



Introduction

by **Nathan De Valck**

In November, Pharma.Aero enlarged its membership base with another 3 new Full Members: Dubai-based logistics and transportation services company First Priority Cargo, global 4PL BDP International and Lima-based ground handler SAASA (Servicios Aeroportuarios Andinos S.A). We are proud to welcome them all into the Pharma.Aero family. You can read more about these three companies in our Members update section below.

As Project Sunrays is in its final stages, Pharma.Aero together with TIACA will soon publish the project's white paper, in December to be distributed to the air cargo industry. In the Projects update section, you can read about this project's progress. Pharma.Aero has the ambition to roll out six new projects in 2021. To keep you informed and provide you with regular updates, Pharma.Aero will be organising project update webinars in 2021.

Further in this newsletter, you will find the additional details on our Strategy Update Meeting, which is planned on December 16, 2020 as well as a link to the recently published IATA guidelines for vaccine and pharmaceutical logistics and distribution. This month, get to know Mr. Andrea Battaglia, Special Products Development Manager, Alha Group in the First Person interview.

Stay safe, enjoy this newsletter and stay connected!

Nathan De Valck

Chairman of Pharma.Aero

Members Update

Pharma.Aero has recently onboarded three new Full Members.

BDP International, an international 4PL non-asset based provider, understands the complexity involved in effective end-to-end supply chain management. With 284 offices and partners worldwide, BDP International manages broad supply chains through their connected global network.



First Priority Cargo was established in 2009, in Dubai, to provide best-of-breed logistics and transportation services whilst positioning and differentiating itself through a commitment to excellence across all areas of business. This pursuit has enabled the company to grow and expand 24 offices spread across 12 countries, coupled with strong worldwide partnerships with dedicated agency networks.



SAASA (Servicios Aeroportuarios Andinos S.A) is a Peruvian company that belongs to the Andino Investment Holding - AIH group. The company provides airport services such as ramp handling, cargo storage services etc., guaranteeing effective, agile and 100% safe operations. Their international cargo warehouse has a strategic location, within the operating perimeter of the Jorge Chávez International Airport, spanning 50,000 m² for cargo storage and 7,000 m³ of cold room for perishable cargo.



Projects Update

Project Sunrays: Joint project between Pharma.Aero and TIACA on Useful Guidelines for Optimal COVID-19 Vaccine Transportation

We have recently launched the second edition of the global air cargo readiness survey on Covid-19 vaccines distribution, in which we will evaluate the progress of the state of industry preparedness since the first survey conducted three months ago, now that more information is available. The first white paper will be published in December.

Project Updates Webinars 2021

Pharma.Aero will be planning quarterly webinars to provide our members with the latest insights and developments of ongoing projects and to seek expression of participation from our members for future projects.

Save these dates in your agendas for the planned Project Webinars 2021:

- Tuesday January 19, 2021 (1-2.30pm CET)
- Thursday May 20, 2021 (1-2.30pm CET)
- Thursday September 16, 2021 (1-2.30pm CET)
- Thursday December 9, 2021 (1-2.30pm CET)

New guidelines published by IATA

Have a look at the recently published IATA guidelines for vaccine and pharmaceutical logistics and distribution by clicking [HERE](#)

Pharma.Aero Strategy Update Meeting

On December 16, 2020 (1-2.30pm CET), Pharma.Aero will host its virtual strategy update meeting. Together with our Strategic and Full members, we will discuss on the strategic directions and priorities of Pharma.Aero in the coming years.

Earlier, we have invited our members to participate in a SWOT analysis of the organisation. The Board of Directors has consolidated the feedback to determine the way forward. We highly value all your insights and contribution and we invite you to join us in the Strategy Update Meeting. Together, we will determine and set out the strategy for Pharma.Aero for the next few years to come.

The invitations to this meeting have been sent out this week via mail. Please send a mail to administration@pharma.aero if you have not received this invitation (Strategic and Full Members).

Member in the spotlight



Andrea Battaglia,
Special Products Development Manager
at Alha Group

Your Company and position:

Alha Group Special Products Department delivers handling and trucking services for any kind temperature-sensitive and high-value products, in compliance with GDP and IATA CEIV Pharma standards. In my position, I have the responsibility to ensure high performance, the best levels of service quality, total product integrity and the development of our customers' business.

Your relation to airfreight pharma:

Italy is one of the main pharmaceuticals producing countries in Europe, with increasing export volumes. Our goal is to become the leading provider of handling and trucking services for goods shipped by air by Italian pharmaceutical manufacturers.

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

Alha has four IATA CEIV Pharma certified stations, and provides a comprehensive range of GDP compliant services, including domestic and international trucking services.

We provide innovative solutions, supporting our clients with tailor-made services, collaborating on multiple working groups with global pharma manufacturers in order to stay updated with new market trends and logistics requirements.

In preparation for the future transportation of vaccine for COVID-19, we collaborate with regulators and airport authorities in Milan and Rome, being persuaded that only with an enlarged view and with a community approach, we can face this outstanding challenge.

Our staff is being prepared to face this operational challenge with stress-tests and scenario exercises, specific training programs and deployment of specific SOPs defined with airlines and Freight Forwarders.

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

Pharma.Aero can bring a new point of view to the members, working as point of aggregation and discussion, a place where we can share our difficulties in daily operations and finding together new solutions for future challenges in logistics, a privileged listening point for pharma shippers and air cargo stakeholders.

As member of Pharma.Aero we have the possibility to enlarge our knowledge in pharma logistic in an international scenario and, at the same time, we have the opportunity of bringing to this platform our experience and our ideas with the unique goal of giving transparent and clear processes to the customers and making air cargo a solid and trustable industry.