

# Rickenbacker's Tip to Surviving the Air Cargo Industry



## Survival Model: Thrive at LCK

Capitalize on today's challenging air cargo industry by thriving with leading industry partners already established at Rickenbacker International Airport and waiting to help you.

Visit [SaveAtLCK.com](http://SaveAtLCK.com) for more valuable tips on surviving the air cargo industry.

If you have questions, contact Mike Brady, LCK's Manager of Business Development, at 614.409.3621 or [MBrady@ColumbusAirports.com](mailto:MBrady@ColumbusAirports.com).



# LCK

RICKENBACKER  
INTERNATIONAL AIRPORT



Connecting you to a world of transportation and distribution news at LCK.

Spring 2009

## Space Available in New Air Cargo Complex

Having a premier network of airlines, freight forwarders and trucking companies already established, Rickenbacker International Airport (LCK) is the perfect place to land cargo and have it move through the supply chain efficiently. As a cargo-dedicated airport, LCK has just opened a new 48,000 square-foot cross dock cargo terminal and a 30,115 square-foot hangar, which has a state-of-the-art fire protection system using integrated

compressed air foam. In addition, Rickenbacker has space reserved for a large maintenance, repair and overhaul hangar.

Contact Mike Brady, Manager of Business Development – Air Cargo, at (614) 409-3621 or [MBrady@ColumbusAirports.com](mailto:MBrady@ColumbusAirports.com) for additional information.

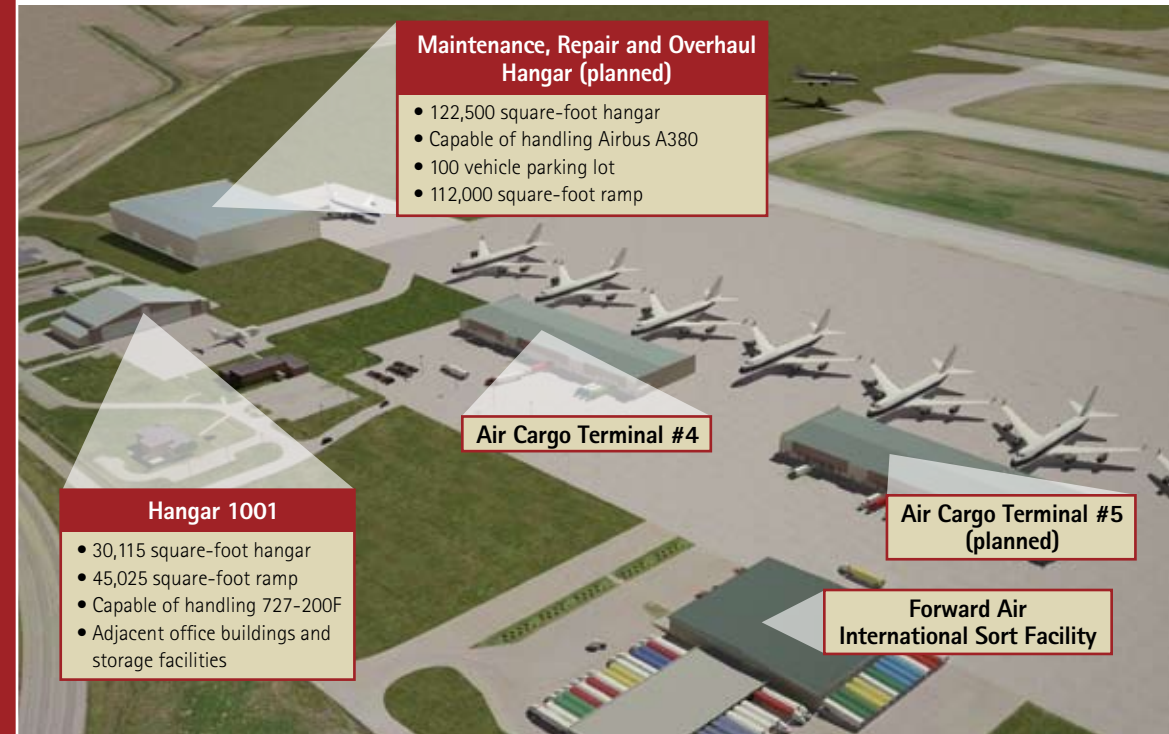
# Logistically Speaking

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**Maintenance, Repair and Overhaul Hangar (planned)**

- 122,500 square-foot hangar
- Capable of handling Airbus A380
- 100 vehicle parking lot
- 112,000 square-foot ramp

**Hangar 1001**

- 30,115 square-foot hangar
- 45,025 square-foot ramp
- Capable of handling 727-200F
- Adjacent office buildings and storage facilities

**Air Cargo Terminal #4**

**Air Cargo Terminal #5 (planned)**

**Forward Air International Sort Facility**

**STAYING CONNECTED**

Last year was challenging for the logistics industry, particularly air cargo, and the industry forecast for 2009 is not exactly encouraging. However, with challenges come opportunities.

There are some exciting projects moving forward at Rickenbacker International Airport such as the expansion of the Northeast Air Cargo Complex. Also, Evergreen International Airlines' newly awarded cargo service to and from Shanghai is anticipated to include stops at our airport, and established companies such as FedEx, which has 75 percent of our market share, continue to rely on the airport.

We also know that with our low fees, incentive programs and market-base rates, companies wanting to save money and still complete their supply chain efficiently will see Rickenbacker International Airport as the solution.

Contact us and let us know how we can help you take advantage of the opportunities at Rickenbacker International Airport during these challenging times in our industry and economies.

Sincerely,



**David Whitaker**  
Vice President  
Business Development  
& Communications  
(614) 239-5028  
DWhitaker@ColumbusAirports.com



**Mike Brady**  
Manager  
Business Development – Air Cargo  
(614) 409-3621  
MBrady@ColumbusAirports.com

## Incentives at LCK

Not only is Rickenbacker International Airport (LCK) more convenient than traditional gateways with a perfect location for serving the U.S. Midwest and East Coast, but it also has great incentive programs saving airlines 25 to 50 percent on already low landing fees.

### Growth Incentive

Focused on serving the air freighter industry, LCK provides a growth incentive in the form of a landing fee credit for year-over-year growth in charter or scheduled aircraft gross landed weight. A minimum of two flights per month is required for incentives to be applicable.

If an operator's landed weight exceeds the previous year's landed weight for that same month the operator will receive a 25 percent discount on the increased landed weight. The savings will immediately benefit the operator, which will automatically receive the credit on the subsequent monthly invoice.

The Growth Incentive program also applies to new airlines. An airline with no landed weight in the same month of the previous year will receive a 25 percent discount on the entire landing fee.

### New Market Incentive

As one of the few cargo-dedicated airports, LCK seeks to encourage air cargo service from new markets. Therefore, any scheduled or charter flight activity from a market that does not already have LCK service will receive a 50 percent discount on all corresponding landing fees for the first six months of the new market service.

New market service incentives must have at least four corresponding frequencies per month for a minimum period of six months to qualify. After new market incentives expire the air carrier remains eligible for the Growth Incentive program.

## Evergreen Receives Approval for Shanghai Route



Evergreen International Airlines has been awarded bi-lateral traffic rights to offer all-cargo 747 scheduled freighter service between the U.S. and China (Shanghai/Pu Dong). Evergreen can operate up to six round-trip flights per week to China from New York with additional traffic stops in Chicago, Dallas/Fort Worth and Rickenbacker International Airport.

Recently the airline has noted that industry conditions are not conducive to a near term start of this service but indicated in a Department of Transportation filing it intends to operate the service "as soon as market conditions allow."

Contact Evergreen's Director of Sales in North America, Jeff Dean, at [jeffrey.dean@evergreenairlines.com](mailto:jeffrey.dean@evergreenairlines.com) for more information on this route.

## Industry's Top Freight Forwarders at LCK

Rickenbacker is home to a variety of freight forwarders, many of which are known as the best in the industry. Specializing in the logistics of transportation, they work to complete the supply chain in the most effective and efficient way. Highlighted below are a couple of freight forwarders in the area who tell why Rickenbacker is the ideal business location. We will continue to highlight companies in upcoming issues of *Logistically Speaking*.

### Freight Forwarders

- Barthco
- CEVA Logistics
- Exel/DHL
- Expeditors International**
- Global Express Services
- HA Logistics
- Hellmann Worldwide Logistics**
- Hyperlogistics Group
- Kuehne + Nagel
- Mainfreight
- Morrison Express
- Nippon Express USA, Inc.
- Nissin Group
- Panalpina Group
- Pilot Air Freight
- RCS Logistics
- Scanwell Logistics
- Schenker Stinnes Logistics/Bax Global
- StarTrans International Ltd.
- Team Worldwide
- Vandergrift
- Yamato Transport
- Yusen

### Expeditors International



"Having an office and doing business at Rickenbacker is an economical and efficient practice for us and saves our clients time and money," said Ted Stimmel, District Manager at Expeditors. "We can accommodate our clients in the region by getting cargo to its destination often times faster than if the client shipped it through a more traditional gateway."

Expeditors' services include brokerage, air cargo, ocean cargo, domestic services, risk management, distribution, security, import and export compliance. For more information, visit [www.expeditors.com](http://www.expeditors.com).

### Hellmann Worldwide Logistics



"Our Rickenbacker office is a strategic part of our global network that services our retail clients from Asia through airfreight charters into Rickenbacker and our ocean service through the nearby Norfolk Southern Rickenbacker Intermodal Terminal," said Mark Mattox, Branch Manager of Hellmann Worldwide Logistics.

Hellmann Worldwide Logistics is global in its business presence and specialized within every major sector of the logistics industry. With 15,000 employees working at 341 offices in over 134 countries, the company is able to reach every major country and city in the world. For more information, visit [www.hellmann.net](http://www.hellmann.net).