that can offer DG transportation in and

out of China's secondary cities, so lots of dangerous goods are trucked to major China gateways such as Shanghai Pudong. Dragonair has an extensive network in China and we have the capability to direct uplift and deliver at secondary cities, which saves shippers trucking costs and gives them a more direct service from their home city."

While Dangerous Goods cover shipments such as chemicals, acids, alkalis, explosives and radioactive material, lithium batteries have also been recognised as a high-risk cargo for air transportation.

"Lithium batteries are certainly under the spotlight in the air-cargo industry," says Candy. "Not only can they initiate a fire, but they can also act as a fuel for an independent fire."

The Civil Aviation Administration of China (CAAC) has classified lithium batteries as restricted dangerous goods and requires airlines to obtain a Dangerous Goods licence before transporting these articles in and out of China. Candy says the CAAC considers three core elements when granting a Dangerous Goods licence to airlines: DG training and qualifications, DG-handling policy and procedures, and the conditions and facilities of the warehouse where they are to be stored.

Candy points out that for DG, different parties in the air-cargo industry have different roles and responsibilities.

"Shippers must be trained to properly identify, classify, pack, mark, label and document the articles in accordance with IATA regulations, while airlines must comply with the regulations on acceptance, storage, loading, inspection, provision of information, reporting, retention of records, and training."

The majority of Cathay Pacific Cargo's Dangerous Goods shipments are exports from Hong Kong, Zhengzhou, Tokyo, Shanghai and Beijing. Dangerous Goods shipments contribute significant double-digit revenue to the airline, and with Cathay Pacific Cargo's proven expertise in the field this trend looks likely to continue.

較

早之時，國泰貨運在香港的員工翻閱一批來自中國內地的貨運文件時，對其貨品的描述察覺到異常。他們即時與貨運代理聯絡，結果發現該批托運貨物中包含了危險品，卻在申報時無意中填報錯誤資料。前國泰貨運服務（危險品）助理經理陳佩珊表示，今次事件反而帶來了正面的結果：她的團隊與貨運代理合作，改善了檢測未申報或錯誤申報危險品的程序。被暱稱為「危險品專員」的陳佩珊說：「該貨運代理很讚賞我們作出的努力，更說由於我們的協助，使他們的標準作業程序大為加強。」

國泰一貫將安全放在首位。據陳佩珊說，國泰航空對所有危險貨物均會採取特別處理。她說：「每種危險物品各有不同特性和處理要求，作為航空公司，我們不但要遵守有關規定並進行所有檢查，以確保航運的安全，更必須協助付運人了解遵守規定和嚴格驗收的重要性，從而不斷加強安全標準。」

國泰航空擅長處理危險品，尤其是在運送相關貨品出入中國內地。國泰已獲七個口岸授權處理所有類別危險品，另有五個口岸獲特別授權，專門處理鋰離子電池（ELI）和鋰金屬電池（ELM）（見附表）。

陳佩珊說：「我們所有負責危險貨品驗收工作的專責人員均具有第6類危險品運輸培訓資格。申請危險品許可的先決條件是航機與地面都必須有第6類危險品運輸培訓資格的員工。我們在所有口岸均有一定數目的專責人員，確保每一件危險品的包裹符合規定，而且於裝載上機之前保持良好狀況。此外，我們覆蓋全面的飛行網絡可連接中國與世界各地，付運人於托運危險品時，可以得到更多選擇。」

「能夠運載危險品進出中國二線城市的航空公司不多，因此很多危險品均用貨車運到上海浦東等中國主要門戶。港龍在中國內地擁有龐大網絡，可直接在二線城市提貨和交付，不但為付運人節省成本，同時更可為他們提供更直接的服務。」

危險品的範圍涵蓋化學品、酸性、鹼性、炸藥和放射性物質等，鋰電池也被視為高風



Lithium batteries have been recognised as high-risk cargo for air transport
鋰電池被視為高風險的空運貨物

險的空運貨物。陳佩珊指出：「鋰電池在空運業正受到密切關注。由於鋰電池在日常生活中被廣泛使用，而多個專業機構的研究資料顯示，鋰電池可能對航空安全構成嚴重威脅，不但可能引發火災，更會在其他貨物失火時成為助燃物。」

中國民用航空局（中國民航局）已將鋰電池分類為受限制危險品，要求各航空公司必須取得危險品許可，才可以運送有關物品進出中國。陳佩珊透露，中國民航局向航空公司頒發危險品許可時，會考慮三個主要的因素：處理危險品的培訓及資格、危險品處理措施及程序，以及存放危險品的倉庫環境及設施。

陳佩珊指出在危險品的領域中，空運業的相關夥伴分別擔當不同的角色和責任。

「付運人必須經過培訓，能按照IATA（國際航空運輸協會）的規定正確識別、分類、包裝、標明、標籤和記錄貨物的情況，航空公司則須遵守驗收、儲存、裝卸、檢驗、提供資料、報告、保留記錄和培訓的規定。」

國泰貨運大多數危險貨物均由香港、鄭州、東京、上海和北京出口。危險品貨物為國泰帶來雙位數的重大收益，鑑於國泰貨運在危險品領域的專業水平受到廣泛認同，相信這個良好勢頭將會延續下去。 CC

China Ports licensed to handle all classes of DG
授權處理所有類別危險品的中國口岸

- Beijing 北京
- Chengdu 成都
- Chongqing 重慶
- Fuzhou 福州
- Nanjing 南京
- Shanghai Pudong 上海浦東
- Xiamen 廈門

China Ports licensed to handle only lithium ion batteries (ELI) and lithium metal batteries (ELM)
授權處理鋰離子電池（ELI）和鋰金屬電池（ELM）的中國口岸

- Guangzhou 廣州
- Hangzhou 杭州
- Qingdao 青島
- Wuhan 武漢
- Zhengzhou 鄭州



Heavy metal

飛行重任

By Leo Williams

Shipping enormous aircraft engines has become something of a fine art for Cathay Pacific Cargo's operation in Japan
對國泰貨運的日本團隊來說，運送巨型飛機引擎就像是一門藝術

AN AIRCRAFT engine is perhaps one of the last items most people would think of as airfreight. But before engines start propelling things around they have to be attached to a pair of wings and a body, which may well be waiting on the other side of the world.

Some parts of the globe handle more of these shipments than others. Cathay Pacific Cargo Manager, Japan, Shuichi Ueba, says flying engines to all ports has become a common arrangement for his Tokyo office.

Shuichi has notched up a quarter of a century with Cathay Pacific, more recently with Japan's freight team. He says the main custom for Cathay Pacific in aircraft-engine transport comes from heavy engineering outfits such as IHI Corporation, Kawasaki Heavy Industries and Mitsubishi Heavy Industries.

"Many aircraft are being equipped with these engines in Japan, for both domestic and international airlines, and we also have a good freighter network to Europe and the United States from Japan, where aircraft and engine manufacturers are located," says Shuichi.

Cathay Pacific shipped more than 60 aviation engines out of Japan last year, most commonly the PW4000, GE90 and Trent 1000, in many instances for repair and maintenance.

These items take serious logistical muscle to move efficiently and safely. The Trent 1000, for example, weighs in at about 11,000 kilograms. Shuichi uses this monster as a fitting example of the challenges of modern transportation. "It's a relatively new engine and was for the first time being equipped for Boeing 787s," he recalls of the initial shipment. "The first time our Cathay Pacific network was assigned to carry the Trent 1000 we had several meetings with shippers and forwarders in advance. Because of the unique type of pallet we used [497 x 300 centimetres], we needed to consider special loading with Hong Kong."

Shuichi says the Trent 1000 has been carried by competitors, but that they have carried the massive engine in a floating position. "Because of the size, it is very hard to load at the side door and can rotate while it's floating," he says. "It takes time to load this way, and there is a danger of damaging the aircraft wall."

"So we asked our Hong Kong Cargo Services team if we could carry it via lateral loading, which does not require rotating at the side door and requires not much time for loading. If the aircraft's PDU [power drive unit] is not powerful enough or the pallet base is damaged, things are more difficult and we may take more than 45 minutes to load it. Sometimes, if it is stacked and



Shuichi Ueba says having a good reputation among shippers is the best way to attract business

上羽秀一認為吸引更多生意的最佳方法，是在業內建立良好聲譽



Rolls-Royce Trent 1000 engines (left) power the Boeing 787. For their transportation, Cathay Pacific's team in Japan has devised a loading method (above) that is fast and safe

勞斯萊斯Trent 1000引擎（左圖）驅動波音787航機；國泰航空的日本貨運團隊設計了一個快速及安全的裝載方法（上圖）

not moved from the side-door position, we use a winch to solve the problem.”

Cathay Pacific's Boeing 747 Freighters are reserved for this Herculean task, and the team at Cathay Pacific Cargo in Japan has developed considerable skill at this difficult job. “Because of their sheer size and the complexity of loading, this work requires lots of expertise, and Cathay Pacific has a high reputation among the airlines,” Shuichi says.

Communication is also paramount. “Because of high expectations for safe and smooth carriage, it's very important that we communicate with shippers and agents, and regularly give updates on preparation, loading at the port of origin, transit in Hong Kong and arrival at destination, complete with detailed reports and photos.”

Because the absolute volume of general cargo is huge out of Japan, aircraft engines represent only about five percent of revenue contribution, says Shuichi. “This is business we want to get more of,” he says. “Since the market is narrow, the best way to do this is to get a good reputation among shippers and forwarders that we can carry the shipment to its destination safely and without delay.”

若要細數空運貨物的種類，很少人會想起飛機引擎。但在飛機翱翔天際之前，機身、機翼及引擎必須完成組裝，缺一不可。很多時候，飛機引擎必須由貨機運往千里之外的廠房進行組裝。

環顧全球各地，有部分地區會有較多機會處理這類貨物。國泰航空日本貨運部經理上羽秀一表示，他工作的東京辦事處便經常負責將飛機引擎運往世界各地。

上羽秀一已在國泰服務了四分之一個世紀，最近加入了貨運部。他表示委託國泰運送飛機引擎的客戶以IHI集團、川崎重工和三菱重工等重型機械廠為主。

上羽秀一說：「日本許多經營國內外航線的航空公司均會採用這些公司的引擎；國泰擁有往返日本及歐美各地的完善貨運網絡，可以將引擎送往歐美的飛機或引擎生產基地。」

國泰去年從日本運往其他城市的飛機引擎逾60個，當中以PW4000、GE90及Trent 1000為主，多是將引擎送回廠房進行維修或保養。

要有效率地將引擎安全送達目的地絕非易事。上羽秀一以重約11,000公斤的巨型Trent 1000引擎為例，細說現代空運業面臨的挑戰。談起首次運送Trent 1000引擎的情況時，他說：「這款引擎較新，並首次獲波音787飛機採用。當國泰團隊首次獲委託運送它時，我們預先跟付運人和貨運代理多次會面，商討運送細節。由於運送時需使用特別的集裝板（497x300厘米），我們必須與香港總部商討採用特別的裝載方法。」

上羽秀一指出，其他空運公司也曾經運送Trent 1000，並以中央裝載方式運送。「由於引擎體積龐大，從側門送入機艙有一定難度，而且以中央裝載方式運送時，引擎或會晃動。這種裝載方式不但費時，貨機艙壁亦有機會受損。」

他說：「我們與香港貨運部商討研究後，採用了橫向裝載方式，這樣做便毋須在側門調整引擎位置，可以省回不少時間。如果飛機的驅動裝置馬力不夠，或是集裝板出現損壞，情況會更加複雜，整個安置作業需時45分鐘以上。有些時候，當引擎疊高，而且不是從側門位置搬運時，我們便會使用絞車協助以解決問題。」

國泰使用波音747貨機負責這類艱鉅的任務，日本貨運團隊在這方面亦發展出成熟的技巧。上羽秀一說：「由於引擎體積巨大，裝載過程複雜，處理這類工作需要專門知識和技術；在業界，國泰航空在這方面聲譽卓著。」

良好溝通亦是重要環節之一。「為了將貨物順利運抵目的地，我們與付運人和貨運代理保持密切溝通，定時匯報預備工作的最新情況。從貨物在出發地裝載上機，以至經香港轉運至目的地，整個運送過程不單提供詳盡報告，還會拍照存檔。」

上羽秀一透露，飛機引擎運送只佔日本龐大的出口貨運業務的5%左右。他表示：「我們希望繼續拓展引擎運送的業務。這個市場很小，拓展業務的最佳方法就是在付運人和貨運代理間建立良好信譽，確保貨物能安全及準時送抵目的地。」 CC

Big business

舉足輕重

From oil-industry equipment to Formula 1 cars, Cathay Pacific Cargo deals swiftly with shipments that require precision planning
由運送石油業設備以至一級方程式賽車，國泰貨運以周詳策劃處理中東的貨品，確保順利運抵目的地

MUKESH BHATIA, Cargo Manager, Middle East, has worked with Cathay Pacific Cargo for 19 years, and while he has overseen many shipments, one particular event remains memorable.

"During the Japan earthquake and tsunami in 2011, we uplifted three generators each weighing 22 tonnes, which required a crane and truck to load at airside into the aircraft," says Mukesh "Speed was all that mattered to get this equipment to the disaster-struck zone. Since the dimensions were almost in line with the aircraft cargo door, each piece needed precision in terms of loading it right from the truck onto the main deck loader."

The same kind of speed and precision is part of Mukesh's day-to-day work, much of it revolving around the Middle East's vast oil industry, which plays a vital role in the global economy. Most of the world's proven oil reserves are in the Middle East, and the Cathay Pacific Cargo team in the region is keenly aware of the industry's importance.

"The Middle East is the geographic centre of gravity of the world oil industry," says Mukesh. "Oil is of integral importance in both the foreign and the domestic politics of

nearly every country in the region, oil importers as well as oil exporters."

Providing logistical support to the oil and gas industry is demanding: shipments vary in size from small to oversize and heavy, and often must be transported urgently and securely.

"The opportunity cost of an inactive rig or a shut-down drilling unit awaiting spares can run into millions of dollars," says Mukesh. "It is vital that the replacement part reaches the sites in the quickest possible time."

**Mukesh Bhatia, Cathay Pacific
Cargo Manager, Middle East**
國泰貨運中東地區經理 Mukesh Bhatia



Demand for these shipments is spurred by new oil wells being drilled across the region that require critical spares for exploration and extraction – and these operations are often not easy to reach. "Usually the rigs or exploration units are located in remote areas and in rugged conditions where the logistics of these critical shipments is a challenge in itself," says Mukesh.

Knowing the sensitivity of these shipments, the Cathay Pacific Cargo team – 25 people in Dubai, Abu Dhabi, Bahrain, Riyadh and Jeddah – makes every effort to keep connection times to a minimum, and shipments are continuously monitored to ensure they reach the destination well in time.

Imports make up some 80 percent of air cargo in the Middle East and comprise mobile phones, electronics, telecoms equipment, pharmaceuticals, oil-field and drilling equipment, auto spare parts, consumer goods, industrial products, food stuff, valuables and commercial freight. Exports include sea-air trans-shipments, oil-field spares, exhibition goods and perfumery products.

Automobiles, particularly high-end marques, are also carried. Mukesh says that many of the brands use Dubai's rugged desert terrain to test cars. Cathay Pacific has also shipped





All aboard: Cathay Pacific meets the challenge of shipping everything from cars to helicopters to the Middle East

裝卸進艙：國泰貨運運往中東的貨品包括汽車及直升機等，必須克服不少挑戰



Formula 1 cars used in the races in the region.

The Middle East uses the full range of Cathay Pacific Cargo specialist products: **PHARMA LIFT** for medical imports; **FRESH LIFT** for both perishable imports and exports such as beans, and fresh and frozen fish; **SECURE LIFT** for mobile phones, cameras and valuable items; **DC LIFT** for dangerous goods such as chemicals, paints and exports of perfumery products; and **LIVE ANIMAL LIFT** for import and export of horses and pets.

"Things are to be managed from a customer's viewpoint, and, for that, personal communication with the customer becomes essential in our business," says Mukesh. "Personal communication is the key in any service encounters, in building relationships with the agents and shippers, and retention of our customers."



泰航空中東地區貨運經理 Mukesh Bhatia 加入國泰服務 19 年，統籌過無數次貨運，當中一次更讓他留下難忘記憶。

他說：「2011 年日本地震及海嘯發生後，我們要在機場禁區動用起重機及鏟車將三台各重 22 公噸的發電機移送到航機上。發電機要運往災區應急，刻不容緩，但發電機的闊度和高度幾乎與航機貨艙艙門一樣，因此將發電機從貨車轉移到主貨艙裝卸車時，位置必須準確無誤。」

這樣的速度和準確度其實是 Mukesh 日常工作裡的基本要求。中東是全球已知的主要石油蘊藏地區，而石油工業對全球經濟的影響舉足輕重，國泰當地的貨運團隊當然明白石油工業的重要性。

Mukesh 說：「中東是全球石油工業的地理『重心』，區內不管是石油進口國還是出口國，幾乎每個國家的內政和外交政策均深受石油影響。」

為石油和天然氣業提供物流服務是一大挑戰：貨物的大小不一，由體積細小到又大又重都有，還要爭分奪秒和確保貨品安全無損。

Mukesh 解釋：「如鑽塔或鑽井因為等候後備零件而不能運作或停工的話，承受風險的機會成本可達數百萬計美元，因此必須盡快將後備零件送達石油設施。」

區內多處都在開發新油井，全都急需勘探和開採用的零部件，令相關的貨運需求大增，問題是這些油井大都位於交通不便的偏遠地區。Mukesh 說：「鑽油塔或勘探設備一般設置於偏遠地區，條件惡劣，運送這些急需貨物本身就是一項挑戰。」

國泰貨運的 25 人團隊分別駐於迪拜、阿布扎比、巴林、利雅得和吉達五地，他們深明這類貨運的特殊性，因此竭力縮短接駁時間，並全程監察貨運情況，確保貨物能及時無損地運抵目的地。

中東的空運貨物約八成是進口貨品，包括手提電話、電子產品、電訊設備、藥物、油田及鑽探設備、汽車零件、消費品、工業產品、食品、貴重物品和工商用品。出口包括海空聯運的轉口貨物、油田設施、展覽品及香水製品。

付運的汽車則包括不少名車。Mukesh 表示，許多汽車品牌都以迪拜崎嶇不平的沙漠地帶來測試車子性能。國泰也曾運送在區內賽事中使用的一級方程式賽車。

國泰貨運的所有專業服務都在中東大派用場：以 **PHARMA LIFT** 運送進口醫療藥品；**FRESH LIFT** 運送進出口的易腐食物，如豆類、鮮魚和急凍海產等；**SECURE LIFT** 運送手提電話、相機和貴重物品；**DC LIFT** 運送危險品，如化學品、油漆和出口的香水產品等；還有以 **LIVE ANIMAL LIFT** 運送進出口的馬匹和寵物。

Mukesh 解釋：「我們要設身處地為客戶著想，必須與他們保持密切的溝通。在任何服務層面，無論是與代理、託運人建立良好的關係，以及留住客戶，密切溝通均很關鍵。」 **CC**

FREIGHTER SERVICES BETWEEN HONG KONG AND DUBAI 往返香港及迪拜貨運服務

Flight No. 航班編號	Routing 航線	Depart 出發	Arrive 抵步	DOW 運作日子
CX067	HKG-DXB	2025	0020+1	Wed 星期三
CX061		0455	0835	Sat 星期六
CX067		2325	0325+1	Sat 星期六
CX063		0545	0940	Sun 星期日
CX068	DXB-HKG	2220	0955+1	Wed 星期三
CX066		2230	0955+1	Thu 星期四
CX062		0630	1815	Sat 星期六

The Els Club, named after Ernie Els, is just one of many courses in the region designed by top players

區內有多個由頂尖球手設計的高爾夫球場；以名將 Ernie Els命名的Els Club 高爾夫會所是其中之一

By Al Campbell

Desert eagles

沙漠果嶺

The United Arab Emirates has some of the planet's finest golf courses. Expect sand bunkers – and lots of them

阿拉伯聯合酋長國擁有世界頂級的高爾夫球場，但球道上難免遍佈沙坑

THE MIDDLE EAST is an area seldom discussed when it comes to great golf destinations, but it offers a number of fabulous courses in Dubai and Abu Dhabi. Since 1988 when Emirates Golf Club became the first to open in Dubai, the “desert miracle” has served as the template for all other clubs in the region. Today, Dubai boasts nine clubs, with another handful in neighbouring emirate Abu Dhabi.

Peter Downie, a golf professional who has worked in Dubai and Hong Kong and is now at Singapore's Sentosa Golf Club, says golfers heading to the United Arab Emirates will be pleasantly surprised by the number of premier courses.

In Dubai, “there are only nine golf courses, but they are all top shelf,” says Downie. “The golf's fantastic. It's a great place for a vacation, with great restaurants and very safe.”

Emirates Golf Club annually hosts the European Tour event Omega Dubai Desert Classic. It also features the Faldo Course, an 18-hole layout floodlit for

night play, a serious consideration in an area where the temperature can hit 50 degrees Celsius in summer.

Sister club Dubai Creek Golf and Yacht Club arguably has the most famous clubhouse in the Middle East. Designed to resemble an Arabian sailboat in tribute to the area's seafaring history, the structure is featured on the 20 dirham banknote.

With 27 holes, including nine lit for night play, the club was redesigned with input from Danish golfer Thomas Bjorn in 2004. On the 6,967-yard Creek Championship Course, the creek that surrounds four of the holes



is an added challenge. Memorable holes include the 407-yard sixth where the tee box is a platform built out on a creek, and the 544-yard 13th hole where the par-five culminates in an island green.

There is no shortage of designer courses. The Els Club is part of the US\$3 billion Dubai Sports City. Four-time Major winner Ernie Els, who designed the course, describes the 7,538-yard layout as “desert links”. Indeed, the course features abundant sand, heavily undulating fairways and a fantastic finish on a massive 619-yard par-five.

While the Els course appears arid, The Address Montgomerie Dubai is the complete opposite. The centrepiece of a palatial resort, a 7,396-yard layout designed by Scottish great Colin Montgomerie and architect Desmond Muirhead, features lush greenery, 14 man-made lakes, 81 bunkers and an extravagant clubhouse and hotel.

Jumeirah Golf Estates is a work in progress. With 72 holes originally planned, only the Fire and Earth

The Address Montgomerie is part of a palatial resort

The Address Montgomerie高球會所是一個豪華度假村的一部分



courses, designed by Greg Norman, have opened. The Earth course annually hosts the Race to Dubai season finale on the European Tour. The course is parkland-inspired with rolling, tree-lined fairways, with water coming into play along the last four holes. Meanwhile, the Fire course, opened in 2010, is links-inspired; unlike the Earth layout, it is wide open and requires careful navigation to avoid the deep bunkers and tall grasses.

Other clubs in Dubai include the Robert Trent Jones Jr.-designed Al Badia Golf Club, and the desert-style grass course at Arabian Ranches that British Open winner Ian Baker-Finch created with Nicklaus Design. The course at the Jebel Ali Golf Resort is only nine holes and 3,299 yards, but it has all the features of a full-size course with spectacular Arabian Gulf views.

The 90-minute drive south from Dubai to Abu Dhabi provides an excellent opportunity to experience the area's sandy landscape. Surprisingly, according to Downie, the sand used in the bunkers for the area's golf courses is not native. "The sand there is dune sand, so the particle size is far too fine," he says. "When you pack it down it becomes like concrete, so they have to ship it in from places like Saudi Arabia."

Despite the often oppressive heat, the 365 days of sunlight make it ideal for growing grass and the courses make the most of ample desalinated and effluent water.



人們談論全球各地的高爾夫球勝地時，鮮有人會提起中東。不過迪拜和阿布扎比卻擁有一些出色的高爾夫球場，值得高球迷們一試。

酋長高爾夫球會所於1988年開幕，成為迪拜首間高球會後，這間被喻為「沙漠奇蹟」的高球會所迅即成為區內典範。時至今日，迪拜已經有九間高球會所，而鄰近的阿布扎比也有數間。

職業高球手Peter Downie曾在迪拜和香港工作，現任職新加坡聖淘沙高爾夫俱樂部，他認為阿聯酋高球場的優質設施一定會讓球手感到驚喜。

Downie說：「迪拜雖然只有九個高爾夫球場，但全部都達世界一流水準。在那裡打高球非常棒，又有很好的餐廳，而且治安良好，委實是度假的好去處。」

酋長高爾夫球會所每年舉辦歐洲巡迴賽旗下的歐米茄迪拜沙漠精英賽。球會另一球道 Faldo Course則是個18洞球道，晚間有泛光

燈照明，在這個夏天溫度高達攝氏50度的地方，晚上到此打球是個好選擇。

其姊妹會所迪拜河畔高爾夫球及遊艇會堪稱為中東最著名的會所俱樂部。會所的設計仿照阿拉伯帆船，藉此向當地的航海歷史致敬，這個建築造型還成為20迪拉姆紙幣上的圖像。

會所在參考丹麥高球手Thomas Bjorn的意見後，其27洞球場於2004年重新設計，當中九個洞擁有照明設備供晚間比賽。在全長6,967碼的Creek Championship Course球道上，設有四個河水環繞的河畔洞，為球手增加挑戰性。最具特色的是407碼的第六洞和544碼的第13洞；第六洞的發球區位於河上平台，而第13洞的果嶺是個小島，標準桿數為五桿。

這裡由名家設計的高球場也不少。Els Club高爾夫會所是耗資30億美元建造的迪拜體育城的一部分，球場由曾四奪高球大賽冠軍的Ernie Els所設計。這位名將把這個7,538碼球道比喻為「沙漠球場」。此話不假，場內不但有大量黃沙，還有高低起伏的球道，最後一洞達619碼，標準桿數為五桿。

相對於Els的球道以乾旱為特色，The Address Montgomerie Dubai高球會所的風格卻是截然不同。會所的重心是一個豪華度假村，高球場由蘇格蘭名將Colin Montgomerie與建築師Desmond Muirhead合作設計，球道長7,396碼，處處綠茵，更有14個人工湖和81個沙池，以及一間頂級的會所俱樂部和酒店。

仍在建設中的Jumeirah Golf Estates高球度假村原擬興建72洞球場，目前只有Greg Norman設計的「火」和「土」球道開放使用。「土」球道已成為每年舉辦歐巡賽的迪拜世界錦標賽Race to Dubai季度決賽場地。球場猶如一個綠意盎然的公園，有蜿蜒起伏的球道，兩旁綠樹成蔭，最後的四洞還有水池河道。與此同時，2010年啟用的「火」球道的設計深受海濱高球場影響，有別於「土」球道的設計，這個球道廣闊

Dubai Creek Golf and Yacht Club's famed clubhouse resembles an Arabian sailboat, in tribute to the area's seafaring history

迪拜河畔高爾夫球及遊艇會的著名會所以阿拉伯帆船為造型，向當地航海歷史致敬

Arabian Ranches clubhouse (far left)

Arabian Ranches會所 (最左)



The Abu Dhabi Golf Club is a prime example of the oases that can be achieved in the desert. Located a 20-minute drive from the city centre, its 18-hole National course hosts the annual Abu Dhabi Golf Championship, while the club also has the shorter Garden course. The 7,334-yard National layout features abundant water in the seven saltwater lakes, palm trees and shrubbery lining the fairways, and 90 bunkers. The courses are built around a memorable clubhouse shaped like a falcon.

Yas Links on Yas Island is one of many attractions in this entertainment zone. The club features an 18-hole layout where eight of the holes hug the coastline. On the par-three 17th hole, a confident blast is needed to clear the water and the deep greenside bunkers. The wind is another factor to worry about.

Saadiyat Beach Golf Club opened in 2010 and the nine-time Major winner Gary Player has made the most of a spectacular piece of land, giving one-third of the holes views of the Gulf. The holes have colourful names such as Split Personality, Mousetrap and Player's Alley, giving clues of what lies ahead on the heavily undulating course that features lush greenery, three lakes and blindingly white sand in its 67 bunkers. With the Dolphin View and Saadiyat Breeze par-three holes right on the ocean, this is a course to discover.

With the extreme temperatures in the area, Downie says the best time to visit is October through May.



Felipe Aguilar of Chile playing the eighth hole at this year's Omega Dubai Desert Classic, held at Emirates Golf Club

今年在酋長高爾夫球會所舉行的歐米茄迪拜沙漠精英賽，智利球手Felipe Aguilar在第八洞揮桿擊球

無阻，揮桿前必須小心審察場地，以免球掉進沙坑和長草堆中。

迪拜的其他高球會所包括：Robert Trent Jones Jr設計的Al Badia Golf Club，以及由英國公開賽冠軍Ian Baker-Finch與Nicklaus Design設計公司攜手打造的沙漠式草地球場 Arabian Ranches。此外，Jebel Ali Golf Resort的球場雖然只有九個洞，長度僅3,299碼，卻齊備所有標準規模球場的元素，還有阿拉伯灣美景相伴。

由迪拜驅車往南走約90分鐘車程便來到阿布扎比，沿途可趁機飽覽當地一片黃沙的地貌。Downie指出，讓人意料不到的是，當地高球場的沙坑所用的沙，並非來自當地的沙漠。他說：「這裡的沙都是沙丘幼沙，沙粒太幼細，一往下壓就會像混凝土般被壓

實，所以要以由沙特阿拉伯等地運沙過來。」

Downie又指出，當地雖然酷熱逼人，但球場利用除去鹽分的海水及流經的河水灌溉，因此綠草如茵。他說：「這裡一年365天都有陽光，水源又充足，種草容易多了。」

阿布扎比高爾夫俱樂部是在沙漠中建造綠洲的最佳例子。俱樂部距離市中心只有20分鐘車程，其18洞的National Course球道每年舉行阿布扎比高爾夫球錦標賽，另外還有一個長度較短的Garden Course球道。全長7,334碼的National Course有七個注入海水的湖泊，球道兩邊種植棕櫚樹和灌木，並有90個沙坑。球場圍繞著一個外觀像獵鷹的會所而建。

位於娛樂區Yas島上的Yas Links亦有引人入勝的高球設施。球會的18洞球道上有八個沿海岸設置的球洞，當中以標準桿數三桿的第17洞最具代表性，要讓球飛越海水和長草圍繞的沙池，必須有信心地揮桿準確擊球。在這裡打球還要考慮風速和風向。

於2010年開幕的Saadiyat Beach高爾夫俱樂部則是崛起的新星。球場由曾九次贏得主要大賽冠軍的高球名將Gary Player設計，有三分一的球洞坐擁海灣美景，壯麗非凡。球道的地勢起伏有致，每個球洞都有特別名稱，例如Split Personality（人格分裂）、Mousetrap（老鼠夾）、Player's Alley等。球道上綠茵處處，有三個湖泊，以及67個耀眼的白沙池，再加上名為Dolphin View（海豚景觀）和Saadiyat Breeze（薩迪亞特和風）的海上球洞，的確是值得造訪的球場。

由於當地氣溫異常炎熱，Downie建議最宜到訪的日子是10月至5月期間。CC

GOLF CLUB WEBSITES 高爾夫球會所網站

**Emirates Golf Club, and
Dubai Creek Golf and Yacht Club**

www.dubaigolf.com

The Els Club

www.elsclubdubai.com

The Address Montgomerie Dubai

www.themontgomerie.com

Jumeirah Golf Estates

www.jumeirahgolfestates.com

Al Badia Golf Club

www.albadiagolfclub.ae

Arabian Ranches

www.arabianranchesgolfdubai.com

Jebel Ali Golf Resort

www.jaresortshotels.com

Abu Dhabi Golf Club

www.adgolfclub.com

Yas Links

www.yaslinks.com

Saadiyat Beach Golf Club

www.sbgolfclub.ae



Gradual transition

陸續過渡

Cathay Pacific enters the second stage of migration to its new cargo terminal
國泰航空已展開搬遷至新貨運站的第二階段計劃

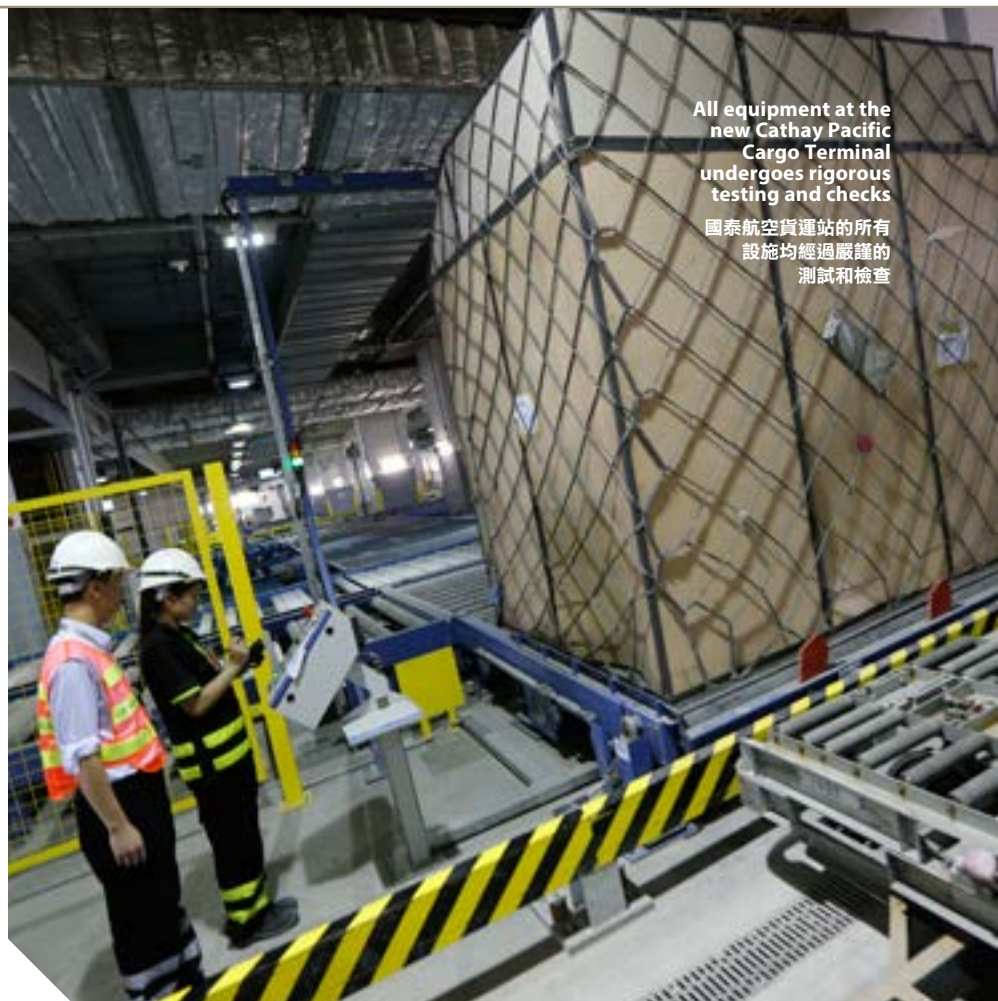
FOLLOWING CATHAY PACIFIC'S successful first-stage migration to its new state-of-the-art, HK\$5.9 billion cargo terminal, Stage Two of the transition began on 3 June, 2013.

Since commencing operations on 21 February, the cargo terminal has gradually started handling valuable cargo, transit civil mail and interface transfer transshipments for both Cathay Pacific and Dragonair.

Throughout the month of June, the terminal is gradually undergoing Stage Two of the migration, handling import and transshipment cargo for all Dragonair flights, followed by Cathay Pacific Airways passenger flights, and finally Cathay Pacific and Air Hong Kong freighters.

The planned transition process involves three stages in all. The 240,000-square-metre terminal is expected to become fully operational in the later part of this year, and it is expected to increase the annual capacity of Hong Kong International Airport by about 50 percent to 7.4 million tonnes a year.

The facility is designed to maximise land-use efficiency, to a level of more than 25 tonnes per square metre. Moreover, the terminal offers airlines advanced operational systems that provide extended cut-off times, last-minute cargo acceptance and shorter connection times for transshipments.



All equipment at the new Cathay Pacific Cargo Terminal undergoes rigorous testing and checks

國泰航空貨運站的所有設施均經過嚴謹的測試和檢查

To improve efficiency, various cargo-handling procedures have been revamped to cut out manual intervention, allowing all customers to book online and through mobile apps, for example, and allowing trucks to enter the truck docks directly by using RFID tag scanners.

The HK\$5.9 billion terminal is scheduled to be fully operational later in the year
斥資59億港元的貨運站將於今年稍後全面運作



國

泰航空斥資59億港元興建的新貨運站，繼第一階段搬遷工作完成後，第二階段亦已於2013年6月3日展開。

貨運站自2月21日啟用以來，已逐步處理經國泰航空及港龍航空運送的貴重貨物、轉口郵件和過境轉口貨物。

第二階段的搬遷工作在6月份陸續展開，所有經港龍客機、國泰客機，以及國泰貨機和香港華民航空貨機運送的進口和轉口貨物，會依次改用新貨運站處理。

新貨運站總樓面面積約24萬平方米，分三個階段開展運作，預期於今年稍後全面投入服務，屆時香港國際機場的貨物處理量可提升五成，達至每年740萬公噸。

新貨運站的設計充分善用土地面積，每平方米可處理逾25噸貨物，還採用了先進的營運系統，既能延長載件時間，同時可縮短緊急貨物交收及轉口貨物的接駁時間。

為了提升效率，多個貨物處理步驟都得到改善，以減少人為因素的影響。舉例說，顧客可直接透過互聯網或流動應用程式預約，貨車亦可利用無線射頻辨識標籤（RFID tag），直接駛進貨車裝卸泊位。CC



Director Cargo Nick Rhodes (centre) leads proceedings, with cargo agents from around the world in attendance
貨運董事羅禮祺(中間)主持簡報會，出席者包括來自世界各地的貨運代理

Up to **speed** 最新資訊

International cargo customers attended the Cathay Pacific Cargo Business Update
國際貨運客戶出席貨運業務簡報會

MORE THAN 60 cargo customers from around the world attended a cargo business update in March, hosted in Hong Kong by Cathay Pacific Cargo, and visited the recently opened Cathay Pacific Cargo Terminal.

Director Cargo Nick Rhodes presented the latest update for the business, while James Woodrow, General Manager Cargo Sales and Marketing, Peter Langslow, General Manager Cargo Services,

and Algernon Yau, Chief Executive of Cathay Pacific Services Limited, delivered briefings on matters concerning their respective departments. The guests enjoyed a tour of the HK\$5.9 billion facility.

The day's events ended with a dinner at Catalina's at the Headland Hotel and, over the following two days the agents were able to enjoy the spectacle of the Cathay Pacific/HSBC Hong Kong Sevens rugby tournament at the Hong Kong Stadium.





Guests let their hair down at the Cathay Pacific/HSBC Hong Kong Sevens

國泰航空/滙豐香港國際七人欖球賽的嘉賓盡情享受盛事



今年3月，來自世界各地逾60位貨運客戶出席國泰貨運舉辦的貨運業務簡報會，並參觀新近啟用的國泰航空貨運站。

國泰貨運董事羅禮祺向來賓簡報貨運業最新進展。貨運營業及市場部總經理韋靖、貨運服務部總經理藍仕榮及國泰航空服務有限公司行政總裁丘應樞則分別講解各自管轄部門的業務概況。來賓們欣然參觀了耗資59億元興建的貨運站。

在簡報會結束後，貨運客戶們在逸泰居酒店內的凱泰廳享用晚宴。其後兩天，他們在香港大球場觀賞精彩的國泰航空/滙豐香港國際七人欖球賽。CC

Top Agents Award Dinner

年度卓越貨運代理頒獎禮



Top agents are
toasted at the
annual dinner
頂級貨運代理們在
周年晚宴舉杯慶祝



It was a magical night, literally, for the Cargo Sales team
國泰貨運營業團隊歡度一個奇妙的晚上

THE CARGO HONG KONG Sales team held its annual Top Agents Award dinner on 25 April at the Ritz-Carlton Hong Kong, with more than 100 guests in attendance.

The event started off with an opening speech from Director Cargo Nick Rhodes, who thanked the top customers for their support in a challenging year. A total of 41 awards were presented by senior management.

General Manager of Cargo Sales and Marketing James Woodrow performed an impressive act of levitating a table – and the team hopes he will perform the same magic to raise the levels of the global air cargo business soon.



Magic touch: General Manager of Cargo Sales and Marketing James Woodrow (left)
奇幻魔法：貨運營業及市場總經理韋靖
(左圖) 技驚四座

國泰貨運香港營業部於4月25日假香港麗思卡爾頓酒店舉行一年一度的卓越貨運代理頒獎禮，逾100位嘉賓出席盛會。

晚宴以國泰貨運董事羅禮祺致詞拉開序幕，他感謝尊貴客戶們在充滿挑戰的一年裡，持續對國泰鼎力支持。國泰貨運的管理層在席間頒發了41個獎項。

在表演環節中，貨運營業及市場總經理韋靖表演的桌子漂浮特技，令在場嘉賓眼界大開。營業部團隊希望他也能施展魔法，令全球空運業務在未來蒸蒸日上。



Cathay Pacific wins three cargo awards

國泰榮獲三項空運大獎

Service and performance are recognised with prestigious awards around the world

國泰貨運在全球獲獎，反映服務及表現獲得肯定



Ashish Kapur, Regional Cargo Manager South Asia, Middle East & Africa, (centre, above) accepts the Indian award. The Air Cargo World Platinum award (right)

南亞、中東及非洲地區貨運經理Ashish Kapur（上圖·中間）在印度領獎；
《Air Cargo World》雜誌的白金大獎（右圖）

1 IN INDIA, Cathay Pacific Cargo was named Air Cargo Airline of the Year at the prestigious Indian Supply Chain and Logistics Excellence Award ceremony hosted by the Indian Chamber of Commerce (ICC) in New Delhi on 8 March.

The annual ICC awards recognise service range, operational performance and customer satisfaction as well as information technology infrastructure.

The award committee praised Cathay Pacific Cargo for being an "all-India player", and added that it excelled in the areas of network connectivity, turnover, products and services, energy efficiency, operations and customer satisfaction.

2 IN ATLANTA, Cathay Pacific was awarded the 2012 Cargo Airline of the Year by Hartsfield-Jackson Atlanta International Airport at the annual Cargo Appreciation Expo on 14 February. All local Atlanta cargo freight forwarders and trucking companies vote in the awards.

The ceremony was attended by more than 550 members of the airline, forwarder and trucking community.

3 CATHAY PACIFIC CARGO also picked the Air Cargo World magazine Platinum Air Cargo Excellence Award in the category of Air Carrier 800,000 or more tonnes.

The survey shows how airlines and airports are performing against an industry average and specifically highlights areas needing improvement.

1 在印度，國泰貨運於3月8日在新德里舉行、由印度商會（ICC）主辦的「印度供應鏈及物流卓越大獎」頒獎禮上，榮獲「年度最佳貨運航空公司」大獎。

這項印度商會的周年頒獎禮，乃根據服務範圍、營運表現、顧客滿意度、資訊科技基礎建設等作為準則，評選出業界的表表者。

評選委員會讚揚國泰貨運是「遍達全印度的貨運業者」，在網絡覆蓋面、貨運量、產品及服務、能源效益、業務營運，以至顧客滿意度均表現突出。

2 在亞特蘭大，國泰航空於2月14日舉行的年度航空貨運評鑑博覽會中，榮獲由Hartsfield-Jackson亞特蘭大國際機場頒發的「2012年度貨運航空公司」大獎。

亞特蘭大的各大貨運代理及貨運公司均參與投票，選出最出色航空公司。

是次頒獎禮有550多名來自航空公司、貨運代理及貨運業界人士出席。

3 國泰貨運在《Air Cargo World》雜誌的選舉中，在800,000公噸或以上航空級別，贏得「Platinum Air Cargo Excellence Award」卓越空運白金獎。

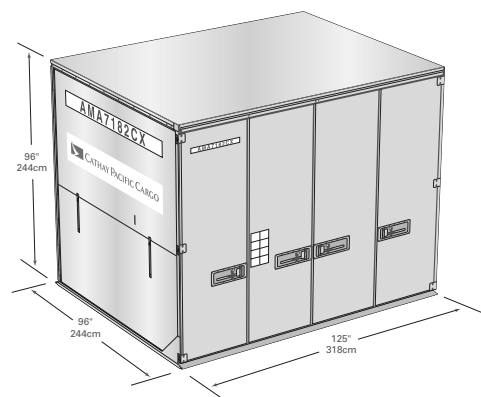
這項調查展現了航空公司和機場與業界平均表現的對比，並明確提出需要改進的環節。



The Cathay Pacific Cargo team with the 2012 Atlanta Cargo Airline of the Year award
國泰貨運團隊喜獲2012年亞特蘭大貨運航空公司大獎

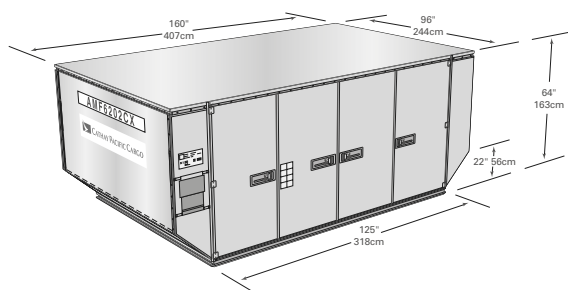
These are the Unit Load Devices (ULDs) that Cathay Pacific Cargo provides. Please visit www.cathaypacificcargo.com for detailed descriptions of each of the ULDs.

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，並參考各款集裝箱的詳情。



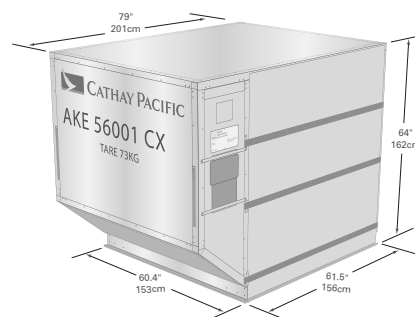
TYPE: AMA CONTAINER

ATA Code	: M1
Internal Volume	: 621 cu. ft. 17.58 mc
Tare Weight	: 477kg
Maximum Gross Weight	: 6,804 kg
Loadable Aircraft Type	: 747F



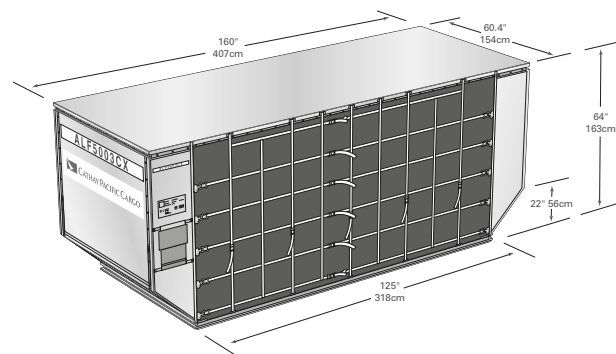
TYPE: AMF CONTAINER

ATA Code	: LD36
Internal Volume	: 516 cu. ft. 14.6 mc
Tare Weight	: 315 kg
Maximum Gross Weight	: 5,035 kg
Loadable Aircraft Type	: 747, 747F, 777, Airbus



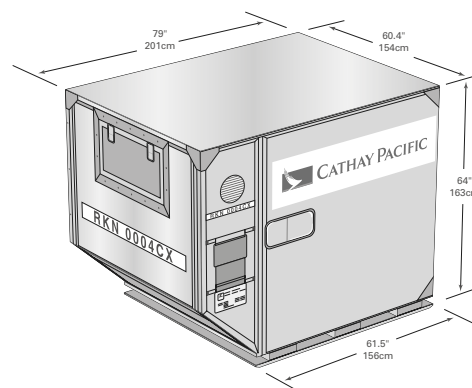
TYPE: AKE CONTAINER

ATA Code	: LD3
Internal Volume	: 152 cu. ft. 4.3 mc
Tare Weight (Light weight/Aluminium)	: 73 kg/100 kg
Maximum Gross Weight	: 1,588 kg
Loadable Aircraft Type	: 747, 747F, 777, Airbus



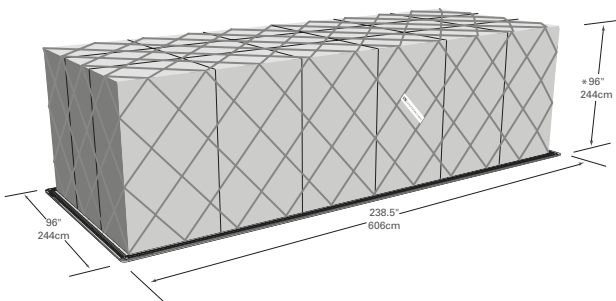
TYPE: ALF CONTAINER

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



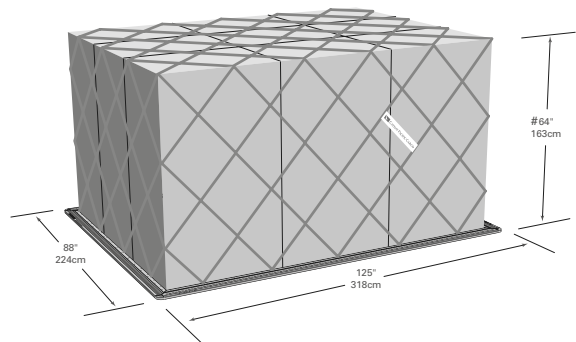
TYPE: RKN COOLTAINER

ATA Code	: LD3
Internal Volume	: 125.41 cu. ft. 3.55 mc
Tare Weight	: 190 kg
Maximum Gross Weight	: 1,588 kg
Loadable Aircraft Type	: 747, 747F, 777, Airbus



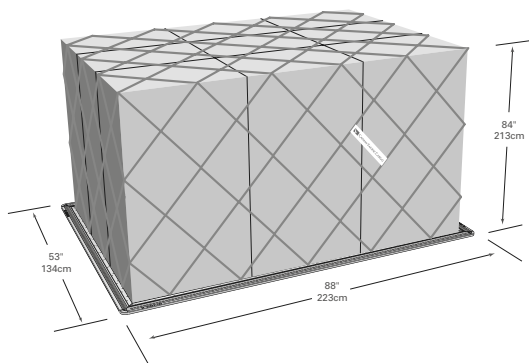
TYPE: PGA PALLET

Size – Base	: 96" x 238.5"	* Q6 Contour
– Height	: 96", **118"	** Q7 Contour
Tare Weight	: 565 kg	
Maximum Gross Weight	: 13,608 kg	
Loadable Aircraft Type	: 747F	



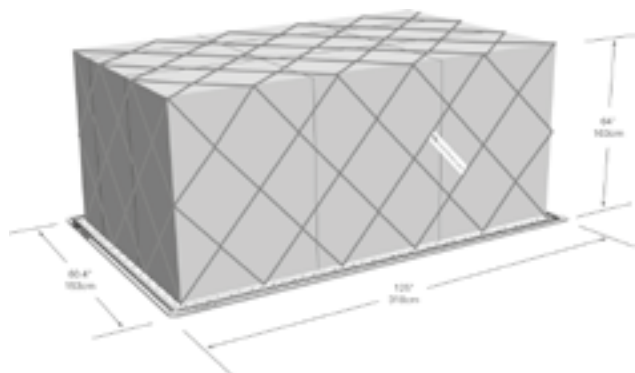
TYPE: PAG PALLET

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



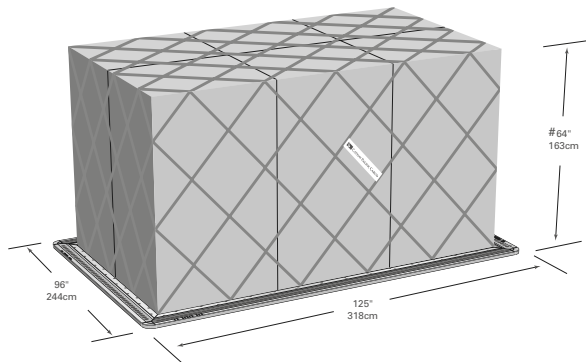
TYPE: PEB PALLET

Size – Base	: 53" x 88"
– Height	: 84"
Tare Weight	: 55 kg
Maximum Gross Weight	: 1,800 kg
Loadable Aircraft Type	: 747F



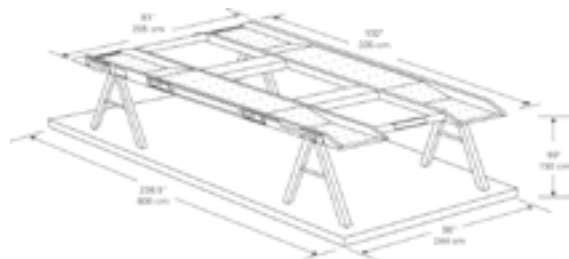
TYPE: PLA PALLET

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



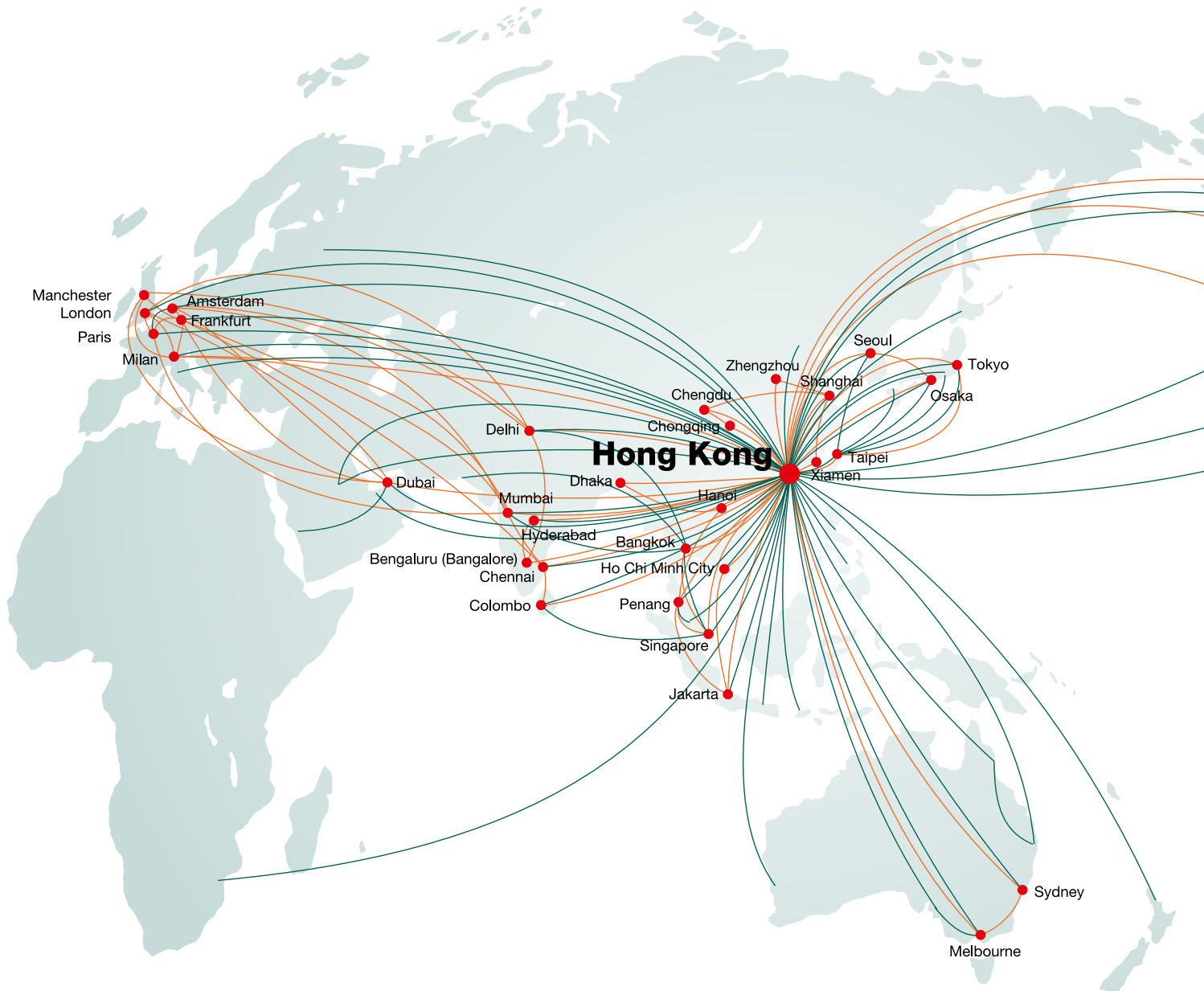
TYPE: PMC PALLET

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



TYPE: VZA, VRA – CAR RACK

Size	: Fitted on PRA/PGA pallet
Max Width of the upper car	: 79.5"
Max Width of the lower car	: 85.6"
Max Height of the upper car	: 56"
Max Height of the lower car	: 57"
Tare Weight	: 344 kg
Maximum Weight of each car	: 2,268 kg
Maximum Gross Weight	: 11,340 kg
Loadable Aircraft Type	: 747F
Standard CX car strap or normal strap must be used to secure the vehicle on the rack and pallet	



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

* No cargo uplift service

Information correct at time of printing. Please check the latest availability of service on www.cathaypacificcargo.com or 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。