

PERSPECTIVES



@ Singapore



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Something to chew
on first.....



Dear SAAA Members, Readers
and all,

Welcome to the first issue of
SAAA "Perspectives" 2019 –

a newsletter aimed at providing you with the on-goings in our
Aviation Industry.

SAAA@Singapore wishes you a Happy Chinese New Year!
Gong Xi Fa Cai! We are pleased to announce that there's
numerous exciting events and initiatives which have been and
will be rolled out in this year 2019.

We have signed the two Memorandum of Understanding
(MOUs): MOU between SAAA@Singapore and vCargo Cloud
Pte. Ltd. and MOU between SAAA Cargo Services Pte Ltd and
Worldwide GSA Pte Ltd. The details of these collaboration can
be read on page 11.

Another great piece of news shared was these events making a
comeback: SAAA@Singapore Dinner & Dance, Karaoke and Air
Cargo Day.

A new feature will be added onto SAAA website – Members
Exclusive Login portal. Members can look forward to valuable
rewards such as statistics, e-learning, air cargo news and
discounted events, as well as promotions at nearby eateries.
This will certainly be convenience at one's fingertips.

Let's look forward to these initiatives!

We thank you for your support!

Warmest Regards,
"Perspectives" Editorial Team

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Government Events / News – ICA & EDB

Advisory from Immigration & Checkpoints Authority

On 22 December 2018, a driver of a silver van was detained at CAC Checkpoint for failure to stop for security checks at the Green Channel when instructed to do so by the Auxiliary Police Officer (APO). The incident was referred to the Airport Police Division and Singapore Customs for investigations.

ICA would like to remind drivers to slow down when approaching the Green Channel at CAC Checkpoint. Drivers are urged to be attentive to the hand signals given by the APO and comply with the instruction to stop for security checks. All passenger vehicles and empty cargo vehicles exiting the CAC Checkpoint via Green Channel are subject to security checks. Under Regulation 7(1) of the FTZ Act, no person shall leave a free trade zone except with the permission of the authority of the zone. ICA will continue to take firm action against errant drivers.

Drivers whose vehicles are selected for checks at CAC Checkpoint Green Channel can help to ease traffic congestion there by parking their vehicles to the front of the checking lane where a traffic cone is placed. Utilising the entire checking lane will help to alleviate the congestion and allow free flowing traffic while the vehicle is being inspected especially during the peak hours from 4pm to 8pm.



Evolution of Logistics Industry

Three mega trends which will change the game for the industry and shape the future of Logistics.

New and massive trading opportunities for Asia

There are emergence of new trade flows in Asia - China's Belt and Road Initiative and Southeast Asia and the rise of its consumer class. As trade flows between Southeast Asia and China intensify, the region will become the centre stage of the global economy.

Shaping the future through technology

Digitalization as Logistics Industry strives to move towards paperless and more efficient processes. Major logistics players are embracing this wave of technology. DHL, for instance, has tapped AI and social media to anticipate the next surge in demand for products.

The fourth industrial revolution

The rise of Industry 4.0 will also mean huge changes to supply chains. The next wave of manufacturing is revolutionising the way things are being produced through the use of artificial intelligence, internet connectivity across the globe, and smart machines.

Singapore Economic Development Board have identified the rise of Chinese digital players which are investing heavily in logistics. They are engaging these companies to make sure that Singapore remains relevant to their strategy in this region. One thing is for certain – change is in store, and logistics will see itself transformed. Singapore must learn to evolve and adapt to these changes. With its capabilities, Singapore is poised to do so.

This excerpt was taken from an article that was first published on EDB's content hub - Insights. To read about Asian business trends and find out how companies are expanding in the region, sign up at <https://www.edb.gov.sg/en/subscription.html> to join EDB's global community of 12,000 subscribers!

Government Events / News – WSG & IMDA

Making A Comeback after Two Years of Unemployment

Lengthy unemployment spells can be difficult on anyone, yet thanks to his resilience, logistics manager Merson Tan made it through

Merson Tan was in logistics for 24 years. He held a managerial position in the aviation industry before he was let go in 2016. “Being retrenched is not easy – I was depressed at first,” he shares. “I was out of work for 19 months!”



But Mr Tan knew he had to pick himself up and move ahead. So he started to look into career services offered by Workforce Singapore and sought guidance from career coaches. “They helped me realign my resume to the job scope employers were looking for. They also tried to source whatever possible jobs that matched my skills for me to join the workforce again,” Mr Tan elaborates.

Furthermore, after each interview, a coach would review and prepare him for the next opportunity. “I learnt how to highlight my experience and skills to match what employers were looking to hire.”

Thankfully, after a few more months of job hunting, Mr Tan managed to bag a full-time logistics position in 2017. It was hard work, but Mr Tan believes the skills he gained made everything worthwhile. One key lesson he learnt: “Update your resume every six months because you are always learning new things. It means that you are more prepared when the unexpected happens.”

Find out more about WSG’s Career Matching Services at bit.ly/SAAA-CMServices and visit MyCareersFuture.sg for the latest job postings.

Telecom Cybersecurity Strategic Committee to publish first set of proposals on battling next-gen cyberthreats



Infocomm Media Development Authority (IMDA) held its Infocomm Media Cybersecurity Conference at Sheraton Towers Hotel on 25 January 2019.

The event was graced by Guest-of-Honour, Dr Janil Puthuchear, Senior Minister of State for Communications and Information and he had announced on the new multi-year roadmap which is underway to identify next generation cyber-threats and develop the solutions and capabilities needed to secure Singapore’s connectivity infrastructure.

The plan will be developed by the newly formed Telecom Cybersecurity Strategic Committee, which will publish its first set of recommendations later this year. It also gave more details on the two guides to boost cyber security such as Know Your Customer technology - which allows customers to verify registration for mobile services online, like changing SIM cards - without face-to-face transactions. IMDA will also hold a public consultation about an upcoming guide to help companies make purchasing and deployment decisions for IoT solutions, designed with security in mind.

Government Events / News – WSH Council

Maximising Safety Using Wheel Chocks



Fatal Case Study 1

A driver parked her van at a pick-up/drop-off point of an apartment, which was sloping, to make a delivery. As she walked across the front of her van, it rolled forward and ran over her. She was conveyed to hospital where she succumbed to her injuries.



Fatal Case Study 2

Two workers were transferring rubbish in a garbage bin into the rear of a garbage collection truck when the truck started rolling backwards (the truck was parked on a mild slope). One of the workers could not get out of the path of the truck and was hit and ran over by the truck.

Wheel chocks* can **prevent accidental movement** of vehicles when used properly. (Do not attempt to chock a runaway vehicle.)

To ensure safety while parking, drivers are advised to:

- park on firm and level ground; and
- engage all parking brakes fully.



Typical wheel chock.

**Wheel chocks are safety devices (usually wedge-shaped wooden or metallic blocks) that are placed against a vehicle's wheels to prevent accidental movement.*

bizSAFE Convention 2019 – Take Time to Take Care of Your Safety and Health

'More than 600 participants attended the bizSAFE Convention on 28 February 2019 to celebrate the achievements of the bizSAFE community, comprising more than 32,000 companies. A total of 50 bizSAFE Award 2019 recipients were recognised at the Convention and these recipients were recognised for exemplifying the risk management systems and WSH commitment that all companies should strive for in providing a safe and healthy workplace.'

This year's Convention theme, "Take Time to Take Care of Your Safety and Health" serves to remind everyone to advocate the culture of care at workplaces - be it employees looking out for each other or organisations showing care for their employees, contractors or tenants. With care, come trust, and, with trust over time, all parties can work better together to manage workplace safety and health risks and prevent all injuries at the workplace.

At the Convention, Minister of State for Manpower and National Development, Mr. Zaqy Mohamad reiterated the importance of safety and health in workplaces and commended the efforts of the bizSAFE community in sustaining the fatal injury rate at 1.2 per 100,000 workers in 2018. He also highlighted that more can be done in ensuring our workers return home safe and healthy and cited how three of the bizSAFE awards recipients built up their risk management capabilities through bizSAFE and cultivated a strong culture of care within and beyond the organisation.

Government Events / News – MINDEF

Doing your part for the defence of Singapore!

“Every act of support and advocacy effort counts.” Mr Ken Chua, Director of UT-WAYS Freight Services Pte Ltd, shared at the Supportive Employer Networking event. He added that supporting NS is not just for companies with NSmen, and everyone can play a part in the defence of Singapore.

Mr Ken was one of the two ardent NS advocates who shared with like-minded business owners and employers at the Supportive Employers Networking event. The event was hosted by the National Service Directorate (NSD) on 20 February 2019 and it facilitated employers keen on supporting their NSman employees to network, learn and emulate the support of companies towards National Service (NS) and Total Defence (TD).



Mr Wilson Chua (right most), Managing Director of UT-WAYS Freight Services Pte Ltd and Mr Ken Chua (left most) meeting Mr Poh Kay Leong (second to left), Group Deputy CEO of Poh Tiong Choon Logistics Limited, who was there to demonstrate his support for NS

Mr Ken, also a council member of Singapore Aircargo Agents Association (SAAA@Singapore), shared that despite being an all-female secretariat team, SAAA@Singapore has been an active supporter of NS. The team committed time to participate in visits to better understand NS training, roles of NSmen and actively shared NS-related articles on their quarterly newsletter to help enhance awareness and promote support for NS amongst their member companies.

Mr Ken reiterated that being an NSman himself, he understands that NSmen need societal support, especially from the employers. UT-WAYS supports their NSman employees in ways such as giving NSmen a day-off before and after ICT to rest. Mr Ken also advocates support for NS amongst his close-knit network of second generation young entrepreneurs and encourages them to step up and be recognized for their support towards NS and TD.

ST Logistics Pte Ltd was also at the event to share their experiences in supporting NS from the perspective of a large company. Mr Mohamed Haniffa, Manager, Engagement, shared that “our NSmen do not need much, what they need is the company’s support.”

Demonstrating a steadfast commitment to support the NSmen who form the backbone of NS, ST Logistics adopts a ‘zero’ deferment policy as they understand that deferment disrupts the NSman’s training with his unit. To mitigate this, the company has put in place a work-buddy system to ensure that work is covered when an employee needs to go for In-Camp Training (ICT). The company also organizes fitness activities, celebrates NS achievements and promotions in rank, and holds a yearly In-House Rededication ceremony in tribute of their NSman employees’ service to the nation.



Mr Haniffa’s sharing on ST Logistics Pte Ltd pro-NS culture and practices

Join this extraordinary league of NS supporters. Your support matters and we want to recognise you. Find out how you can take the first step today: www.NSMark.sg or email us at NSOutreach_NSD@defence.gov.sg.

Statistics

Current Pulse of the Air Freight Industry

Item Description	2017 (Jan - Dec) Total	2018 (Jan - Dec) Total	YTD Variance Amount	YTD Variance %	2017 Monthly Average (Jan-Dec)	2018 Monthly Average (Jan-Dec)
Export Air Volumes	969,477	990,114	20,637	0.0208	80,790	82,510
Import Air Volumes	1,155,749	1,164,765	9,016	0.0077	96,312	97,064

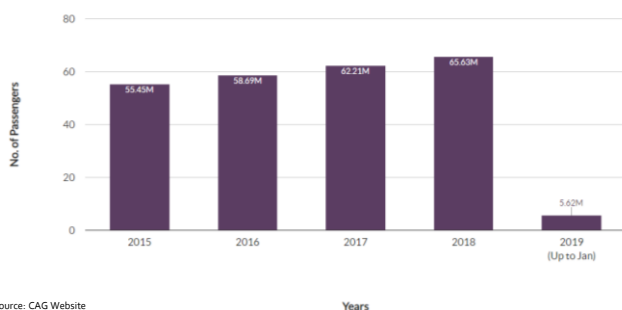
Current Pulse of the Air Freight Industry

Item Description	2018 (Jan) Total	2019 (Jan) Total	YTD Variance Amount	YTD Variance %
Export Air Volumes	79,619	78,276	(1,343)	-0.0172
Import Air Volumes	95,974	93,028	(2,946)	-0.0317

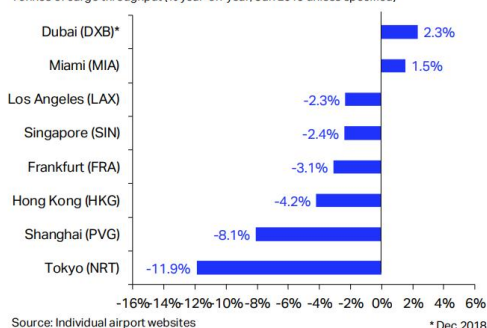
Current Pulse of the Ocean Freight Industry

Item Description	Jan-Dec 2017	Jan-Dec 2018	YTD Variance	YTD Variance (%)	Monthly Average 2017 (Jan - Dec)	Monthly Average 2018 (Jan - Dec)
Total Cargo ('000 Tonnes) (Thousand Tonnes)	627,688.10	630,125.30	2,437.20	0.003	52,307.34	52,510.44
Cargo (General) (Thousand Tonnes)	376,045.70	391,745.20	15,699.50	0.04	31,337.14	32,645.43
Cargo (Bulk) (Thousand Tonnes)	251,642.30	238,380	(13,262.30)	(0.06)	20,970.20	19,865.00
Cargo (Oil-In-Bulk) (Thousand Tonnes)	233,038.70	221,525.50	(11,513.20)	(0.05)	19,419.90	18,460.46
Cargo (General & Non-Oil In Bulk) (Thousand Tonnes)	394,649.10	408,600.00	13,950.90	0.03	32,887.43	34,050.00
Total Container Throughput ('000 TEUs) (Thousand Twenty-foot Equivalent Units)	33,666.60	36,599.30	(2,932.70)	(0.08)	2,805.55	3,049.94
Bunker Sales ('000 Tonnes) (Thousand Tonnes)	50,636.40	49,798.80	(837.60)	(0.02)	4,219.70	4,149.90

Passenger Movements At Changi Airport



Tonnes of cargo throughput (% year-on-year, Jan 2019 unless specified)



Asia-Pacific airlines saw demand for air freight shrink by **3.6%** in January 2019, compared to the same period in 2018. Weaker manufacturing conditions for exporters in the region, ongoing trade tensions and a slowing of the Chinese economy impacted the market. Capacity increased by **4.1%**.

JANUARY 2019 (% YEAR-ON-YEAR)	WORLD SHARE ¹	FTK	AFTK	FLF (%-PT) ²	FLF (LEVEL) ³
Total Market	100.0%	-1.8%	4.0%	-2.7%	45.1%
Africa	1.7%	1.0%	8.2%	-2.5%	35.4%
Asia Pacific	35.5%	-3.6%	4.1%	-4.0%	50.1%
Europe	23.3%	-3.1%	2.8%	-3.1%	50.1%
Latin America	2.6%	0.0%	-0.7%	0.2%	29.9%
Middle East	13.3%	-4.5%	4.1%	-3.8%	42.1%
North America	23.6%	3.3%	5.0%	-0.7%	40.0%

Source: IATA Press Release No. 12

Statistics

Economical Perspective 2016

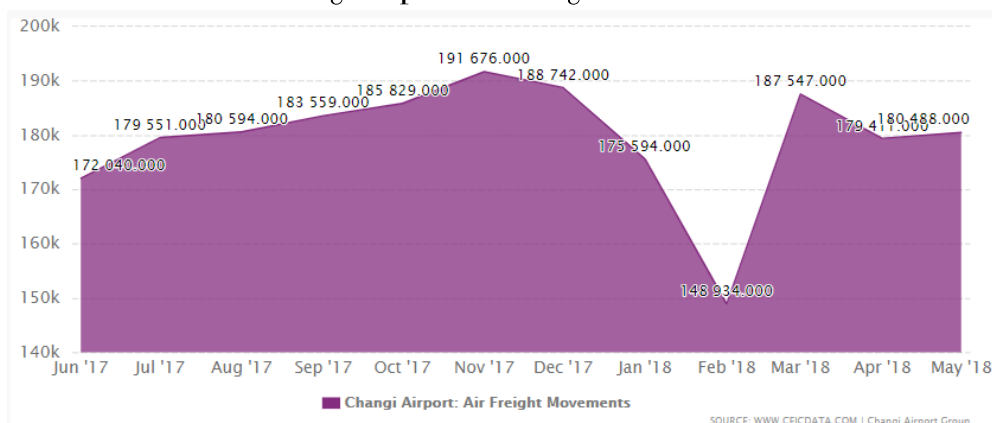
Air freight market detail - December 2016

	World share ¹	December 2016 (% year-on-year)				2016 calendar year			
		FTK	AFTK	FLF (%-pt) ²	FLF (level) ³	FTK	AFTK	FLF (%-pt) ²	FLF (level) ³
TOTAL MARKET	100.0%	9.8%	3.2%	2.8%	46.1%	3.8%	5.3%	-0.6%	43.0%
Africa	1.6%	13.6%	5.3%	2.2%	29.6%	3.1%	25.5%	-4.8%	22.2%
Asia Pacific	37.5%	9.8%	5.7%	2.1%	55.1%	2.1%	3.6%	-0.8%	52.8%
Europe	23.5%	16.4%	5.9%	4.5%	49.7%	7.6%	6.7%	0.4%	44.5%
Latin America	2.8%	-1.0%	-7.9%	2.6%	36.5%	-4.2%	-2.0%	-0.8%	33.3%
Middle East	13.9%	11.2%	5.9%	2.1%	44.9%	6.9%	8.4%	-0.6%	42.8%
North America	20.7%	3.7%	-1.4%	1.8%	36.3%	2.0%	3.4%	-0.5%	34.3%

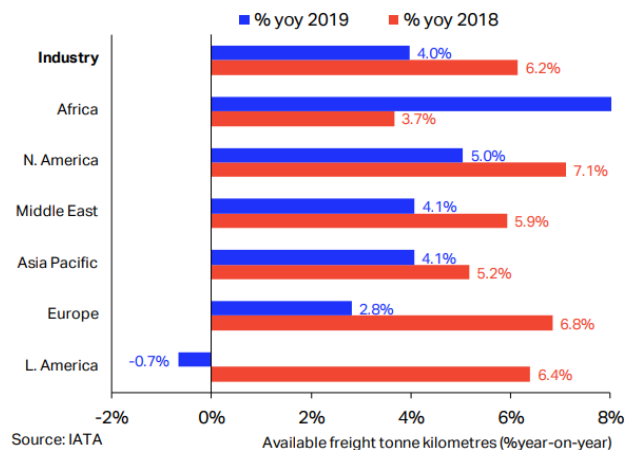
Source: Air Freight Market Analysis – December 2016

Economical Perspective 2017

Changi Airport: Air Freight Movements

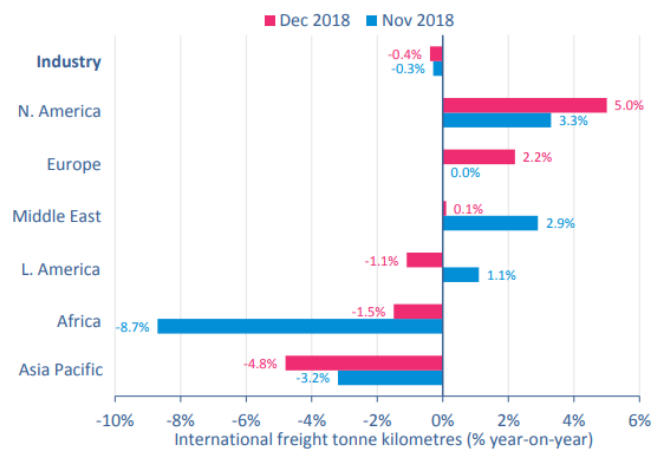


Economical Perspective 2018



Year-on-year growth in available freight tonne kilometres started 2019 on a soft note, slowing in all regions except Africa and falling in Lat.Am vs Jan 2018.

International FTK Growth



SAAA@Singapore AGM & Economic Outlook 2019



Tokens of appreciation given to SAAA Council Board for their great contribution to association.

15 February 2019 proved to be an eventful day as SAAA@Singapore had a series of exciting events unfolded and shared with the participants at Tanah Merah Country Club, Garden Events Room.

It started off with SAAA@Singapore 45th Annual General Meeting (AGM), which addressed on the members' enquiries and feedbacks such as the reflection of expenditure in financial statements and clarifications of donation amounts.

Mr Steven Lee, Chairman, had announced on the Preliminary Notice of Extraordinary General Meeting (EGM) in July 2019 as a call for accounts alignment. With the aim of providing data clarity, the proposed EGM is to align subsequent AGM accounts within the latest financial period. As such, the future AGMs will be held in the period of June or July.

Ms Pauline Tok, Executive Director, had also shared on SAAA@Singapore roadmap initiatives for 2019. SAAA@Singapore will be embarking on the very first series of members-exclusive events titled, "I Speak, You Listen. You Listen, We Speak." It will be a unique platform to give good opportunities for members to present on their respective areas of interest and outreach within the association community. Another great piece of news shared was these events making a comeback: SAAA@Singapore Dinner & Dance, Karaoke and Air Cargo Day.

A new feature will be added onto SAAA website – Members Exclusive Login portal. Members can look forward to valuable rewards such as statistics, e-learning, air cargo news and discounted events, as well as promotions at nearby eateries.

45th Annual General Meeting closed on a highlight with positive acknowledgement from members. Ms Pauline Tok, Executive Director, had updated members on the hard-earned changes to the criteria of IATA membership application. After months of perseverance, an official agreement had finally been reached between IATA and SAAA@Singapore. ICAP members have supported the change to the local financial criteria for cargo agents in Singapore. In conclusion, small and medium-sized enterprises (SMEs), which would like to apply for IATA membership, can now follow the local legislation and submit unaudited accounts as per ACRA requirements and to submit accounts, signed

SAAA@Singapore AGM & Economic Outlook 2019



MOU signing by Mr Desmond Tay, CEO, vCargo Cloud Pte. Ltd. and Mr Steven Lee, PBM, Chairman, SAAA@Singapore.



MOU signing by Mr Paul Teo, Director, SAAA Cargo Services Pte Ltd and Ms Maggie Goh, Group Senior Vice President, Worldwide GSA Pte Ltd.

by either 1 or 2 signatories. On this, Ms Pauline Tok, Executive Director, attributed the wonderful success to the great efforts of the Council Board. With that positive note, tokens of appreciation were given to SAAA Council Board for the many years of contribution made to the association.

This was soon followed by the official signing ceremonies of the two Memorandum of Understanding (MOUs): MOU between SAAA@Singapore and vCargo Cloud Pte. Ltd. and MOU between SAAA Cargo Services Pte Ltd and Worldwide GSA Pte Ltd. SAAA@Singapore will be collaborating with vCargo Cloud Pte. Ltd. on certain aspects such as the development of freight booking marketplace and cross-border connectivity while SAAA Cargo Services Pte Ltd will be collaborating with Worldwide GSA Pte Ltd to promote Airport College online eLearning courses for the airfreight industry. These initiatives will provide members with access to the latest technologies and innovations within industry, enabling ease of entry into new markets and provide consolidation savings.



Economic Outlook 2019 sharing by Dr Tan Kee Wee.

Lastly, participants listened to Dr Tan Kee Wee on the Economic Outlook 2019. He spoke on the US-China trade war, prospects for the global economy and the dangers faced in 2019.

Overall, the event was well attended.

SAAA e-Learning Courses Coming Soon!



SAAA E-LEARNING COURSES ARE COMING SOON!

SAAA@Singapore is pleased to announce that our SAAA e-Learning Courses are coming soon in the month of May/ Jun 2019. Do look out for these 3 courses and sign up for them!

INTRODUCTION TO THE AIR CARGO BUSINESS



Gain an understanding of airport and airline operations. Learn on the Aviation regulations and associations and be equipped with basic knowledge of aviation security, safety and training.

Three e-certificates will be issued for the completion of these e-Learning Courses. For more information, please contact Ms Peggy Lim at 65455006 or email to admin@saaa.org.sg.



IATA has developed ULD Regulations (ULDR) for standards and procedures concerning the specifications, handling, restraint and maintenance of ULDs for operational personnel. Learn how to comply with international ULD training standards and help your company gain compliance with the existing requirements.

CARGO HANDLING

Become familiar with general provisions and regulations (including Dangerous Goods), operational hazards and required security measures.



SAAA@Singapore Industry Updates (Past Events)

13th World Cargo Symposium Singapore



The International Air Transport Association (IATA) organized the 13th World Cargo Symposium Singapore at Marina Bay Sands, on 12 to 14 March 2019. The World Cargo Symposium (WCS) is the largest and most prestigious annual event of its kind and the only one to bring together key stakeholders from the entire air cargo supply chain. WCS 2019 featured plenary sessions, specialized tracks, workshops and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations and Sustainability.

Mr Steven Lee, SAAA Chairman, supported the event as one of the panellists under “ the Belt & Road Initiative”. This Panel looked at the current status and expected impact of the Chinese Belt & Road initiative and had an interesting discussion on the challenges and potential opportunities this may present for air cargo in Asia.



PHOTO: (from left) Mr Law Chung Ming, Mr Vladimir Zubkov, Ms Ho Ghim Siew; Prof. Dr. Zhu Qiuyuan; Mr Steven Lee and Dr. Carl-Stefan Neumann.



Air Cargo Forum Meeting

An Air Cargo Forum Meeting was held on 11 March 2019 at Marina Bay Sands Hotel between the Federation of Asia-Pacific Aircargo Associations (FAPAA) and IATA to cover both outstanding items and topics of interest. The opening and welcome address were delivered by Mr Alec Koh, Chairman, FAPAA and Rudy Reyes, Regional Manager, Asia Pacific, IATA Singapore. Some of the key topics discussed were the IATA interest fees, financial criteria review updates of Hong Kong and Singapore and Air Cargo Security and Compliance.

Chongqing Delegates Visit to SATS Coolport & SAAA@Singapore Office

On 27 February 2019, Chongqing delegates visited Changi Airfreight Centre to view SATS Coolport, as well as to have a discussion with vCargo Cloud Pte. Ltd. and SAAA@Singapore.

This is to explore opportunities of collaboration and to consider Singapore as a potential transshipment hub.



SAAA@Singapore Industry Updates (Past Events)

Changi Airport's Annual Airport Celebration (AAC) 2019

From saving lives to averting a potential theft case, these are some of the exemplary acts that were commended at Changi Airport's Annual Airport Celebration (AAC) 2019. The top award this year is the All-Star Service Team award, which the winning team showed exceptional teamwork to save a passenger's life. As Changi Airport continues to grow, this award recognises the importance for all staff to work together to ensure all passengers at the airport get to their destinations safely and smoothly, epitomising the ONE Changi spirit.



Recognising the inspiring acts of the service heroes at AAC 2019 today, 25 awards across five categories were given out at the event graced by Senior Minister of State, Ministry of Transport and Ministry of Health, Dr Lam Pin Min. The five award categories are 'All-Star Service Team of the Year', 'Outstanding Service Team of the Year', 'Outstanding Custodial Staff of the Year', 'Outstanding Service Staff of the Year' and 'Service Partner of the Year'.

2019 SICC Distinguished Speaker Series: Dialogue session with Minister for Trade and Industry Chan Chun Sing

On 19 February 2019, Chamber members participated in a closed-door dialogue session with Minister for Trade and Industry Chan Chun Sing. This was organized by Singapore International Chamber of Commerce (SICC). Discussion topics included recent geopolitical and economic developments, manpower issues and the challenges Singapore face.



Despite the global uncertainties, there are still opportunities for Singapore to distinguish itself from competition. Minister Chan spoke about the numerous strengths in Singapore's economy – physical accessibility, connectivity in the realms of systems, data, finance and talent flows, regulatory access to other markets and the strong reputation in IP protection and upholding the rule of law. Minister Chan also urged members to continue to upgrade the workers to higher-skilled status and provide good career progression for them as one of Singapore's biggest challenges in not in the quantity but quality of the workforce.



SAAA@Singapore Industry Updates (Past Events)

Budget 2019



Singapore Business Federation (SBF) organized the Budget 2019 Briefing for Trade Associations and Chambers (TAC) at the Treasury Auditorium on 25 February 2019. The event was well attended by 48 TACs with over 100 attendees from both local and international TACs.

The opening remarks were delivered by Second Minister for Finance and Second Minister for Education, Ms Indranee Rajah. She highlighted on the 3 key thrusts to support industry transformation in this year's budget – building deep enterprise capabilities, building deep worker capabilities and encourage strong partnerships.

Mr Aaron Goh from the Ministry of Finance shared details of Budget 2019 with audience. The highlights are centered on building a safe and secure home for Singaporeans, building a vibrant and innovative economy, creating a caring and inclusive society and lastly, a global city for all.



Ms Indranee Rajah, Second Minister for Finance and Second Minister for Education, Dr Koh Poh Koon, Senior Minister of State, Ministry of Trade and Industry & Ministry of National Development, together with moderator, Mr Douglas Foo, SBF Vice-Chairman, took the opportunity to engage the attendees in a dialogue segment. The ministers answered many pointed questions ranging from human capital incentives to support from the government in this year's Budget.

This ended with the Q & A session with various ministries and agencies which include Ministry of Manpower (MOM), Enterprise Singapore (ESG), Ministry of Finance (MOF), Ministry of Trade and Industry (MTI), Info-communications Media Development Authority (IMDA).

Changi Airport Group (CAG) organized the Let's Talk Cargo 2019 on 21 February 2019 at Crowne Plaza Changi Airport.



This is an annual conference-style forum organised by Changi Airport Group since 2011. The event has served as an excellent platform for the air cargo and industry partners to gain insights on the air cargo market, understand the supply chain needs of shippers and identify business expansion opportunities through networking and discussions.

Some of the key topics shared during the event were Singapore Economic Performance and Outlook, 2018 Year-in Review and presentations by DHL Customer Solutions & Innovations, as well as Infineon Technologies.

Organized by CAG, on 21 February 2019 at Crowne Plaza Changi Airport.

SAAA@Singapore Industry Updates (Past Events)

SMF dialogue session with Minister for Manpower and Second Minister for Home Affairs, Minister Mrs. Josephine Teo



Speech and Presentation by Mrs Josephine Teo, Minister for Manpower & Second Minister for Home Affairs.



PHOTO: Dialogue session with Minister for Manpower and Second Minister for Home Affairs, Minister Mrs Josephine Teo, accompanied with Mr Douglas Foo, President, SMF.

On 8 March 2019, Singapore Manufacturing Federation (SMF) held a dialogue session with Minister for Manpower and Second Minister for Home Affairs, Minister Mrs Josephine Teo at SMF office. The session was well attended by over 200 company representatives.

Minister Mrs Josephine Teo spoke on the employment landscape and the strong increase in total employment reflected in the year 2018. She highlighted on the working age population which will stop growing in the near future and mentioned on the Special Employment Credit which supports employers to hire older workers. There are currently various support schemes which companies can take into consideration such as : SkillsFuture Earn and Learn Programme, Professional Conversion Programmes & Place-and-Train, Career Support Programme, Career Trial, Open Door Programme as well as Project Phoenix. The Government also assists firms in transformation and Minister Mrs Josephine Teo shared with audience on the Enterprise Development Grant, Productivity Solutions Grant, Work Pro and Lean Enterprise Development Scheme.

During the dialogue session, questions have been raised in regards to fulfilling manpower needs by hiring ex-offenders to work in free trade zone, shortage of drivers, as well as the new budget manpower levy which had further restrained on recruitment.

SCCCI Installation Ceremony for its 60th Council

The Singapore Chinese Chamber of Commerce & Industry (SCCCI) held the Installation Ceremony for its 60th Council on 15 March 2019 at the Trade Association Hub. The Installation Ceremony was officiated by Guest-of-Honour, President Halimah Yacob.

The Installation Ceremony is of great significance to the Chinese business community as it is a formal occasion for the SCCCI's Council to introduce its new leadership line-up and reaffirm its commitment to serve the business community.

The SCCCI's 60th Council is headed by Mr Roland Ng San Tiong as its President. Mr Ng is the Managing Director & Group CEO of Tat Hong Holdings Ltd.

The event saw the gathering of many distinguished guests that includes foreign diplomats, Members of Parliament, government officials, eminent businessmen and community leaders. Mr Steven Lee, SAAA Chairman had attended this occasion.

SAAA@Singapore Industry Updates (Past Events)

2019 Spring Festival Gala Dinner of the Chinese Embassy

The Spring Festival is China's most important traditional festival. In recent years, the Chinese Embassy has hosted such a gathering before every Spring Festival. The Gala Dinner was held to thank attendees for their support for China-Singapore relations and the work of the Embassy over the past year and bless the new year together. Mr Steven Lee, SAAA Chairman, had attended the occasion.



2019 Annual Business Outlook Forum



On 22 January 2019, Mr Steven Lee, Chairman, and Mr Benjamin Ong and Mr Jimmy Ler, council members, attended the SCCC Annual Business Outlook Forum held at the Trade Association Hub. Participants could learn from the forum on the maturity of global economic cycles, the influence of world events on businesses, technology and workplace trends.

APD Annual Appreciation Night 2019

Airport Police Division organized their Annual Appreciation Night 2019 on 25 January 2019 at the Singapore Marriott Tang Plaza Hotel to acknowledge the good work done by the officers and celebrate the close working relationship with their airport partners. Mr Steven Lee had attended the appreciation night in a show of support to APD.



CDAS Hosted Lion Dance & Lo Hei



Container Depot and Logistics Association (Singapore) held its Lion Dance performance and Lo Hei at Genting Hotel Jurong on 19 February 2019.

The event was certainly filled with laughter and joy as participants feasted, cheered and enjoyed the Lion Dance performance. Mr Jimmy Ler and Mr Benjamin Netto had attended the occasion.

Members Welcome: Temasek Polytechnic & Worldlink A & O Pte Ltd

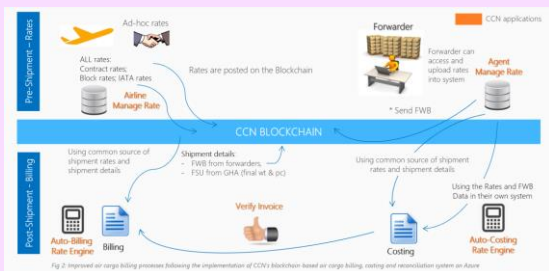


SAAA@Singapore would like to give a Warm Welcome to Our Newest Members:



Members Update

Cargo Community Network partners with Microsoft to launch the world's first blockchain-based air cargo billing, costing and reconciliation system



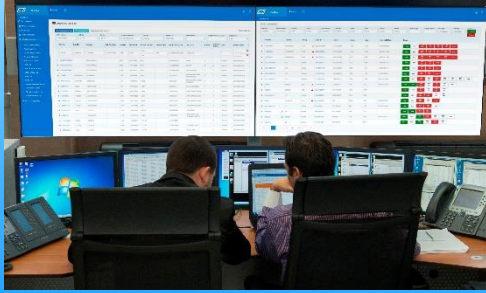
On 13 March 2019, Cargo Community Network (CCN), a leading provider of cargo community systems for the air cargo industry, and Microsoft launched the world's first blockchain-based air cargo billing, costing and reconciliation system at the 13th International Air Transport Association (IATA) World Cargo Symposium in Singapore.

The system is set to transform air cargo billing processes, minimise billing discrepancies, accelerate billing reconciliation, and provide near real-time revenue recognition to enhance efficiency for airlines, cargo agents and freight forwarders involved in the entire supply chain.

By using blockchain on Azure, stakeholders in the supply chain can now retrieve information from a single source in real-time, including shipment details from the flight manifest (FFM), freight status update (FSU) and airway bill (FWB) to facilitate downstream billing and costing processes. Airlines and freight forwarders can also update their shipments and compute charges in real-time through the built-in smart contract feature for upfront reconciliation.

Members Update

B&H Worldwide launches FirstTrac



Logistics firm B&H Worldwide has launched FirstTrac, the fully web-based successor to its customer service system, OnTrack.

FirstTrac comes with new AOG and critical monitors for customers and will also be used by its global control tower teams to provide “enhanced visibility of shipments”.

Designed by B&H’s in-house IT development division, InTech, the new FirstTrac is the result of an 18 month programme of work to create an integrated customer solution.

Customers around the world use the same interface as B&H employees in any location which also allows the company to provide consistent support. The user-friendly nature of FirstTrac means it is fully interactive and can also be used on tablets.

“Keeping ourselves and our customers at the cutting edge of IT development in this industry is a vital part of our success story.”

**Seth Profit, B&H InTech
managing director**

Customers can now be more proactive in monitoring orders which separate AOG and Critical Monitors as FirstTrac uses a traffic light system to highlight up and coming milestones, past milestones and timeframes.

Panalpina launches industry-leading customer portal

Panalpina had announced the launch of its new state-of-the-art digital customer portal. The portal enables customers to benefit from a wide range of instant and real-time services. It is currently available to selected customers by invitation only and will be launched globally this summer.

Customers will be able to manage their entire supply chain end-to-end with all partners in one digital place. They can request an instant quote, as well as book and track their shipments in an intuitive, integrated and thus seamless flow. Self-service reporting will complement the user experience. As features are added, the portal will not only offer interaction capabilities with Panalpina’s customers, but also suppliers, and enable:

- System-based procurement of services
- Web and electronic channels that offer Panalpina services and lead to contract closure
- Electronic channels to exchange service orders
- Applications supporting shipment execution and settlement process
- A wide range of integration, visibility and reporting services for suppliers and customers

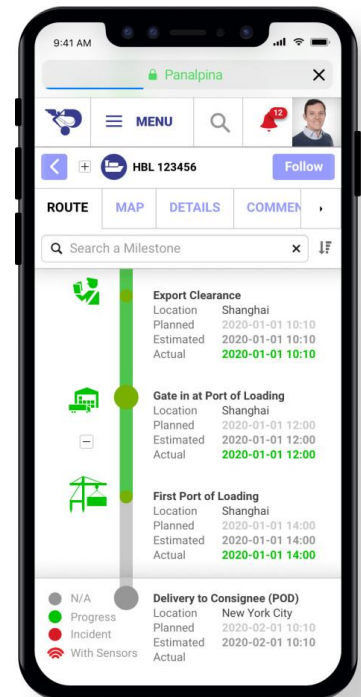


Image by Panalpina.

A sneak peek of the new customer portal can be found at <https://my.panalpina.com>.

Members Update

ST Logistics signs MoUs with NTUC LearningHub & NUS for upskilling of Singapore's logistics workforce



MoU signing ceremony between Dr Kwek Kok Kwong, CEO of NTUC LearningHub (third from left), Professor Wei Kwek Wee, Dean of School of Continuing and Lifelong Education, NUS (5th from left) and Mr Loganathan Ramasamy, CEO (Designate), ST Logistics was witnessed by Dr Koh Poh Koon, Senior Minister of State, Ministry of Trade and Industry and Deputy Secretary General, National Trades Union Congress.

On 31 January 2019, ST Logistics had signed two company-to-institution memorandum of understanding (MoUs) with NTUC LearningHub and the National University Singapore as part of its aim to upskill Singapore's logistics workforce. The signing ceremony took place at Toll City, an S\$228-million, next-generation logistics hub launched in July 2018.

The MoU between NTUC LearningHub and ST Logistics signifies the start of skills-upgrading efforts between the two entities. ST Logistics and NUS's MoU provides training opportunities for working adults, providing new knowledge, skills, and certification through technology courses, specialist certificates, bachelor programmes, and Masters programmes.

“ In the face of increased automation and digitalisation in the supply chain and logistics industry, developing our workers to help them adapt and stay in sync with industry changes is crucial for continuity and success. ” - Loganathan Ramasamy, CEO (Designate) of ST Logistics

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SAAA@Singapore Professional Conversion Programme

PROFESSIONAL CONVERSION PROGRAMME

What is PCP?

The PCP for Airfreight Officer and Airfreight Executive aims at enabling Professional, Managers, Executives and Technicians (PMETs) to switch careers and acquire new skills through industry-recognised training programs for their future occupations.

Eligibility

Be a Singapore Citizen /
Singapore Permanent
Resident

Participant must be
newly hired (Not more
than 3 months) and
nominated by an
eligible participating
company

Participant must have
at least 2 years of
working experience &
not be in a similar job
role prior to joining PCP

SIX MONTHS PROGRAMME

Successful Candidates



ENTRY INTO
INDUSTRY



APPROX. 1 WEEK
CLASSROOM TRAINING



APPROX. 25 WEEKS
ON-THE-JOB TRAINING

Participating Employers



SALARY SUPPORT
(PER MONTH)



COURSE FEE FUNDING
(PER COURSE)

Achieve Prestigious Certification

From renowned training institutes



- **CERTIFICATE OF COMPLETION IN IATA DANGEROUS GOODS REGULATIONS INITIAL COURSE / CERTIFICATE OF COMPLETION IN CARGO INTRODUCTORY COURSE**
(Issued By SAAA@Singapore)
- **CERTIFICATE OF ACHIEVEMENT FOR DGR INITIAL COURSE**
(Issued By SAAA Cargo Services Pte Ltd)
(IATA Authorized Training Center and School)
- **CERTIFICATE OF IATA CARGO INTRODUCTORY COURSE**
(Issued By IATA)

Criteria for Salary Support

FOR ELIGIBLE SC/PR, < 40 YEARS OLD

70% CAPPED AT S\$4000

FOR ELIGIBLE SC, EITHER ≥ 40 YEARS OLD OR LTU*

90% CAPPED AT S\$6000

*Long-term Unemployment – Unemployed for at least 6 months

Criteria for Course Fee Support

Full Course Fee: S\$1500 (excl. GST)	For Company Sponsored Trainees (SC/PR)	For SMEs Sponsored Trainees OR Trainees (SC/PR), ≥ 40 years old
	After 70% WSG Funding: Course Fee Payable = S\$450 (excl. GST)	After 90% WSG Funding: Course Fee Payable = S\$150 (excl. GST)

*Employers can claim the enhanced course fee subsidy through Skillsconnect

SAAA@Singapore Announcements



@ Singapore



To Our New SAAA Council Members



26 March 2019 proved to be a memorable date for SAAA@Singapore's special occasion as Mr Steven Lee, Chairman, announced on the change of office bearers within SAAA Council Board, as well as to give a warm welcome to our new Council Members, who will join us in this new journey ahead in 2019.

Mr Patrick Tan had stepped down from his post and Mr Richard Chua will be the new Honorary Secretary. Mr Jimmy Ler will officially take up the post as Honorary Deputy Secretary. Ms Winnie See departs from SAAA Council Board. SAAA@Singapore would like to take this opportunity to thank Ms Winnie See for her brief support and role in the Council Board. The two new Council Members will be Mr Gary Ong, Director, Cargotec Pte Ltd and Mr Lam Yen Li Gabriel, General Manager, Shalom Aviation Pte Ltd. We look forward to their future contributions.

Changes to IATA Membership Application

SAAA@Singapore is pleased to announce on the hard-earned changes to the criteria of IATA membership application.

IATA membership required members to submit banker's guarantee and audited financial report. By Singapore law, qualifying companies under the "small company" concept have no requirement for its profit and loss accounts, or consolidated accounts and balance sheets to be audited by an approved auditor. The qualifying companies must meet at least 2 of the 3 requirements (total revenue ≤ \$ 10m; total Assets ≤ \$ 10m; and number of employees ≤ 50).

After months of perseverance, an official agreement had finally been reached between IATA and SAAA@Singapore. The ICAP members have supported the change to the Local Financial Criteria for Cargo Agents in Singapore, so that only those Agents qualifying under the ACRA criteria may be exempted from furnishing audited reports to IATA for the purpose of Annual Financial Review. In conclusion, small and medium entities qualifying under criteria stipulated by Accounting and Corporate Regulatory Authority (ACRA) may submit financial statements signed by the applicant's authorized signatories including director(s) or the proprietor. This will be applicable for the upcoming Annual Financial Review in June 2019. We would like to take this opportunity to attribute this success to the great efforts of the SAAA Council Board.

SAAA Upcoming Events



1



We will be having the EGM on 27 June 2019.
Do look out for the details and please join us!

2

SAAA Futsal
2019



Our SAAA Futsal Event will be coming soon.
Members can look forward to the information
in emails to be sent in the month of May.

SAAA Chinese New Year 2019

Best Wishes for the Year

On this special occasion, SAAA@Singapore Council Executive Board and staff wishes our Community:

猪年吉祥! Zhū nián jíxiáng! Good luck for this Pig year! Welcome, Year of the Earth Pig – a New Year for new beginnings!

祝你在新的年裡, 工作顺利, 家庭幸福, 身体健康, 万事如意! We would like to wish you all the best in your work, family happiness and health!



Upcoming Industry Events & Training Schedule



Date	Industry Event
April 01 – 03	Digital Travel APAC
April 03 – 04	TIBCO NOW Global - Singapore
April 03 – 05	Effective Operational Risk Management
April 09 – 11	Sea Asia
April 09 – 11	Unmanned Systems Asia (UMSA)
April 10 – 11	ASEAN Pharma Packaging Conference (APPCON)
April 11	Datacloud Asia
April 27 – May 1	International Aviation Snow Symposium
May 02 – 03	Business Aviation Safety Summit
May 14 – 16	IMDEX Asia
June 01 – 02	Aviation Fair
June 10 – 11	Blockchain Day Singapore

*Information are deemed accurate at time of print and may still subject to changes .

SAAA Training Programs Schedule for 2019

Training	April	May	June
DG Regulations Initial Course	22 nd – 26 th	6 th – 10 th	24 th – 28 th
DG Refresher Course	16 th – 17 th	21 st – 22 nd	19 th – 20 th



FOR MORE INFORMATION ON TRAINING MATTERS

Please contact Ms Peggy Lim at 6545 5006 or admin@saaa.org.sg



SAAA CARGO SERVICES PTE LTD

7 Airline Road, #04-05, Cargo Agents Building E,
Changi Airfreight Centre, Singapore 819834.

Tel: 65 6545 4620

Fax: 65 6542 6820

SAAA@Singapore 'Spot the Difference' Game

WIN a \$20 CapitaVoucher*
by participating in

Our
'Spot the Difference'
Game!



Simply spot and circle in **red** the 10 Differences, scan this page and email it to saaaasin@saaa.org.sg by 15th May 2019. Please state your name, organization, contact and email address in your submission.

*The first 5 scans received (with the correct differences circled) will be entitled to a \$20 CapitaVoucher.



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Congratulations to

Tan Siew Kim – Cargold Logistics Pte Ltd
Fatimah Abdullah – Global Airfreight Intl Pte Ltd
Jennifer Orticio – Shalom Aviation Pte Ltd
Nurwati Binte Ahmad – Singapore Airlines Limited
Christy Chai– TIC Traffic
International Consortium (S) Pte. Ltd.

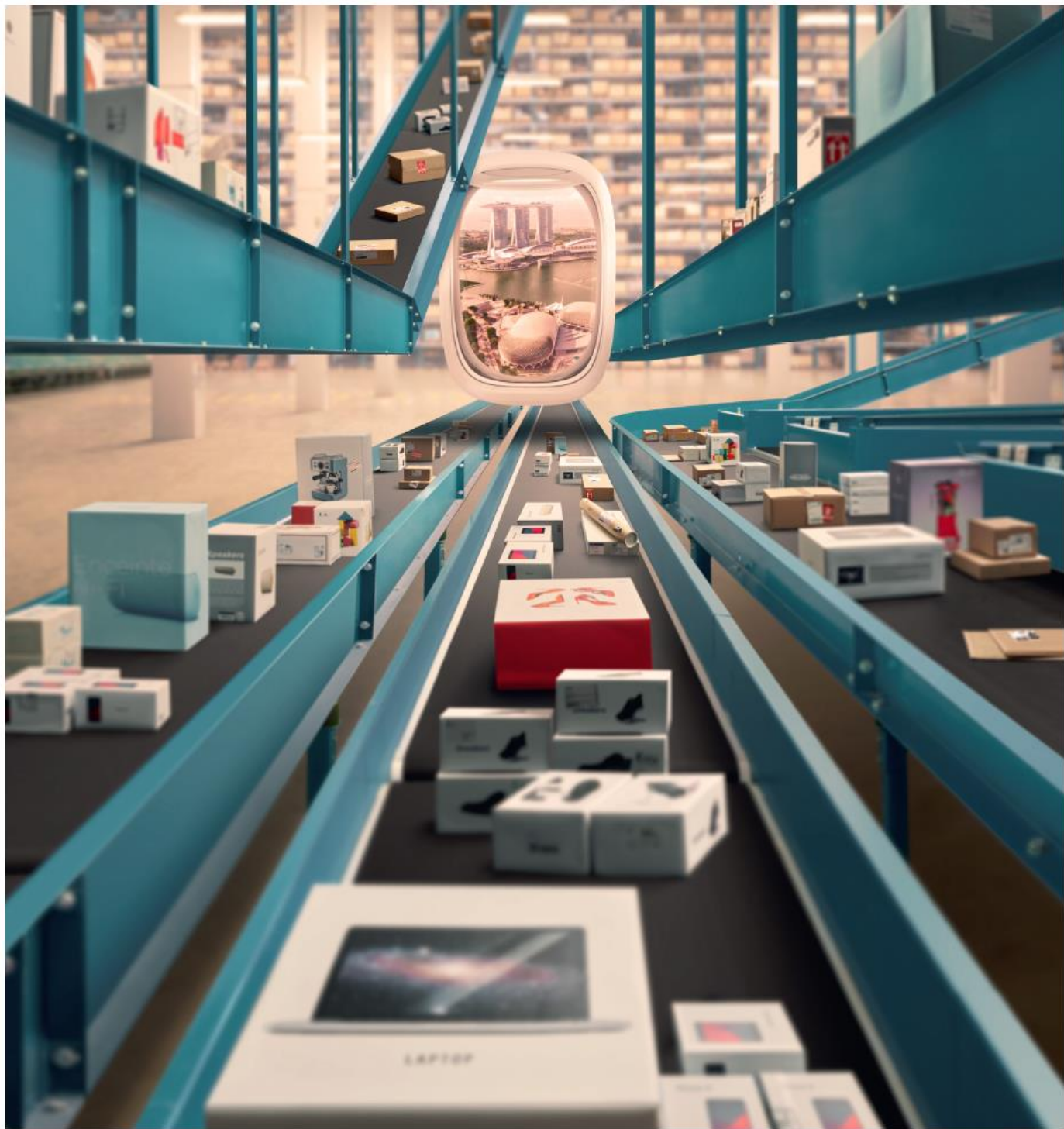
our winners of the previous
"Spot the Difference" game!



We encourage YOU to participate in the current
"Spot the Difference" game above!

ANSWERS
Did you get
them right?





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