



## Introduction

(by Nathan De Valck, Chairman of Pharma.Aero)

Over the past few months, the Pharma.Aero team has looked for ways to invite our members to become more keenly involved in activities and to deliver project updates more efficiently.

We have come up with some great ideas that you will see implemented shortly. One of the member communication concepts you may have noticed are newsletter topics that give more details on project status and member interviews. We will continue to send these newsletters regularly as well as rollout additional engagement opportunities.

This month we are excited to announce a new Pharma Manufacturer joining the group, Manoj Singh of MIAL sharing his views and a long list of conferences where Pharma.Aero will be represented.

---

## Membership Update

### Zoetis joins Pharma.Aero as 4<sup>th</sup> Pharma shipper

It is with great pleasure that Pharma.Aero welcomed in the past months the onboarding of Pharma Shipper, Zoetis. Rita O' Sullivan (Head of Global Transportation) is keen on the fact, that their membership will bring a lot of potential involvements in projects being launched by our organization. Please read [here](#) the press release of Pharma.Aero.

---

## Project updates

### Landing the ATB and DIGI2.0 GPT project

The **Air Transport Benchmark** project is in its final stages of completion. At this moment the project manager is finalising the technical report and the white paper, so that it will be ready for distribution during the upcoming General Assembly in November in Budapest.

During the past months, the **Global Pharma Tracker** project has been further developed. The Pharma.Aero project leads are currently drafting the technical report of the project. The project results are promising, and a list of best practices has been developed in relation to digitalization and working with multi-layer data platforms and data sources. Pharma.Aero aims to finalise the project by our next General Assembly in Budapest, where we will be able to share the technical report and white paper.

## Member in the spotlight

### Your Company and position:

I have spent more than 27 years in aviation. In my entire career I have led various portfolios including Airport Operational Functions, Airline Functions, Warehouse management, Customer Service, Ramp Handling, and Perspective Planning. My areas of expertise include Commercial, Business Development, Airline Contracts, Project Management and Logistics. I have held different positions at various Indian Airports like Delhi, Hyderabad and Bengaluru. And currently I am leading the cargo division of GVK Mumbai International Airport Limited (BOM Airport), since 2011, where I am responsible for overall cargo business operation and cargo project development as per Master Plan.

### Your relation to airfreight pharma:

From the beginning of my carrier, I have had great passion for Pharma with the aim of promoting Pharma business in air transport. I've been actively involved with life sciences since 2008 when I was leading cargo operations at Hyderabad Airport. I was instrumental in commissioning India's first airport based dedicated Export Pharma Zone at Hyderabad Airport. During my current tenure with BOM airport, I've developed India's largest Import Pharma Zone and Envirotainer Station along with obtaining IATA CEIV Pharma Certification for MIAL. And presently I am focussing on enhancing the "Export Pharma handling capacity" by 2,75,000 tons per annum and introducing "Cooltainer" to offer temperature controlled transport for Pharma products on tarmac.



**Manoj Singh**

*Senior Vice President & Head - Cargo*

**Mumbai International Airport Limited (MIAL)**

**Any interesting developments within your company in relation to airfreight pharma you want to share?**

Pharma Infrastructure Development, Digitization of Pharma Supply Chain and Cooltainer are underway at BOM Airport.

**What is the added value that Pharma.Aero can bring to the pharma handling in our air cargo industry?**

GVK MIAL is optimistic that Pharma.Aero together with CEIV Airports brings a big change in the Pharma Supply Chain bridging the gaps and creating efficiency in the overall chain of air transport.



## Calendar: Join us around the world!

### Set the dates and find here our update of events where Pharma.Aero will be present:

[FlyPharma Conference Europe, Copenhagen](#), Denmark, 22-23 October 2019

[IATA AirPharma Conference](#), Amsterdam, The Netherlands, 29-31 October 2019

[Air Cargo Americas, Miami](#), USA, 29-31 October 2019

[China Air Cargo Summit](#), Hangzhou, China, 12-14 November 2019

[TIACA's Executive Summit 2019](#), Budapest, Hungary, 19-21 November 2019

[Annual Supply Chain Innovation Leaders Summit: Visualizing The Future](#), Barcelona, Spain, 20-21 November 2019

[Air Cargo India](#), Mumbai, India, 25-27 February 2020

### General Assembly:

[TIACA's Executive Summit 2019](#), Budapest, Hungary, 19th of November 2019

[IATA World Cargo Symposium](#), Istanbul, Turkey, 10-12 March 2020

**WE CONNECT PHARMA**



**Pharma.Aero VZW**

Bedrijvenzone Machelen Cargo 706  
(mailbox 92) - 4<sup>th</sup> floor, Room 411  
B - 1830 Machelen, Belgium