



**AIR CARGO AGENTS ASSOCIATION OF PAKISTAN**

**COUNTRY REPORT**

**FOR THE**

**48<sup>TH</sup> EXECUTIVE COUNCIL MEETING**

*OF*

**THE FEDERATION OF ASIA PACIFIC AIR CARGO  
ASSOCIATIONS  
(FAPAA)**

*On*

**15<sup>th</sup> July 2022**



**HEAD OFFICE ACAAP**

# AIR CARGO AGENTS ASSOCIATION OF PAKISTAN

## OFFICE BEARERS

CHAIRMAN : MR. MOHSIN A. DHARSI  
SENIOR VICE CHAIRMAN : MR. IRFAN YOUNAS  
VICE CHAIRMAN : MR. M. KHURRAM ASHRAF

## MANAGING COMMITTEE MEMBERS

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MR. MANSOOR S. KASHMIRWALA  
MR. HUMAYUN QAMAR ALAM  
MR. SHAMSHAD A. KHAN  
MR. REHANALI RATNANI  
MR. IRFAN ZAHID  
MR. AMER MAJEED SHEIKH  
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## AIR CARGO AGENTS ASSOCIATION OF PAKISTAN

Air Cargo Agents Association of Pakistan (ACAAP), formed in the year 1984 and is a registered Trade Body registered with the Ministry of Commerce Government of Pakistan being a sole representative body of Air Cargo Agents/Freight Forwarders in Pakistan, since its formation Air Cargo Agents Association of Pakistan (ACAAP) is working actively for the growth and development of Pakistan's Aviation Industry in general and specially for its members. ACAAP takes all steps which may be necessary and beneficial to Air Cargo Industry in Pakistan and oppose all such actions which may adversely affect the interest of the Industry.

### **Aim & Objective**

- ❖ Since its formation the aim & objectives of ACAAP are to encourage friendly feeling and unanimity amongst Air cargo agents on all subjects connected with common good. Establish a better understanding and appreciation on the part of the business and financial world as a whole of the usefulness and proper scope of Air cargo agents in modern business, and a full realization of the proper and necessary functions of the Air cargo agency and of its beneficial relations with airlines and related government and other departments.
- ❖ ACAAP's objective is to Upgrade standards, ethics and practice of air cargo industry and bring about a more meaningful contribution from Air cargo fraternity and other related activities to socio-economic developments.
- ❖ To promote healthy competitions through Air cargo trading and protect the art and trade of Air cargo trade and sale promotion from unethical practices. ACAAP encourage and arrange trainings of technical personals, when practicable in the interest of Air Cargo Industry.
- ❖ ACAAP Conducts surveys and research and arrange exhibitions, workshops, discussions, seminars and congresses for the development of Air cargo industry and to boost understanding and ethical practice and support its members on all such matters which in any way affecting the business and profession of Air cargo industry. ACAAP initiate and support proper methods to deal with any contingency affecting the Air Cargo business.
- ❖ ACAAP takes all steps and works on to discuss, promote or oppose legislative and other measures that seem to be connected with Air cargo business and take all necessary steps, to represent the problems with the Governmental Bodies, Semi Government Bodies, Chambers of Commerce and Industry, and any other such authorized body/bodies to resolve the problems faced by the Air Cargo Industry in the country.
- ❖ ACAAP helps the government in highlighting critical national issues in their right perspective, to play significant role in developing policy framework for business environment and economic growth and to help the nation in presenting its real soft face to the outside world. By holding national as well as international conference, seminars to unify Pakistan on global level.

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- ❖ ACAAP collects information effecting cargo industry in the country and forward the collective ideas to the government with its suggestions to Undertake and develop specific projects, designed to advance the standard of cargo industry in the country.

### Developments

- ACAAP is member of Federation of Pakistan Chambers of Commerce & Industries Chairman ACAAP leads the federation's Air Cargo Committee, Aviation Committee and other different Standing Committees at the National level, and also being a member of Federal Tax Ombudsmen, and in order resolve problems faced by Air Cargo and for the betterment and developments of the fraternity. ACAAP held many meetings with Prime Minister of Pakistan, Minister of Commerce, Chief of NCOC, Director General Civil Aviation authority of Pakistan, Collectors of Pakistan Customs, Chairman FTO etc were held in the previous year. Problems being faced by the Industry during and after COVI-19 put up before them and were resolved.
- ACAAP successfully worked for the up-gradation of the Cargo Complex at different Airports in the country with a joint vision and efforts with the CAA Pakistan for the betterments of the Industry.
- During the COVID-19 period and after it subsided, business of Air Cargo Agents across the globe were affected badly. ACAAP through the Default Insurance Program implemented in Pakistan with the effort of ACAAP brought a huge financial relief to the Air Cargo Agents in Pakistan. Compensation were availed by the agents through this program with the efforts of ACAAP
- Again due to the Covid-19 situation there were enormous increases in the dollar exchange rates on daily basis. Agents were facing huge loss against the shipments they were booking. Especially those forwarders involved in Consignee Selling or handling nominated shipments were having Exchange loss on their remittances. ACAAP with the support of IATA and the National Carrier, ACAAP succeeded in fixing Exchange rate on fortnightly basis so that member cargo agents, exporters and concerned chambers could be save from suffering of this huge Exchange Loss.
- ACAAP's has its representation during meeting with Trade Bodies at ministries like MoC, NCOC, FTO and direct interactions with the related Governmental departments FBR, FTO, CAA, Pakistan Customs, ASF, etc
- Presently ACAAP is pursuing with IATA to increase agents fortnightly sales report collection period cycle from 45 days to 60 days so Airlines could be secured as well.

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### • **Future Plan**

Pakistan is a South Asian country. Its neighboring regions include India, Iran, Tajikistan, Afghanistan, and China. It is located along the Arabian Sea and has a coastline spanning 1,046-kilometre. The major by-air gateways to Pakistan are Islamabad, Karachi and Lahore. It can also be reached by train from India and Iran. Pakistan's main cities are Karachi, Lahore, Islamabad, Peshawar, Sialkot, Multan and Faisalabad.

- The EU is the single largest trading partner of Pakistan absorbing over one-third of the exports. The EU accounted for major percent of Pakistani imports and exports. Pakistan International Airlines is the flagship airline of Pakistan's civil aviation industry. Private sector airlines in Pakistan include Airblue, which serves the main cities within Pakistan in addition to destinations in the Gulf and Manchester in the United Kingdom. The other private carriers whose network covers the main cities of Pakistan and Gulf region.
- **Items of Exports from Pakistan are,** Textile & Garments, Raw cotton, Yarn, Fabrics, Garments, Made-ups (incl. Bed wear), Towels, Tents & Canvas, Art Silk & Synthetic Textile, Other textiles
- **Other core categories are:** Rice, Leather & leather products, (incl. footwear), Sports goods, Wool & wool products, Carpets & rugs tapestry, Raw wool & animal hairs, Surgical instruments, Petroleum & petroleum products, Molasses,
- **Development / Categories are:** Fish & fish preparations, Fruits & Vegetables, Fruits, Vegetables, (excl. dried leguminous), Fruit & Vegetable Juices, Wheat (un-milled), Chemical & Pharmaceuticals (including Urea),
- **Engineering Group are:** Engineering Goods, Metal manufacturing (incl. house equipments), Cutlery, Marble & Granite/ONYX Manufacture, Gems Jewelry, IT Services, Poultry / Eggs Albumen Meat & meat preparation etc.
- **Major Fruit and Vegetable Exports from Pakistan are:** Oranges, Mangoes, Dates (fresh), Dates (dried), Apples, Potatoes, Onions,
- **Others are:** Guar & guar products, Cement, Sugar, Oil, seed, nuts & kernels, Animal Skins/guts/stomach/bladder, Handicrafts.

There are 42 civil airports in Pakistan, out of which 10 are categorized as international airports. Karachi, Lahore, Islamabad and Peshawar are the main airports for transport of cargo, both domestic and international.

Fruits and vegetables are an important export commodity of Pakistan. Because of their perishable nature a substantial quantity of fruits and vegetables meant for distant destinations is transported by air.

- ❖ Considering the volume of cargo handled by Airlines and the potential for future growth of export through Air Transport, ACAAP is working on Improvement of Cargo Handling Facilities at Airports in Pakistan and working on the plan for building **Cargo Villages** at major Airports of Pakistan in collaboration with the Government of Pakistan and the Civil Aviation Authority of Pakistan.