



Air Cargo Agents Association of Pakistan

Registered with Ministry of Commerce, Government of Pakistan. Lic.# 15
Member of Federation of Pakistan Chambers of Commerce & Industry (F P C C I)
Member of Federation of Asia Pacific Air cargo Associations (F A P P A)



Annual Progress Report of Air Cargo Agents Association of Pakistan 2017-2018

Dear All Respected Members of ACAAP

السلام عليكم ورحمة الله وبركاته

On behalf of the Executive Committee of Air Cargo Agents Association of Pakistan, it is an honor and my privilege to present ACAAP's Annual Progress Report for the year 2017-2018, the past year's activities and achievements.

Executive Committee of ACAAP is grateful to all members for their cooperation and support extended towards the decisions taken from time to time in the larger interest and for the betterment of air cargo business in Pakistan. Members of Executive Committee of ACAAP worked diligently for the well being of ACAAP's members and the Air Cargo Industry in Pakistan and will continue to do so as well in future.

Visions of ACAAP are to promote and develop infrastructure of Air Cargo Industry in Pakistan and safeguard the rights and privileges of its Members.

Default Insurance Program (DIP)

This has been another mile stone achieved by the Air Cargo Agents Association of Pakistan.

Default Insurance Program (DIP) has been applied successfully by IATA in Pakistan with effect from the 1st October 2017. ACAAP's members have got much needed relief from this program

IATA Air Cargo Agents enrolled themselves into this program under the banner of ACAAP. DIP is launched in Pakistan in collaboration with IATA & United Insurance Company Pakistan Limited (the sole insurance company approved by IATA to handle this program in Pakistan). The credit goes to the entire membership of ACAAP who stood united with the Chairman ACAAP and his team in their outstanding efforts and careful attention that helped ACAAP achieve this goal.

Over past two decades, especially past 9/11 scenario, the IATA & Airlines developed "extra vigilant systems" for worldwide IATA Approved Agents.

The IATA Agents were forced for extra Bank or Cash Guarantees by individual Airlines to provide additional Financial Securities apart from the yearly IATA Guarantees, every year.

ACAAP Members faced tremendous pressures from IATA & Airlines for increments in Financial Securities (both type, general market and individual). Many of them were forced to provide additional IFS, in form of Cash and/or Bank Guarantees.



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Ultimately by the Grace of Allah (SWT) and untiring efforts of Mr. Mohsin A. Dharsi since last 9 years, ACAAP succeeded in successfully implementing this program in Pakistan. For all IATA Air Cargo Agents in Pakistan who has enrolled themselves into this program under the banner of ACAAP.

Non-CASS Carriers operating from Pakistan has also joined this DIP program which was initiated under the great leadership of Mr. Mohsin A. Dharsi Chairman, Team Members and Entire Membership of Air Cargo Agents Association of Pakistan.

ACAAP's request to IATA to increase agents fortnightly sales report collection period from 15 days to 30 days.

IATA has already been approached and requested by Chairman ACAAP to enhance IATA payment cycle coverage from 45 days to 60 days so Airlines could be secured, and it is expected that in the next the ALWG-C meeting between ACAAP, Airlines & IATA. It is expected that ACAAP will succeed in getting approval for this enhancement of IATA payment cycle coverage to 60 from IATA soon.

Visit of Mr. Glyn Alexander John Hughes Global Head Cargo, IATA at ACAAP's Head Office Karachi.

First time in the History of Pakistan's Air Cargo Industry that on invitation of Mr. Mohsin A. Dharsi, Chairman Air Cargo Agents Association of Pakistan (ACAAP) **Mr. Glyn Alexander John Hughes**, Global Head Cargo of International Air Transport Association (IATA) from Switzerland visited Pakistan

Matters of bilateral interest was discussed it was a fruitful meeting. Chairman ACAAP brought into the notice of Mr. Glyn Hughes the problems faced by ACAAP's members. The matter of unnecessary submission of DGR Certificates an unnecessary financial burden on respectable ACAAP members was discussed.

Mr. Glyn Hughes was advised by ACAAP that those who actually handles Dangerous Goods should be separately provided with DGR Forms from IATA and those who handles Dangerous Goods will sign such forms and those do not handle will be exempted from this extra financial burden. The money which is wasted unnecessarily in obtaining DGR Course Certificate can be used by Members on getting their staff trained in other courses. Mr. Glyn Hughes liked the idea of ACAAP and committed that upon his return to Head Office IATA, Switzerland he will discuss this point at his head office and in the next IATA General Meeting he will try to implement the proposal as discussed.

PCLRA - The Pakistan Private Courier Service Regulatory Authority, Bill 2016

This bill was presented before the National Assembly and was forwarded by the Chairman Standing Committee on Communications on the Pakistan Private Courier Regulatory Authority Bill 2015 to the Senate of Pakistan on 13th February 2018 for its approval for implementation.

ACAAP joint hands with other Associations of the Stake holders and the courier companies and wrote joint letters to the newly formed Ministry of Postal Services, to the Chairman Senate, all members Senate and other concerns, when no response was received then as per joint decision taken in the joint meeting held on March 29th 2018 hosted by PIFFA, a joint petition in the Sindh High Court against the Pakistan Post RFP & the Federal Government was filed. The bill was not approved by the Senate as now the matter in the Sindh High Court.



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FAPAA EC meeting & AGM 2018 held at Bangkok Thailand.

This year FAPAA 44th EC meeting & AGM 2018 was held at Bangkok Thailand.

Chairman ACAAP Mr. Mohsin A. Dharsi had attended this meeting on behalf of ACAAP & Pakistan, where he discussed the core issues of ACAAP with IATA and Heads of FAPAA member countries. It was a fruitful meeting where chairman ACAAP also discussed the issue of increase in agents fortnightly sales report collection period from 15 days to 30 days.

During the year Members of Executive Committee worked hard to remove the problems faced by the Air Freight Industry, which were attended properly and issues pertaining to various departments / institutions were resolved amicably.

Meeting with Civil Aviation Authority of Pakistan CAA

Meetings with the higher management of CAA were held by Chairman ACAAP and his team. Problems faced by ACAAP's members at different airports of the country were discussed.

It was assured by the CAA that in future they will look into the grievances of ACAAP's members at different airports of Pakistan and specially the on the complaints of Theft and Pilferage and other issues of security, infrastructure and procedures.

Various Sub-Committee of Air Cargo Agents Association of Pakistan

To ensure smooth working of ACAAP various Sub-Committees were formed to act independently and long term decisions were taken by the Executive Committee in the best interest of the Members of ACAAP & the Air Freight industry in Pakistan.

New Members of ACAAP

This year on recommendation of **Membership Sub-Committee of ACAAP**, the Executive Committee of ACAAP has granted Membership of ACAAP to **8** new IATA approved Air Cargo Agency and the Membership of **4** IATA Air Cargo Agency whose membership of ACAAP were suspended earlier due to technical reasons were restored by ACAAP.

Events Managements & Training Sub-Committee of ACAAP

As per past history this year also ACAAP organized its Annual Gala Night at Sialkot, personnel from Air Freight fraternity in Pakistan were imparted training in Dangerous Goods Regulation and Cargo Handling Basic Courses at Karachi, Lahore, Sialkot and other stations in Pakistan as and when required.

Annual Award & Gala Night 2018 at Sialkot.

This year ACAAP's Annual Award & Gala Night 2018 was held at Sialkot and was attended by dignitaries from Business community, Airlines and various Government departments. This year function was marked as one of the great event of ACAAP's history. Due to dynamic leadership of Members of Executive Committee & most especially Members of Organizing Committee of the Event, whose dedicated hard work made it possible to achieve the goal and made this event a grand success. It was an excellent team job, supported by each members of the entire fraternity.



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DGR Training Course across the country conducted by ACAAP

As usual this year also ACAAP has imparted DGR Training Course and Cargo Handling Basic not only to its members but also on request given Dangerous Goods Regulatory training to the employees of various Hospitals, Pharmaceutical Companies etc, across the country. Course training will continue in future as well at different stations in Pakistan by ACAAP to educate more people from air freight industry in Pakistan.

This year total 208 persons from our Industry in Pakistan have been trained in DGR & Cargo Handling Basic Course by ACAAP.

At Karachi total 4 DGR Courses were conducted which were arranged under supervision of Regional Secretary ACAAP Region 'A' and total 54 persons were trained.

At Lahore Islamabad and other stations in Region 'B' 8 DGR Courses and 5 Cargo Handling Basic were arranged under supervision of Regional Secretary ACAAP Region 'B' and a total 129 persons were facilitated by ACAAP.

One DGR course was also arranged at Sialkot and total 25 person were trained for DGR Course.

Conduction of Training courses will be continued at different stations in Pakistan by ACAAP and hopefully by the end of this year ACAAP will be able to educate more people from air freight industry in Pakistan.

Financial Dispute Sub-Committee (FDSC)

Respected Members of Financial Dispute Sub-Committee of ACAAP Region 'A' and Region 'B' have done a tremendous job in recovering the outstanding money of ACAAP's members from the Shippers.

A total of stuck up amount of Rs.13,308,424/- of ACAAP's members were recovered.

At Karachi 3 cases filed Rs.2,658,506/- were recovered
At Lahore 11 cases filed and settled and an amount of Rs.10,451,918/- were recovered
At Sialkot 8 cases filed and an amount of Rs.1,98,000/- were recovered.

ACAAP House at Sialkot

Honorable Executive Committee of ACAAP has planned that Inshah'allah very soon ACAAP will purchase its own Office Premises at Sialkot.

ACAAP School

Association is working on the idea of forming ACAAP's Training School/Training Centre, and soon Insha'allah ACAAP will achieve this goal.



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Meetings of Executive Committee of ACAAP

During the year 7 meetings of the Executive Committee were held and important matters were discussed and productive decisions on them were taken for the betterment and prosperity of ACAAP.

It is to mention here that the matter of submission of Declaration/Undertaking of content of Shipments to Airlines (Security Letter to Airlines) was raised again by some Offline Airlines but ACAAP stood firm on its previous decision and rejected the idea of those Airlines who demanded for the same.

Staff of ACAAP

Here I must recognize and appreciate the services of Staff members of ACAAP at Sialkot, Lahore and Karachi. Services of Regional Secretary ACAAP Region 'B' Mr. Khurram Khadim rendered for ACAAP requires special appreciation.

The progress achieved by ACAAP at Region 'B' during the past year are due to extended cooperation and support of respected Members of ACAAP at Region 'B' which made the task easier and result oriented for ACAAP. The precious guidance and motivations of Members of Executive Committee and Sub-Committee of ACAAP added with the dedication & hard work of Regional Secretary ACAAP Region 'B' helped in achieving positive results for the Association and its members.

Thanks to all respectable members of ACAAP for their full cooperation and support extended towards their association in executing its duties for the benefits of the Association and its honorable Members. Respected members are requested always to stand beside their Association ACAAP.

Audited accounts for the year ended 30th June 2018

The Annual Report and Audited accounts for the year ended 30th June 2018 is already uploaded on ACAAP's Website and for the convenience of Members the url (link) of the same is already been intimated accordingly to all members of ACAAP.

Special Note of Thanks

ACAAP being the Sole Representative Body of IATA Air Cargo Agents in Pakistan safeguards the rights and privileges of IATA Air Cargo Agents in general and particularly its Members. Today, the association, more than ever needs an effective support and cooperation of its members to seek common solutions to common problems of its members. For which this Association was created.

Let's not imagine that, if we fail to make good use of it, we will find any more effective instrument. This is your association came to its existence by you and for you. Today you all are meeting here to review previous year's progress of your association.

As said the association is for the cause and betterment of its members and those who are affiliated with it. ACAAP is not just an association it is yours and our family, our honor and Identity. We are all ACAAP. When stand together Insha'allah we can achieve any of our goal easily for the benefit and betterment of our family i.e. ACAAP and its Honorable Members.



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Today we have reached a fork in the road. Due to some misunderstand and flaws, some of our beloved elders and seniors of the Association has got some bitterness against their own association, and stood aloof from taking part in its activities.

Taking this opportunity today I myself along with all other staff of the Association and other members of ACAAP family humbly request them to forgive us all and to each other and what so ever anger or grudge they have they should shed them off. ACAAP need them. ACAAP is our family and whatsoever their differences they might have with ACAAP could easily and amicably be resolved, forgiven to each other and forgotten forever otherwise no one else can do any good for us if we do not stand for our own.

There are lot of work and problems arising at Region 'B' from time to time especially at Lahore. Regional Office of ACAAP at Region 'B' has been shifted from Lahore to Sialkot due to problems, but ACAAP need to have its office at Lahore the mega city of Pakistan for its effective workings and results.

ACAAP already have its own office premises at Lahore but Regional Secretary ACAAP Region 'B' Mr. Khurram Khadim is not allowed to enter the premises. He has no proper place to even sit and keep his documents and other accessories belong to ACAAP.

For the larger interest of our association, it is most respectfully requested to you all especially those senior guardian members of ACAAP to allow Regional Secretary Region 'B' to use ACAAP's premises for ACAAP's Office so he could execute his duties more affectively for ACAAP and its respected Members.

ACAAP is your family, your own association and there cannot be any issue which cannot be reached to a common accord through the knowledge and wisdom of senior guardian members of ACAAP.

ACAAP due to its role has assumed importance and enjoys respect from all Airlines and various government agencies in the country as well abroad. Due to the untiring efforts and hard work of its elders, senior Guardian Members and All Respected Members of ACAAP family.

For & on behalf of :-

Air Cargo Agents Association of Pakistan

S. M. Feroze
Secretary General