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Ocean Fast Facts

Between 2002 and 2008, which Brazilian ocean port increased their ocean volumes 100% and remains the largest ocean port in Brazil in terms of TEU?

- Pecem
- Belem
- Manaus
- Santos

[Click here to see the answer!](#)

Answer: **D. Santos.** The port of Santos, Brazil remains the largest container port in Brazil.

CONTAINER MOVEMENT (units)

	2002	2003	2004	2005	2006
Total	832,157	1,037,371	1,247,130	1,478,428	1,603,868

Source: http://en.wikipedia.org/wiki/Port_of_Santos and <http://www.portodesantos.com.br/authority/estatistica.html>



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LCL Express - It's here!

AIT has recently launched a new LCL program from Shenzhen/Yantian/Hong Kong and Shanghai to the United States west coast, with more destinations soon to follow. The program, called **LCL Express**, offers industry leading LCL transit time on dedicated weekly COSCO vessels via Los Angeles through our vendor partner, COSCOEx. Transit times of 21 to 23 days ex CFS Shanghai to Door Chicago are available.

Combining direct dedicated weekly boxes with expedited delivery services to door locations throughout the Continental United States, the service offers an economic alternative to air freight, or expedited LCL solutions at a small price premium.

AIT's **LCL Express** service was introduced to supplement AIT's successful FCL Ocean Express program. Ask your AIT representative for more details and service specifics!

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Global Holidays Abound in June!

As those in the northern hemisphere gear up for summer, there are a few key holidays to be aware of during June. Office closures may be in effect in certain countries. Several bank holidays also exist in June, so check with your AIT representative to ensure accurate information regarding closures.

June 1 - June Holiday (Ireland)

June 10 - Portugal Day (Portugal)
June 12 - Russia National Day (Russia)
June 14 - Flag Day (United States)

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U.S. Exports Volumes Remain Steady - Plan Ahead!

Please be reminded that exports remain steady. Over the past 30 days, the market has experienced a slight increase in the import volumes from overseas, which will assist the available U. S. export supply, especially within key intermodal markets in the interior US including Chicago, Minneapolis, Kansas City and St. Louis.



While the equipment situation is improving, AIT advises exporters to plan early for booking their shipments to ensure equipment and container availability in origin cities. This remains especially critical when planning within your supply chain for multiple full container load (FCL) shipments.

Less than container load (LCL) booking availability remains wide open. As always, AIT would like to remind our customers who are transporting special commodities, such as refrigerated and flat rack/ open top equipment, to also allow for ample planning and booking time. Speak with your AIT representative to address your specific container needs.

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Gulf of Aden Surcharges = Customer Advisory

Please be advised that certain ocean carriers offering service through the Suez Canal or via the Gulf of Aden region have begun to charge a Gulf of Aden surcharge. This surcharge is related to piracy activity in the Gulf of Aden / Somalia region. Charges vary by carrier and origin/ destination pair, so please contact your AIT representative should you have any questions or concerns.

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The Fight against Piracy Continues

In last month's AIT customer eNewsletter, it was reported that carriers like Maersk were stepping up their efforts on piracy, especially in the regions off Somalia and the Gulf of Aden. The May 22 edition of the Journal of Commerce Online contained a story about navies from Canada and Italy foiling recent attacks against two vessels in the Gulf of Aden.

A U.S. cargo ship, the Maersk Virginia -- from the same fleet as the Maersk Alabama, whose captain was held captive for four days in April, and a Lebanese-flag cargo ship, the Maria K, were both rescued in the same region. CBS News reported directly from the Canadian warship HMCS Winnipeg after it responded to a distress call by the Maria K. The crew of the Canadian warship reported fire exchange in the form of rocket propelled grenade fire from the pirates. Within minutes, three naval helicopters were dispatched from the HMCS Winnipeg toward the Maria K, located about 60 miles away. The pirates broke off their pursuit of the Maria K and headed instead for the nearby American ship. Immediately thereafter, an Italian Navy helicopter joined the Canadian aircraft. With the helicopters hovering overhead, the pirates gave up their attempted hijacking and threw their weapons overboard before their boat was boarded by Italian seamen.

Piracy in the Gulf of Aden region off the coast of Somalia remains a threat to the shipping community. Several countries are counteracting the threat by positioning international warships into the region to protect merchant ships and the overall ocean supply chain that relies on this important sea lane between Asia, Africa and Europe. Additionally, several merchant ships are now navigating this region in convoys and naval forces are supposed to be available within 30 minutes via helicopter in the event of an attack.

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Moisture Sensitive Cargo - Protect It!

In a past issue of this eNewsletter, AIT reported on a product that can assist in controlling the moisture of cargo moving within seafreight containers. AIT has received several inquiries from customers since that original article was published, and thought it would be a good idea to take this opportunity and remind both our existing customers and new customers of AIT's specialized services

in moving moisture-sensitive commodities.

Outside of AIT's Perishable division, which specializes in transporting fresh, frozen and refrigerated commodities, the other divisions of AIT often handle an array of cargo requiring special handling, such as moisture-sensitive cargo.

Frequently on the high seas, cargoes moving within sea-going corrugated containers are subject to extreme temperature and humidity extremes while in transit. Ocean freight containers are sometimes offered in refrigerated (temperature controlled) or insulated containers, which help control and maintain temperature and humidity factors throughout the transit of freight.

Refrigerated and insulated containers come at a premium price of standard dry containers, which are not humidity or temperature controlled but can subject sensitive cargo to moisture and damage. These containers are considered "special equipment" and generally are not as readily available in the container fleets of ocean carriers.

For those commodities susceptible to moisture but because of low cargo value cannot justify the premium price or expense of "special" equipment, there are products in the marketplace that are less expensive than paying for special equipment when booking with an ocean carrier. Companies such as Multisorb Technologies of Buffalo, New York (www.multisorb.com), offer moisture reduction packs to stow in containers while in transit. These packs have the potential to reduce moisture damage while in transit and come at a fraction of the cost of booking special insulated equipment.



Importers of footwear or fashion accessories or other moisture-sensitive commodities might benefit from this product. Contact your AIT representative for questions to see how these types of products may save on your bottom line when transporting moisture-sensitive commodities.

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Where are the Ships? Singapore ... or elsewhere?

According to Joseph Bonney of the Journal of Commerce in late May, the New York Times reported a total of 735 ships at anchorages in Singapore and the surrounding areas. At initial glance, one might assume the recent economic crisis that appears to be weakening is contributing to ongoing dwell time at the port; however, The Maritime and Port Authority of Singapore apparently took exception to the New York Times article.

The Marine and Port Authority of Singapore indicates that even during more stable economic times, 400 to 500 ships are in port anchorages daily, but that more than 95 percent are there for less than 10 days. As a major port, Singapore attracts ships awaiting employment, undergoing repairs or taking on fuel at the world's largest bunkering port, thus inflating the perceived "poor" market and excess available capacity in maritime.

The Journal of Commerce pointed to clear evidence that the number of ships laid up just outside the harbor has increased, and this number includes ships that are maintained for quick reactivation or "hot" layup, and an increasing number of vessels in "cold," or long-term, layup. It appears that excess capacity at "anchorage" at places like Singapore or Hong Kong will remain a hot topic entering the historical peak season that approaches in June.



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Contract Season is approaching in the Transpacific Market ... Peak or No Peak in 2009?

As earlier reported in the May AIT customer eNewsletter, the Transpacific Stabilization Agreement (TSA) member carriers servicing the Asia to USA trade are recommending an unprecedented schedule of minimum base freight rates for their upcoming service contracts. The recommendations arrive as the TSA is making efforts to stabilize revenues and services based on the recent activity in rate reductions. Members of the TSA are proposing the establishment of floor rates to help ensure rate stability and make certain that member carriers are keeping freight rate levels profitable for the member carriers.

As of now, ocean freight levels on the Transpacific eastbound service remain at historically low levels. Additionally, these levels both to the port and for intermodal cargo within the United States are non-compensatory, meaning the carriers are losing money or claiming to lose on some of the lanes as of the writing of this article.

Additionally, carriers are reporting that no decision has been made on whether or not the historical Peak Season that typically starts on June 15 and goes through October or November of each year will apply during 2009. Carriers are also reporting that contract negotiations are underway in the market, but most post June 30 rate levels will not be known until mid-June, as the first large beneficial cargo owner and NVOCC ocean contracts are finalized.

As published last month in the AIT customer eNewsletter, the TSA carriers proposed new minimum rates (per 40' container) which should be applied in all contracts not yet concluded, as soon as possible but no later than July 1, as follows:

US \$1,350 to the west coast
US \$2,500 via east coast all-water service

- Guideline minimums have also been adopted for selected minilandbridge (MLB) and inland point destinations.
- Guideline minimum rates per high-cube 40-foot container have been recommended at levels \$100 above those for standard 40-foot units.
- All 2009-10 contracts should expire by no later than April 30, 2010, the traditional cycle in the Transpacific.
- All contract offers should be subject to full, floating bunker charges per TSA's revised formula, with quarterly adjustment and separate charges for west coast and east coast sailing.

The TSA member list of carriers includes the following carriers: APL, Ltd., China Shipping Container Lines, CMA-CGM, COSCO Container Lines, Ltd., Evergreen Line, Hanjin Shipping Co., Ltd., Hapag Lloyd AG, Hyundai Merchant Marine Co., Ltd., Kawasaki Kisen Kaisha, Ltd. (K Line), Mediterranean Shipping Co., Nippon Yusen Kaisha (N.Y.K. Line), Orient Overseas Container Line, Inc., Yangming Marine Transport Corp. and Zim Integrated Shipping Services.

It is clear that as part of their contract negotiations plan, TSA carriers will continue to aggressively seek cost recovery. AIT is in direct contact with the TSA lines and monitoring the market very closely. Post June 30th rate levels will be in place for the 2009-2010 shipping season during the first three weeks of June.

Will 2009 be a Peak Season? At this date, it appears 2009 will not be a Peak Season year. Will the carriers try to increase rates? Yes, as rates are historically low and the carriers are struggling with making any profits currently in the Transpacific eastbound trade. The amount of any potential increase is not known. There is a chance that the TSA carriers will sustain current rate levels to maintain capacity. Much of that will depend on economic developments in the US and China.

It appears there are signs of life and some moderate recovery and perhaps carriers may push for a late year "Peak Season" and "GRI" or general rate increase. Updates on the market will be passed along to AIT customers. For those customers seeking new rates for the 2009-2010 shipping season, please bear in mind the shifting market conditions on the Transpacific trade lane and contact your AIT representative to clarify rate validity as needed.



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BUZZ WORD OF THE MONTH

War risk insurance

Insurance coverage against war risk as outlined in detail in some dozen rather specific paragraphs of an insurance policy. The policy conditions must be read in full for comprehensive understanding. In general, they cover risks of capture and seizure, destruction or damage by warlike operations in prosecution of hostilities, civil wars and insurrections or in the application of sanctions under international agreements.

Source: Directory of International Trade, 7th Edition; 2006 Edward G. Hinkelman.

War Risk vs. Piracy? Are you covered?

War risk insurance is an important consideration when moving freight to regions within the world that may be susceptible to outbreaks of war and violence. Recently, global coverage in the news of piracy in the Gulf of Aden have some customers asking questions on whether or not standard war risk insurance is enough to cover the value and transportation of cargo that is either delayed, stolen or lost as a result of acts of piracy.

Because war risk insurance policies are often written for specific shipments, (i.e. unique origin/destination and commodity pairs), as well as other shipment or geographic characteristics related to the shipment, the answer to this question is generally "no." Customers should carefully review their existing war risk policies or standard marine transportation policies to determine the

specific coverage limitations. As piracy is generally not considered an act of war, cargo violated by pirates most likely would not be covered by a standard marine or war risk insurance policy.

In order to investigate insurance requirements and determine cargo coverage in high risk regions under acts of piracy, speak with your AIT representative to ensure coverage for your freight is adequate.

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The Parting "Wave"

The AIT Ocean Systems team would like to thank you for your support during the month of June. As summer approaches later this month, AIT is already planning and in discussions for contract negotiation season on the Transpacific trades as well as expanding carrier alternatives around the world. AIT has signed new ocean carrier contracts to offer additional sailing and service alternatives for our customer base shipping to and from Europe and between the Americas.

Preview July 2009 AIT Ocean eNewsletter:

Another ocean "fast fact" from south of the equator.

If you have any questions or comments regarding the Ocean eNewsletter, please contact [Kevin Krause](#) from the AIT Ocean Department.

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2009 CNS Partnership Conference

Conducted this year at the La Costa Resort and Spa in Carlsbad, CA, the annual CNS (Cargo Network Services) Partnership Conference took place on May 3-5, 2009. Gathering over 400 executives, speakers and panelists representing airlines, freight forwarders and other related interest groups, the event - appropriately themed "Implementing the Vision" - addressed several issues currently facing the air cargo industry.

The casual comfortable setting belied an industry searching for the proverbial light; exploring and discussing when the current recession ends and business gets back to "normal," knowing full well we will emerge from this economic situation very different than when we started.

The Keynote Address at this year's conference was delivered by Robert Crandall, former Chairman and CEO of American Airlines Cargo. Mr. Crandall's comments derive from years of hands-on industry experience weathered now with the perspective of having been in and now out of the day-to-day operation of running an air carrier.

With permission, we provide our readers with the full text of Mr. Crandall's keynote address so that you too might enjoy and reflect upon his observations:

The theme of your conference - Implementing the Vision - sounds like a challenge appropriate for the airline industry; if only it could do so!

Although I have never seen a vision statement for the industry, I assume that if there were one it would include fewer crisis, consistent profits, better labor-management relations, more on time flights, fewer customer complaints and less general disapprobation.

It's astounding how elusive that simple set of objectives has been. I've been in and around the business for almost 40 years now, and I can remember few times when some crisis or the other wasn't stalking the industry. Way back in 1973, when I joined American from TWA, the then senior vice president of operations was in the elevator lobby as I disembarked, and asked if I knew what a mess I was getting myself into. And it's been like that ever since.

Indeed, it's been like that forever in commercial aviation. In the years since the Wright Brothers first flew ... [\[read the complete speech here\]](#)

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Airlines bank on extra fees in down times

The onslaught of more airline fees on everything from checked bags to seat assignments is helping airlines bring in more cash, but for travelers it can mean muddled comparison shopping when seeking the lowest cost for a flight.

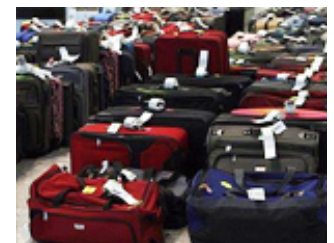
Add-on fees have become an effective way for airlines to boost revenue at a time when recession-weakened travel demand compels them to drop fares.

Atlanta-based Delta Air Lines in July starts charging passengers on international flights a \$50 fee each way for checking a second bag. Other airlines are studying the move but have not yet matched. That means travelers who check two bags may find a lower fare on Delta compared with other carriers, but their cost for traveling could end up higher.

Various airlines have baggage charges that can add up fast. Pack a third bag on an international flight and Delta will tack on another \$200 fee each way, for example. Overweight bags on a Delta international flight would each cost at least \$300 extra round trip and oversized bags would each cost \$350 extra round trip.

Even on domestic flights, "your \$78 airplane ticket can be \$600 or \$700 in a New York minute just because you didn't pay attention" to fees for extra, overweight and oversized bags, said Tom Parsons, founder of Bestfares.com.

The fees enable airlines to win bookings from customers using



travel Web sites to compare prices and choose the lowest fare, then collect more revenue when travelers arrive at the airport with extra bags or seek other services.



Bill Swelbar, a researcher at the International Center for Air Transportation at the Massachusetts Institute of Technology, said airlines have had to look for other revenue sources because fares alone don't cover the cost of travel.

"The airline seat is a commodity product," Swelbar said. Airlines believe they must offer the lowest fares "because so many decisions on travel are based on price and price alone."

AirTran Airways chief financial officer Arne Haak has said travelers will spend hours searching for fares online to save \$8, then "come to the airport and spend \$20 to buy a soda, a bag of chips, a candy bar and a magazine that they could have bought for half the price."

Parsons said "John Q. Traveler" seems much more concerned about finding the lowest base fare. "All the other incidentals they don't seem to be upset with," he said.

While most airlines already charge for checked bags on domestic flights, baggage rules have been more liberal for international travel, where longer trips may require more bags and fares often are already much higher.

"Now they're telling you you've also got to pay for bags," Parsons said. "I remember when they used to give you bags. Where's my old Pan Am bag?"

Delta, which reported a \$794 million loss for the first quarter, said it took in more than \$160 million from baggage fees in the quarter. It expects the new international second checked bag fee to generate about \$100 million annually.

Chicago-based United Airlines said it takes in about \$14 in ancillary revenues and fees per passenger.

One carrier - Southwest Airlines, which does not fly to Atlanta - has held back on charging many of the extra fees, and it promotes the difference.

But other discount airlines, including Spirit and Allegiant, have gone further than the big carriers, including a fee for bookings made online and charges for non-alcoholic beverages.

And US Airways is adding a fee on top of a fee. On July 9, the carrier plans to begin charging \$5 for paying checked bag fees at the airport instead of online. US Airways also charges for international checked bags to and from Canada, Latin America and the Caribbean, but not to and from Europe and Asia.

A consumer's only defense at this point is careful research and adjusting plans to avoid fees.

Technology is in the works to make it easier for travelers to compare prices. The technology is being developed for reservations systems that airlines and travel agencies use to sell airline tickets.

Some travel Web sites also offer fee comparisons. TripAdvisor in February launched a flight search engine with a fees estimator that asks travelers how many bags they will check, whether they have elite frequent flier status - which can affect which fees apply - and if they will want food, drinks or entertainment in flight.

Other travel sites, including Orbitz, Expedia and Travelocity, offer charts that compare different airlines' fees. Another site, flyingfees.com, compares airline fees.

According to a TripAdvisor survey, 36 percent of respondents said they have been surprised by the cost of checked baggage fees at the airport.

"I thought there would be more backlash from the traveling public over the payment of fees than there has been," Swelbar said.

By Kelly Yamanouchi
The Atlanta Journal-Constitution
Sunday, May 10, 2009

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Northwest history to be in Delta museum

Delta Air Lines can paint over the iconic red tails of Northwest Airlines' jets. It can outfit Northwest flight attendants with Delta uniforms. It can serve Delta food on Northwest planes.

But one thing Delta can't do is replace 80 years of Northwest history. Nor can it relieve the sense among many Northwest workers that "their" airline is no more.

Perhaps in recognition of those realities, the world's largest airline today is taking a step toward acknowledging Northwest's history with an exhibit at the museum at Delta's Atlanta headquarters.



"Red Tail Flying: Voices and Images of Northwest Airlines" opens to the public today at the Delta Air Transport Heritage Museum. The long-term exhibit includes models of a Northwest Boeing 747 and Boeing Stratocruiser, videos of Northwest commercials and artifacts such as dishes and flatware from in-flight meals. Delta also updated the merger history portion of its museum to include Northwest.

Airline workers often hold to the identity of their premerger carrier for years. Labor relations can be messy in an airline merger, particularly when a highly unionized carrier like Eagan, Minn.-based Northwest is acquired by a mostly nonunion one like Delta. Major labor representation issues involving flight attendants and ground workers have yet to be resolved.

Northwest employees "had a lot of pride" in their airline, said Mike Campbell, Delta's vice president of human resources and labor relations. The Northwest exhibit is an effort to honor the history of the airline, he said.

Dean Bakken, a Northwest retiree and volunteer at the Northwest Airlines History Centre in Bloomington, Minn., said, "There is sort of a loss in a sense. ... You kind of hate to lose your own airline.

"I think I worked for Northwest at the best of times," said Bakken, who logged more than three decades there, from 1959 to 1993. In past decades, "they made money hand over fist," he said. "It's not like now."

Campbell said Northwest employees are "embracing the Delta culture," which he said focuses on "taking care of the people."

People who wish to visit the new Northwest exhibit should call ahead to be put on a security checklist for entrance into Delta's corporate campus. For more information, go to www.deltamuseum.org or call 404- 773-1219.

By Kelly Yamanouchi
The Atlanta Journal-Constitution
Tuesday, May 19, 2009

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Featured Airplane: [Boeing 707](#)

If you are old enough to remember this month's featured airplane, you are old enough to remember the disaster films of the 1970's. "Airport", based on the Arthur Hailey novel was the first of this genre followed by movies like the "Poseidon Adventure", "The Towering Inferno" and the "surround-sound" extravaganza "Earthquake".

As much as "Airport" and these other movies were notable for their casts of stars, in "Airport" equal to top-billing was the Boeing 707. Having survived an explosion while over the Atlantic the focus of the movie became the safety of the passengers as the pilot and crew turned the damaged plane around to land. Having landed safely with a hole in its side, the George Kennedy character remarked, "The only thing the 707 can't do is fly itself".

The **Boeing 707** is a four-engine commercial passenger jet airliner developed by Boeing in the early 1950s. Its name is most commonly spoken as "Seven Oh Seven". Boeing delivered a total of 1,010 Boeing 707s, which dominated passenger air transport in the 1960s and remained common through the 1970s. Boeing also offered a smaller, faster version of the aircraft that was marketed as the Boeing 720.



Air India 707-320B

Although it was not the first commercial jet in service, the 707 was among the first to be commercially successful, and is generally credited as ushering in the Jet Age. It established Boeing as one of the largest makers of passenger aircraft, and led to the later series of aircraft with "7x7" designations.

Development

The 707 was an outgrowth of the Boeing Model 367-80. The "Dash 80" took less than two years from project launch in 1952 to rollout on May 14, 1954. This was powered by the Pratt & Whitney JT3C engine, which was the civilian version of the J57 used on many military aircraft of the day, including the F-100 fighter and the B-52 bomber.

The prototype was conceived for both military and civilian use: the United States Air Force was the first customer for the design, using it as the KC-135 Stratotanker midair refueling platform. It was far from certain that the passenger 707 would be profitable. At the time, Boeing was making nearly all of its money from military contracts.

The 132-inch fuselage of the Dash 80 was only wide

enough to fit two-plus-two seating. Answering customers demands and under Douglas competition, Boeing soon realized that this would not provide a viable payload, so decided to widen the fuselage to 144 in, which would allow six-abreast seating. However, Douglas had launched its DC-8 with a fuselage width of 147 in. The airlines liked the extra space, and so Boeing was obliged to increase the 707's cabin width again, this time to 148 in.

The first flight of the first production 707-120 took place on December 20, 1957, and FAA certification followed on September 18, 1958. A number of changes were incorporated into the production models from the prototype.

While the initial standard model was the 707-120 with JT3C engines, Qantas ordered a shorter body version called the 707-138 and Braniff ordered the higher-thrust version with Pratt & Whitney JT4A engines, the 707-220. The final major derivative was the 707-320 which featured an extended-span wing and JT4A engines, while the 707-420 was the same as the -320 but with Rolls-Royce Conway turbofan engines.

Eventually, the dominant engine for the Boeing 707 family was the Pratt & Whitney JT3D, a turbofan variant of the JT3C with lower fuel consumption as well as higher thrust. JT3D-engined 707s and 720s were denoted with a "B" suffix. While many 707-120Bs and 720Bs were conversions of existing JT3C-powered machines, 707-320Bs were only available as new-built aircraft as they had a stronger structure to support a maximum take-off weight increased by 19,000 lb, along with minor modifications to the wing. The 707-320B series enabled non-stop westbound flights from Europe to the US west coast.

The final 707 variant was the 707-320C, (C for "Convertible") which was fitted with a large fuselage door for cargo applications. This aircraft also had a significantly revised wing featuring three-section leading-edge flaps. This provided an additional improvement to takeoff and landing performance. 707-320Bs built after 1963 used the same wing as the -320C and were known as 707-320B Advanced aircraft.

Production of the passenger 707 ended in 1978. In total, 1,010 707s were built for civil use, though many of these found their way to military service. The purpose-built military variants remained in production until 1991.

Traces of the 707 are still found in the 737, which uses a modified version of the 707's fuselage, as well as essentially the same external nose and cockpit configuration as the 707. These were also used on the previous Boeing 727, while the Boeing 757 also used the 707 fuselage cross-section.

Operational history

The first commercial orders for the 707 came on October 13, 1955, when Pan Am committed to 20 707s and 25 Douglas DC-8s, a dramatic increase in passenger capacity over its existing fleet of propeller aircraft. The competition between the 707 and DC-8 was fierce. Several major airlines committed only to the DC-8, as Douglas Aircraft was a more established maker of passenger aircraft at the time.

Pan Am was the first airline to operate the 707. The aircraft's first commercial flight was from New York to Paris on October 26, 1958 with a fuel stop in Gander, Newfoundland. American Airlines operated the first domestic 707 flight on January 25, 1959. Continental Airlines introduced its first two 707 aircraft into scheduled service three months later - the first U.S. carrier to employ the type widely in domestic service. Airlines which had only ordered the DC-8, such as United, Delta and Eastern, were left jetless for months until September and lost market share on transcontinental flights.

The 707 quickly became the most popular jetliner of its time. Its popularity led to rapid developments in airport terminals, runways, airline catering, baggage handling, reservations systems and other air transport infrastructure. The advent of the 707 also led to the upgrading of air traffic control systems to prevent interference with military jet operations.

As the 1960s drew to a close, the exponential growth in air travel led to the 707 being a victim of its own success. The 707 was now too small to handle the increased passenger densities on the routes for which it was designed. Boeing's answer to the problem was the first twin aisle airliner - the Boeing 747. The 707's first-generation engine technology was also rapidly becoming obsolete in the areas of noise and fuel economy.

Trans World Airlines flew the last scheduled 707 flight for passengers by a US carrier on October 30, 1983, although 707s remained in scheduled service by airlines from other nations for much longer. For example Middle East Airlines (MEA) of Lebanon flew 707s and 720s in front-line



Cockpit of a Boeing 707-123B



Spain Air Force Boeing 707

passenger service until the end of the 1990s. Since LADE of Argentina took its 707-320B from regular service in 2007, Saha Airlines of Iran is the last airline to keep 707s in scheduled passenger service.



Specifications

	720 (707-020)	707-120B	707-320B
Passengers:	140	110 (2 class) 179 (1 class)	147 (2 class) 202 (1 class)
Maximum Takeoff Weight (MTOW):	222,000 lb (100,800 kg)	257,000 lb (116,570 kg)	333,600 lb (151,320 kg)
Empty weight:	103,145 lb (46,785 kg)	122,533 lb (55,580 kg)	146,400 lb (66,406 kg)
Takeoff run at MTOW:	8,300 ft (2,515 m)	11,000 ft (3,330 m)	10,840 ft (3,280 m)
Landing run:	5,750 ft (1,740 m)	6,200 ft (1,875 m)	10,840 ft (3,280 m)
Operating range:	3,680 NM (6,800 km)	3,680 NM (6,820 km)	3,735 NM (6,920 km)
Cruising speed:	540 kn (999 km/h)	540 kn (1000 km/h)	525 kn (972 km/h)
Length:	136 ft 2 in (41.25 m)	144 ft 6 in (44.07 m)	152 ft 11 in (46.61 m)
Wingspan:	130 ft 10 in (39.90 m)		145 ft 9 in (44.42 m)
Tail height:	41 ft 7 in (12.65 m)	42 ft 5 in (12.93 m)	
Fuselage width:	12 ft 4 in (3.76 m)	12 ft 4 in (3.76 m)	
Powerplants (4 x):	PW JT3C-7: 12,000 lbf (53.3 kN)	PW JT3D-1: 17,000 lbf (75.6 kN)	PW JT3D-3: 18,000 lbf (80 kN) PW JT3D-7: 19,000 lbf (84.4 kN)

Data from *Great Aircraft of the World and Quest for Performance*

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SAS takes lead on environment and aviation issues

On May 24-26, international business leaders, politicians and experts gathered together in Copenhagen for the World Business Summit on Climate Change. In cooperation with the International Air Transport Association (IATA) SAS hosted the Aviation Session, where top leaders from the industry discussed a number of recommendations to the politicians prior to the United Nations Climate Change Conference - COP 15 - in December.

SAS is the Official Airline and Greening Partner of the summit. All the participants who chose to fly with SAS to the conference will be compensated for their CO2 emission. The aim of the Aviation session is to make a statement with clear recommendations to the politicians.

"Our main hope is that the politicians in December can define a framework in which the international industry can be developed in a sustainable way. Politicians should encourage investments in new technology such as bio fuel in order to reduce the strain on the environment," said Mats Jansson, CEO, SAS Scandinavian Airlines.

SAS's ambition is to be amongst the most environment friendly airlines in Europe, and the principal target is to reduce CO2 emission by 20 percent in 2020 at the latest.

"It is a fact that aviation affects the climate. We neither can, nor want, to deny this fact, even though aviation is only responsible for 2-3 percent of global CO2 emission. We would like to take the lead in terms of reducing CO2 emission. We want our customers to be able to fly SAS with a clear conscience, confident that we are doing our utmost to minimize the impact of air travel on our climate," explained Jansson.

World Business Summit on Climate Change, Copenhagen
Tuesday, May 26, 2009
www.traveldailynews.com

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Green sky thinking

For Continental Airlines, green is definitely the new black as the airline increases its use of biofuels. Airlines are often seen as the villains in the climate change debate. Aviation is estimated to contribute around two percent of global greenhouse gas pollution although that is expected to rise, in part because of the rapid growth of low-cost airline.

Yet some of the world's leading airlines are taking climate change and their role in addressing it seriously. Continental Airlines, the world's fourth biggest airline by passenger traffic, has spent \$12 billion since 1997 to acquire new aircraft and aviation support equipment. Over that period, these initiatives have helped the airline reduce its greenhouse gas emissions by 35 percent.

One of the most exciting initiatives through which airlines like Continental are looking at reducing their environmental impact is in the use of sustainable biofuels.

In January of this year, Continental Airlines became the first airline to power a commercial aircraft in North America using biofuel. It was also the first time that a two-engined aircraft anywhere in the world had been powered with one of these "green" fuels. In this ground-breaking trial, the carrier used a blend of 50% ordinary jet fuel and 50% biofuel derived from algae and jatropha plants. Despite the concern of some about the potential impact of some biofuels, these two sources do not impact food crops or water resources nor contribute to deforestation. Other airlines, including Virgin Atlantic, JAL and Air New Zealand have also tested biofuels.



It is not just through the use of innovative fuels that airlines are tackling their carbon footprint.

Some ideas mooted for doing this include using electric vehicles to move aircraft while taxiing and landing aircraft using something called the continuous descent approach, which can substantially reduce fuel burn and noise pollution.

One of the biggest challenges facing carriers is in renewing their aircraft fleets. Developing newer, cleaner aircraft takes a long time and, for an airline, buying a new plane is a long-term decision. When you realize that the Boeing 747 jumbo jet last year celebrated its 40th birthday when you realize just how long-term these decisions are.

Yet that is not to say that airlines and aircraft makers are not doing anything, Boeing's new 787 Dreamliner is also tackling environmental issues - it uses 20% less fuel than similar sized existing planes, producing fewer CO2 emissions. It will also travel at speeds similar to today's fastest wide bodies, Mach 0.85.

Over the next six years, Continental has plans to invest more than \$11 billion more in new Boeing aircraft to further improve its fuel efficiency and reduce emissions.

Continental has also reduced nitrogen oxide emissions from ground equipment at the carrier's largest hub in Houston through switching to electric ground service equipment and other new technology.

Since 2007, the airline has also worked with the non-profit organization Sustainable Travel International to offer its passengers the opportunity to calculate their carbon footprint and purchase carbon offsets. Money raised through the scheme is invested in high-impact sustainable development projects, including reforestation, renewable energy and energy conservation.

Far from being seen as villains, it is perhaps time to reconsider the role of airlines in tackling climate change. They are taking the problem seriously and are doing so today and not putting it off until tomorrow. Tomorrow may be too late.

www.timesonline.co.uk
May 6, 2009

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How Boeing Fights Climate Change

The efficiency of jets has increased by 70% over the past 50 years.

By Scott Carson, president and CEO of Boeing Commercial Airplanes.

Addressing climate change is a particularly difficult challenge for commercial aviation. While technologies like batteries work for cars, they don't work for airplanes that require powerful propulsion systems. The good news is that there are things we can do to significantly reduce the carbon footprint of commercial planes -- and we're well on our way.

At Boeing, we're tackling carbon emissions on three fronts.

First, we are working to make each new generation of airplane lighter and more fuel efficient. There's plenty of incentive to develop more efficient airplanes. Historically, fuel has been the airlines' second-biggest operating expense next to labor. Last year, with oil reaching \$140 a barrel, fuel costs even outstripped labor costs, rising to 40% of total airline operating expenses. So airlines have demanded

increased efficiency from airplane and engine manufacturers. And manufacturers have responded big time. Over the past 50 years, the efficiency of commercial jets has risen an astounding 70%. This means that carbon emissions per mile flown have dropped 70% -- all without a regulatory requirement for greenhouse gas emissions.

That said, we believe properly structured regulations could be useful. It's not often that an industry asks for additional regulation, but Boeing, GE and other airplane and engine manufacturers are convinced that a fuel-efficiency standard for new airplanes is an effective way to drive the development of fuel-saving technologies.

Specifically, we're advocating for an efficiency standard for new airplane designs. An efficiency standard would be straightforward and easier to implement than a standard for aircraft operators. And it would help ensure that we continue to see the kind of technological and environmental breakthroughs we pioneered with the 787. The International Civil Aviation Organization should define the new standard, just as it successfully established global standards for both airplane noise and oxides of nitrogen emissions.

While it's important to make airplanes more efficient, it's also critical that the system in which they fly is modernized. That's why our second major initiative is the work we're doing to improve air-traffic management.

Fortunately, the technologies needed to give controllers and pilots a more precise picture of weather conditions and airplane positions, and the networking technologies needed to instantaneously share that information, already exist. Precision information, commonly shared, safely enables such fuel-saving and emissions-reducing operational changes as continuous, low-power descents, more direct routing, closer spacing, and curved approaches to landing.

The challenge is getting the government to make the Federal Aviation Administration's plan for implementing these technologies, called NextGen, a priority. The government should commit long-term funding to ensure that it's completed as swiftly as possible.

Third, we have been testing various advanced, sustainable biofuels with the goal of finding renewable fuels for aviation that don't compete with food crops for land and water and that emit 50%-80% less carbon than petroleum. We have conducted test flights using mixtures of standard jet fuel and several different sustainable biofuels, among them fuels made from algae and camelina (a plant that produces seeds that aren't used for food). All performed extremely well in flight. What's more, we have demonstrated that these and other sustainable biofuels have a lower freeze point than petroleum -- a very important characteristic for aviation. They also can have higher energy content per gallon.

We're confident that sustainable biofuels will be price competitive with petroleum in the long-term. But government help -- consistent with international trade agreements -- is needed to get an aviation biofuels industry up and running. One proposal is that government could provide loans to refiners to make biofuels competitive when the price of petroleum is low and get repaid when the price of petroleum is high. We hope government officials will seriously consider such ideas because biofuels, in our view, are the ultimate answer to aviation's carbon-emissions challenge.

These three initiatives represent the best path forward for reducing aviation's carbon footprint. Establishing an international fuel-efficiency standard, modernizing air-traffic management, and commercializing an aviation biofuels industry would seriously address the issue of climate change. Our industry is eager to take on this challenge, but we need the government's help to make it happen.

The Wall Street Journal
May 23, 2009
www.wjs.com

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If you have any questions or comments regarding the Air eNewsletter, please contact [Joseph Hoban](#) from the AIT Air Department.

COMPLIANCE

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Online Compliance Resources

"Informed compliance" depends upon both the government making information available to the public and the public accessing that information.

If you keep only one US government link, it should be to Usa.gov. This site was created by the US government to be the master link to federal, state, local, and tribal links: <http://www.usa.gov/>

The following is a list of links to various governmental entities:

US Customs (CBP) homepage:

<http://www.cbp.gov/>

World Customs Organization (WCO) website's links page in English:

<http://www.wcoomd.org/otherlinks/?lid=1>

Office of Foreign Assets Control (OFAC) Homepage:

<http://www.ustreas.gov/offices/enforcement/ofac/>

Bureau of Industry and Security (BIS) Homepage:

<http://www.bis.doc.gov/>

Agriculture (USDA) homepage:

<http://www.usda.gov/wps/portal/usdahome>

Animal and Plant Health Inspection Service (APHIS) Homepage:

<http://www.aphis.usda.gov/>

Food & Drug (FDA) Homepage:

<http://www.fda.gov/>

Federal Communications Commission (FCC) Homepage:

<http://www.fcc.gov/>

Fish & Wildlife (FWS) Homepage:

<http://www.fws.gov/>

Convention on International Trade in Endangered Species (CITIES) Homepage:

<http://www.cites.org/>

Environmental Protection Agency (EPA) Homepage:

<http://www.epa.gov/>

Department of Commerce Webpage:

<http://www.commerce.gov/>

Department of Transportation (DOT):

<http://www.dot.gov/new/index.htm>

Alcohol and Tobacco Tax and Trade Bureau (TTB):

<http://www.ttb.gov/>

US Department of State (DOS):

<http://www.state.gov/>

US Department of Defense (DOD):

<http://www.defenselink.mil/>

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Here are links to sites with information on various topics of interest:

CBP Informed Compliance Publications:

http://www.cbp.gov/xp/cgov/trade/legal/informed_compliance_pubs/

HTSUS (import tariff):

<http://www.usitc.gov/tata/hts/>

Schedule B (export tariff):

<http://www.census.gov/foreign-trade/schedules/b/index.html>

Customs Rulings search site (CROSS); an aid with classification and source of other information:

<http://rulings.customs.gov/>

US International Trade Commissions Harmonized Tariff (HTS) Online Reference Tool:

<http://hts.usitc.gov/>

Customs Intellectual Properties (IPR) search site:

<http://iprs.cbp.gov/>

Customs Anti-Dumping and Countervailing Duties (AD/CVD) search site:

<http://addcvd.cbp.gov/>

Code of Federal Regulations (CFR), link to all federal regulations:

<http://www.access.gpo.gov/nara/cfr/cfr-table-search.html>

Consumer Product Safety Improvement Act (CPSIA):

<http://www.cpsc.gov/ABOUT/Cpsia/cpsia.html>

Office of Textiles and Apparel, International Trade Administration, Department of Commerce:

<http://otexa.ita.doc.gov/DEFAULT.HTM>

Importing vehicles and engines, EPA:

<http://www.epa.gov/otaq/imports/>

Importing vehicles, DOT/NHTSA:

<http://www.nhtsa.dot.gov/cars/rules/import/>

Importing & Exporting vehicles, CBP:

http://www.cbp.gov/xp/cgov/trade/basic_trade/importing_car.xml & http://www.cbp.gov/xp/cgov/trade/basic_trade/export_docs/motor_vehicle.xml

Steel Import Monitoring and Analysis System Licensing System (SIMA) website:

<http://www.ia.ita.doc.gov/steel/license/>

(TSCA) Toxic Substance Control Act (EPA):

<http://www.epa.gov/regulations/laws/tsca.html>

Lacey Act (CBP & APHIS/USDA):

http://www.cbp.gov/xp/cgov/trade/trade_programs/entry_summary/laws/food_energy/amended_lacey_act/ & http://www.aphis.usda.gov/plant_health/lacey_act/

Centers for Disease Control and Prevention:

<http://www.cdc.gov/>

International Travel Information (DOS):

http://travel.state.gov/travel/cis_pa_tw/cis_pa_tw_1168.html

The Federal Register Main page:

<http://www.gpoaccess.gov/fr/index.html>

(CTPAT) Customs-Trade Partnership Against Terrorism (CBP):

http://www.cbp.gov/xp/cgov/trade/cargo_security/ctpat/

Copies of past CBP Customs Brokers exams with answer keys:

http://www.cbp.gov/xp/cgov/trade/trade_programs/broker/broker_exam/exam_and_key_downloads/

There are many more websites and topics to explore in the ever-changing landscape of customs compliance, but this list should give readers a good idea on the diversity of the compliance information available to them online.

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If you have any questions or comments regarding the Compliance eNewsletter, please contact [Paul Codere](#) from the Customs Brokerage Department.

PARTNER NEWS

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Opa!

Greek lawmakers recently approved a controversial accord giving China's COSCO Pacific a 30 year concession to operate container terminals in Piraeus, Greece's largest container port. This new agreement ends a continuous series of rolling 24 hour strikes that began nearly two years ago when the center-right government unveiled plans to privatize container operations at Piraeus and Thessaloniki, Greece's second largest port.



The strikes have severely impacted container operations in Piraeus port, with traffic stagnating at 1.37 million TEUs in 2007 and then falling to 430,000 TEUs in 2008.

Under the agreement, COSCO, the world's fifth largest container port operator, has pledged to spend an additional \$300 million to upgrade facilities and boost the port's annual capacity to around 3.7 million TEUs to create a leading Mediterranean transshipment hub. The hope is that COSCO will help the port return to profitability, projecting earnings will grow 60 percent over five years.

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AIT's Partnership in Greece

In view of these recent industry advancements, it is vitally important that AIT has the proper representation in Greece to handle the increased logistical needs of our customers at the port of Piraeus.

AIT's partner in Greece, Delpa Shipping, meets the ever-growing demands and expectations of our customers in this particular region of the global transportation marketplace. AIT has been partnered with Delpa for the past 12 years and we are proud to say that our companies have successfully developed a solid, long term and mutually beneficial cooperation to support the logistical needs of our mutual customers throughout Greece.

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Who is Delpa Shipping?



Delpa is known throughout Greece as a leader in the ocean industry and prides itself as being one of the oldest and most financially stable companies at the port of Piraeus.

Beginning as an ocean shipping company in the 1920's and 30's by the late Panos Athanassiades, Delpa has evolved into a full service logistics company offering import and export air freight, customs brokerage services and project cargo handling. Their long tradition and experience in combination with their ability to follow the ever changing challenges of the market guarantees their future competitiveness and market leadership.

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Passport to Partnership: Q and A with Kostas Atsaros, Delpa's Manager of Business Development

During a recent visit to AIT's corporate headquarters, Kostas Atsaros, Delpa's Manager of Business Development, sat down with Larry Georgen, director of AIT's global network, to discuss Atsaros' philosophy on selecting global business partners.

Larry Georgen: Given the large amount of international freight forwarders in the US, how do you determine the attractiveness of a potential international partner from such a vast group? What are the main characteristics you look for?

Kostas Atsaros: The number one characteristic I look for in an agent is integrity and honesty in their day-to-day business dealings. You must develop a partnership built on that foundation of integrity.

The second most important point to consider is whether or not our core business values correspond with one another. I frequently ask myself the following questions in selecting partners: Does their core business complement what we are looking for from a service standpoint? What services can we extend to enhance their core business competencies?

It's important that we are collectively satisfied before moving forward with our partnership.

Larry Georgen: What do you see as technology's role in supporting a global partnership?

Kostas Atsaros: Because one of the most crucial and fundamental elements of a partnership is communication, technology's role is extremely important, particularly in terms of conducting business overseas. Technology can solve the problem that distance creates.

Everything from phones, fax messages, web tracking, tracing, quoting and beyond enhances and facilitates the communications and data exchange between two international partners.

At the end of the day, logistics is more than the transportation of products - it's the transportation and dissemination of information.

Larry Georgen: How do you envision the AIT - Delpa partnership evolving in the future?

Kostas Atsaros: Essentially, I'm very happy to see that AIT and Delpa have similar visions for the future: organically advancing our business together by offering improved technology in order to bring more value to both our clients and our companies.

Larry Georgen: Our partnership has spanned more than a decade - we must be doing something right! We at AIT sincerely appreciate your partnership and trust.

Kostas Atsaros: Thank you and AIT!!



Pictured from left to right: Kostas Atsaros and Larry Georgen.
This photo was taken at AIT's headquarters location in Itasca, Illinois.

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If you have any questions or comments regarding the Partner News eNewsletter, please contact [Larry Georgen](#), Manager Global Network.

GOING GREEN

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AIT's Employee Paper Recycling Program Generates Significant Savings

Because of its internal employee recycling program encouraging employees to reuse paper at all office printers and copy machines, AIT Worldwide Logistics has reported substantial environmental and business savings at its corporate headquarters location in Itasca, Illinois.

According to AIT's Purchasing department, monthly orders for copy paper have literally been slashed in half. Whereas the company typically ordered approximately 80 cases of paper on a monthly basis, AIT employees are now averaging only 40 cases per month.

In just five short months, AIT is already down 80 cases of paper from last year. Since January of 2009, the internal recycling program has resulted in cost savings totaling \$2,800 and 800 reams of copy paper.



Paper Recycling Facts and Figures:

How much paper do we use in the United States each year?

- About 85 million tons of paper and paperboard.
- Each year, more than 2 billion books, 350 million magazines, and 24 billion newspapers are published.
- The average American uses approximately one 100-foot-tall Douglas fir tree in paper and wood products per year.

How much paper do offices use?

- The average office worker in the US uses 10,000 sheets of copy paper each year. That's 4 million tons of copy paper used annually.
- Office workers in the US generate approximately 2 pounds of paper and paperboard products every day.

How much paper and paperboard is recycled every year?

- Paper accounts for more than a third of all recyclables collected in the US, by weight.
- In 2007, the amount of paper recovered for recycling averaged 360 pounds for each person living in the US, according to the American Forest & Paper Association.

What products can be made from recycled paper?

Besides easily recognizable paper products (e.g. writing paper or paper towels), more than 5,000 products can be made from recycled paper, including:

- Masking tape
- Paper money
- Globes
- Bandages
- Dust masks
- Hospital gowns
- Coffee filters
- Lamp shades
- Car insulation
- Animal bedding
- Planting pots for seedlings
- Egg cartons

* Source: the Environmental Protection Agency - www.epa.gov

- by Christine Nicholson, corporate public relations coordinator

If you have any questions or comments regarding the Going Green eNewsletter,
please contact the [AIT Marketing Department](#).

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Breaking barriers

How to overcome adversity in a male-dominated industry

Recent market research findings suggest that women globally fill less than 20 percent of executive-level positions within the transportation and logistics industry.

However, as more and more women enter into logistics careers, they are increasingly challenging the prevailing gender imbalances historically seen in the industry.

“Every industry has its own individual idiosyncrasies, and I have found logistics to be an extremely male-dominated field,” said Sheri Wozniak, director of accounting services for AIT Worldwide Logistics, Inc. “While bridging the gender gap to challenge those existing attitudes is still a significant concern for women working in this industry, I also believe that it has served as one of the catalysts to their career success.”

Smart Business spoke with Wozniak about how women can become leaders in logistics.



Sheri Wozniak
Director of accounting services
AIT Worldwide Logistics, Inc.

What motivates you to overcome adversity in the logistics industry?

As a woman, you have to work extremely hard to earn respect and recognition in order to break down many of the barriers with which women contend in today's logistics business environment. From the moment you walk through the door, your strength of character and convictions are put to the ultimate test. While these barriers could absolutely be considered a detriment, I consider them an advantage, particularly from a motivational standpoint.

In the face of the so-called boys' club aspect of this business, women take many arrows and face countless roadblocks in their personal quest for success. It is a constant daily challenge to maintain the respect you've worked so hard to earn while continuing to ensure your ideas and opinions are heard, honored and valued.

Dodging those business hurdles and challenging the adversity quickly becomes the driving force behind your success — they ignite the fire within you to deliver results, prove the naysayers wrong and elevate your career to new heights.

What are some of the unique characteristics displayed by women who have gone into logistics?

It's incredibly important for women in the logistics field to be forward-thinking,

visionary, driven, tenacious, assertive and goal-oriented. They should have an insatiable appetite for challenges and focus on the big picture rather than getting caught up in the day-to-day minutia.

Above all else, women in logistics must be self-motivating. Rather than looking for outside validation, glowing accolades and the proverbial pat on the back from their peers, colleagues and male counterparts, they should focus on finding job fulfillment within themselves.

You learn very quickly in this business that in order to find true career contentment, you opt to be your own advocate — instead of basing your career accomplishments solely on external forces, identify what motivates you internally and then make it happen. Don't lose sight of the fact that it's entirely up to you to make every day count — this responsibility is yours and yours alone.

Unfortunately, the glass-ceiling concept has not vanished from our business. Women still struggle in trying to land leadership positions within the highest ranks of logistics organizations, where the disparity between men and women is most often seen. However, more and more women are employing and asserting these attributes, and recent years

have definitely seen signs of progress in making the logistics field more gender equitable.

This industry offers a variety of careers that are tremendously rewarding for women — there is no reason why they should be discouraged from pursuing their ambitions in logistics professions.

Discuss striking a balance between maintaining a career and raising a family.

It is extremely important to keep life in perspective in trying to strike and maintain a balance between work mode and family mode. When you are wearing multiple hats and taking on various roles — working professional, wife and mother — you cannot forget to take a deep breath, relax and embrace each day as a new challenge.

Work can absolutely be an obsession and a passion, but when the doors close behind you at the end of the day and as you race to get dinner on the table or drive your daughter to gymnastics, it's crucial to redirect your energy and enthusiasm to the needs of your family.

No matter what the challenge, at home or at work, it's important to take things head-on while keeping the issues in proper perspective.

Let's face it, none of us is superhuman — we can't manage the dual responsibilities without a support system, both at home and in the workplace. Establishing a healthy balance between your home life and work life is a juggling act that indeed takes sacrifices — but not ones that mean giving up either life entirely.

As a woman, you sometimes feel as though you have to make a choice between the two. The reality is that the issue isn't so black and white — women in the logistics industry can balance their work and home lives and still flourish in their jobs. It is successfully being done by millions of women each and every day. <<

SHERI WOZNIAK is director of accounting services for AIT Worldwide Logistics, Inc., headquartered in Itasca, Ill. Spanning numerous nationwide locations and an ever-increasing network of international partnerships, the global transportation and logistics provider delivers tailored solutions for a wide variety of vertical markets and industries. Reach her at swozniak@aitworldwide.com or (800) 669-4AIT (4248).

Insights **Logistics** is brought to you by AIT Worldwide Logistics, Inc.

Cities around the world

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São Paulo, Brazil

São Paulo is the largest city in Brazil and South America, and is the 3rd out of the largest metropolitan regions of the world. It is also the richest city of Brazil. The name means Saint Paul in Portuguese. São Paulo exerts strong regional influence in commerce and finance as well as arts and entertainment.

The city has many renowned landmarks. The Immigrant's Hostel greeted millions of immigrants as they came to Brazil in the late 19th and early 20th centuries. Paulista Avenue, in Downtown, is the most important financial center of the country and South America. The city is home to the São Paulo Stock Exchange (BOVESPA). São Paulo has been home to several of the tallest buildings in Brazil, including the Mirante do Vale Building.

With an estimated population of 11,105,249 residents within an area of 1,523 square kilometres (588 sq mi), São Paulo is the most populous city in the Southern hemisphere.



Panoramic picture of the lake in the Ibirapuera Park

The city also lies at the center of the heavily urbanized São Paulo metropolitan area, which, with an estimated 21,616,060 people in 2008 over 7,944 square kilometres (3,067.2 sq mi), is the largest metropolitan area in the nation. Depending on which definition is used, the São Paulo metropolitan area is ranked as either the first or second most populous in the Americas, just comparable to Mexico City.

The city's Latin motto is *Non ducor, duco*, which translates as "I am not led, I lead". A famous nickname for the city is "Sampa". São Paulo is also known for its unreliable weather, architecture and multitude of skyscrapers. The São Paulo/Guarulhos International Airport operates many domestic and international flights.

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History

Jesuit missionaries Manuel da Nóbrega and José de Anchieta founded the village of São Paulo dos Campos de Piratininga on January 25, 1554. Along with their entourage, they established a mission aimed at converting the Tupi-Guarani indigenous Brazilians to the Catholic religion. Located just beyond the Serra do Mar cliffs, overlooking the port city of Santos, and close to the Tietê River, the new settlement became the natural entrance from the South East coast to the vast and fertile plateau to the West that would eventually become the State of São Paulo.

São Paulo officially became a city in 1711. In the 19th century, it experienced a flourishing economic prosperity, brought about chiefly through coffee exports, which were shipped abroad from the port of the neighbouring city of Santos. After the abolition of slavery in 1888, waves of immigrants from Europe emigrated to São Paulo in order to work at the enormous coffee plantations. At the beginning of the 20th century, the coffee cycle had already plummeted due to a sharp decline in international coffee prices.

The local entrepreneurs then started investing in the industrial development of São Paulo, attracting new contingents of overseas immigrants to the city.



View of downtown

In addition to Europeans, Japanese, Syrian and Lebanese immigrants arrived in large numbers in the first half of the 20th century. The booming economy of the city also attracted huge waves of migrants from the poorest regions in Brazil, such as the Northeast.

However, due to competition with many other Brazilian cities, which sometimes offer tax advantages for companies to locate manufacturing plants there, São Paulo's main economic activities have gradually left its industrial profile in favour of the services industry in the late 20th century. The city is home to a large number of local and international banking offices, law firms, multinational companies and consumer services.

Despite its many woes, São Paulo remains the business hub of Latin America. Having prospered first with the coffee industry, and later with industrialisation, in the early 21st century it expanded into the services sector. Its huge market is a magnet for multinational corporations. Thanks to events such as the Feira Bienal Internacional de Arte, and its reputation for hosting cutting-edge music concerts, it has become something of a cultural centre as well. Economic growth and exportation of goods has lifted employment and wages. The murder rate has dropped by almost a quarter since its peak.

The historic centre profited with the return of the city's government and the arrival of private universities, although businesses continue to move out to new boom neighbourhoods such as Itaim and Berrini. São Paulo also claims to attract more visitors than Rio de Janeiro, testimony of the intense rivalry between the two metropolises.

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São Paulo Museum of Art

Geography

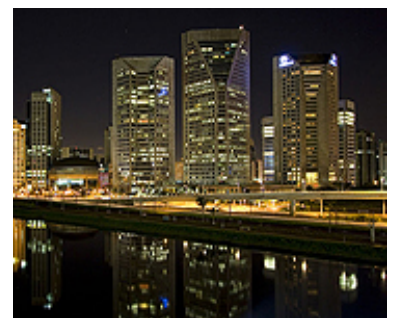
São Paulo is located on a plateau that is part of the Serra do Mar (Portuguese for "Sea Range"), itself a component of the vast region known as the Brazilian Highlands, with an average elevation of around 799 metres (2,620 ft) above sea level - though at a distance of only about 70 kilometers (43 mi) from the Atlantic Ocean. This distance is covered by two highways, the Anchieta and the Imigrantes, that roll down the range, leading to the port city of Santos and the beach resort of Guarujá.

The Tietê River, and its tributary, the Pinheiros River were once important sources of fresh water and leisure for São Paulo, only to become grossly polluted by raw sewage and industrial effluents in the latter half of the 20th century. However, a substantial clean-up program for both rivers is underway, financed through a partnership between local government and international development banks.

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Economy

São Paulo is the 19th richest city in the world and is expected to be the 13th richest in 2020. According to data of IBGE, its gross domestic product (GDP) in 2005 was R\$ 263 billion (US\$ 156 billion), equivalent to approximately 12.26% of the Brazilian GDP and 36% of all production of goods and services of the State of São Paulo. One of the biggest financial centres in Brazil and in the world, São Paulo's economy is going through a deep transformation. Once a city with a strong industrial character, São Paulo's economy has become increasingly based on the tertiary sector, focusing on services and businesses for the country.



Brooklin, the financial center

São Paulo is the business center of the Mercosul economy.

Acclaimed as a city of business tourism, attracting today's biggest and most important international events, be they in the economic, cultural, scientific or sporting area. It holds more than 200 events per day, offering more than 250 thousand square meters of space in pavilions and areas for congresses and fairs. With more than 12,000 restaurants of more than 40 different world cuisines, besides the 70 museums, more than 200 cinemas, around 50 theaters, art galleries and cultural centers, São Paulo has one of the liveliest night-lives in the world.

If the city of São Paulo were a country, its economy would be the 47th in the world, bigger than Egypt and Kuwait. In 2005, the city of São Paulo collected R\$ 90 billion in taxes, and the budget of the city spent R\$ 15 billion; these figures show that São Paulo contributes to redistribution wealth. Of all the international companies with business in Brazil, 63% have their head offices in São Paulo.

The São Paulo Stock Exchange (BM&F Bovespa) is Brazil's official stock and bonds exchange. The BM&F Bovespa is the largest stock exchange in Latin America and third largest in the world. In the

Stocks Exchange, R\$ 6 billion (US\$ 3.5 billion) change hands every day.

The per capita income for the city was R\$ 24,083 (approx. \$10,331 USD in 2005).

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Transportation

Air

São Paulo has three airports. Two are major: São Paulo/Guarulhos International Airport (IATA: GRU), for domestic and international flights, and Congonhas/São Paulo Airport (IATA: CGH), for domestic and regional flights. The third, Campo de Marte Airport, serves light aircraft and helicopters.

Guarulhos International, also known to São Paulo dwellers as "Cumbica", is 25 km (16 mi) north-east of the city center, in the neighbouring city of Guarulhos. Congonhas Airport operates flights mainly to Rio de Janeiro, Belo Horizonte and Brasília.

Campo de Marte lies north of the Old Center of São Paulo, a city with possibly the world's highest helicopter ownership rate. Largely using this airport, an elite wealthy class takes advantage of some one hundred remote helipads and heliports to conveniently bypass heavy road traffic.

Ocean

The Port of Santos is located in the city of Santos, Brazil. As of 2006, it is the busiest container port in Latin America and holds the 39th position in container traffic in the world. It traded over 72 million tons in 2006.

The port possesses a wide variety of cargo handling terminals - solid and liquid bulk, containers and general loads. It is Brazil's leading port in container traffic. The terrestrial access system to the port is made up by the Anchieta and Imigrantes highways and by the railroads operated by Ferrobán and MRS.

São Paulo's industrial complex and Cubatão's heavy industries and refineries owe their existence to the port of Santos.

You can learn more about Sao Paulo, Brazil by visiting www.wikipedia.com



Port of Santos

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