

SAS to improve Danish facilities

By Reinhard Clever
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A significant improvement in efficiency is scheduled for Scandinavian Airlines System facilities in Copenhagen.

The new project is installation of a computerized system to read the airbill number bars on the six sides of shipments moving through the SAS terminal in Denmark's capital city.

The system is expected to speed up handling of freight in Copenhagen and is the first system of its kind, according to SAS officials in New York.

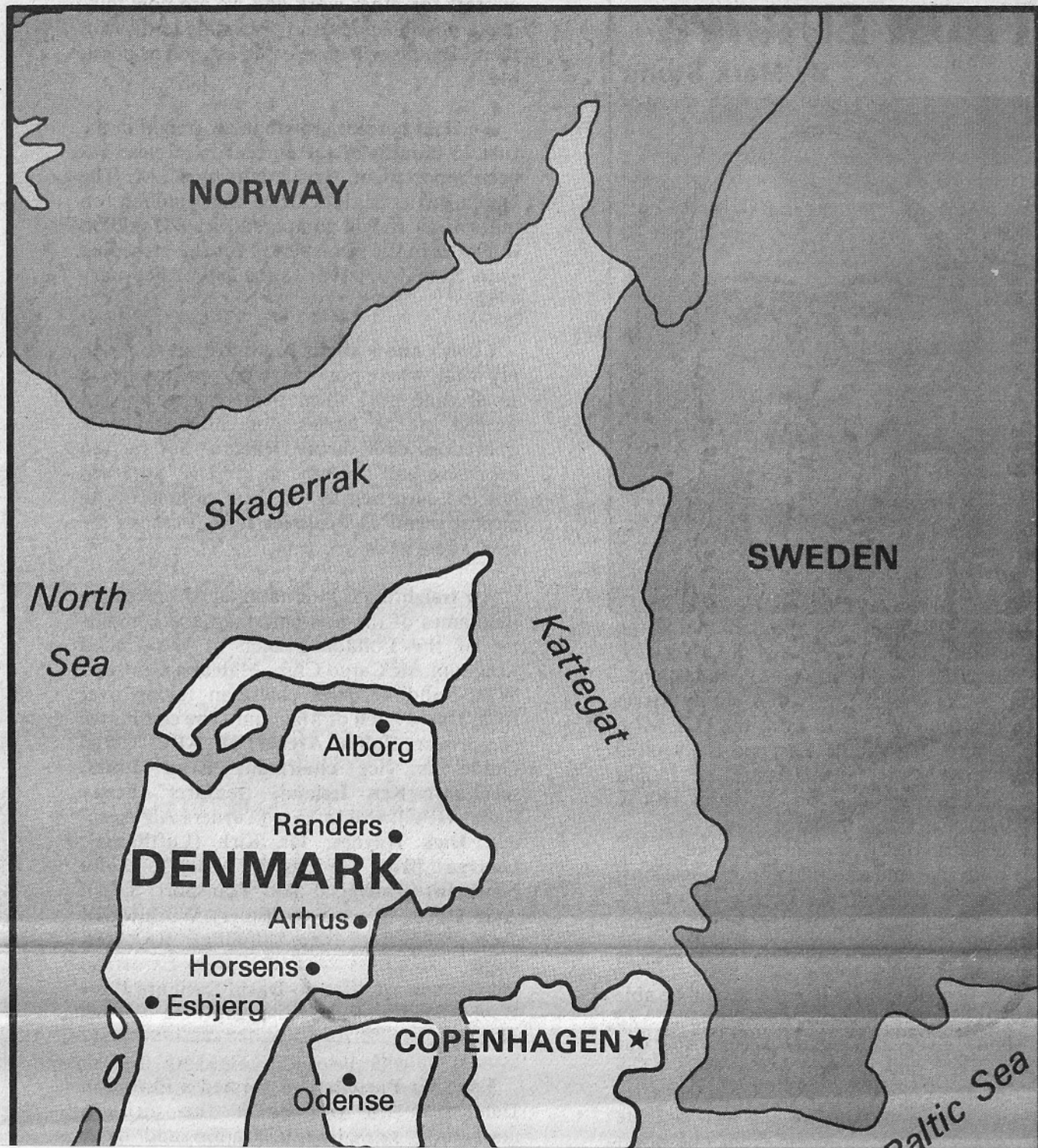
The new equipment at Copenhagen is part of a major investment in cargo expansion on both sides of the Atlantic, according to Jerry Trimboli, U.S. cargo sales and service manager in New York.

Trimboli also said that the airline is moving ahead on expansion plans for its door-to-door delivery service in Europe, and probably will be adding new gateways in the near future.

While it wasn't fully stated, neither was it denied that SAS is attempting to purchase a U.S. trucking company to expedite final delivery of freight shipments here.

In his review of air shipping, Trimboli said forwarders who have been developing their own fleet of aircraft are naive to believe domestic airlines won't fight back against this kind of competition.

"Companies like Emery which carry 85 percent of their domestic freight on their own equipment just have to expect direct competition from domestic airlines. However, because of the present rate situation, we do not see similar developments across the North Atlantic except perhaps from Federal Express."



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Trimboli said SAS' strategy has been to go after business new to air freight, converting such business from either sea or ground transportation rather than "just picking the pockets of other airlines."

This strategy has worked rather well in at least one instance, the growth of "Cooltainer" shipping, specially designed containers for shipment of fresh fish from Scandinavia to the U.S.

Fresh salmon now amounts to 40 to 70 metric tons weekly to the airline's U.S. gateways. At JFK alone, fresh fish arrivals now amount to 15 percent of inbound freight.

To help meet this increased demand — converted from ocean shipping — SAS has increased its inventory of Cooltainers by 134 percent. The new containers also can be used to transport fresh fruits and vegetables in addition to fish.

Other improvements slated for SAS' JFK terminal include a 50 percent increase in pallet storage capacity — from 62 to 93 positions. A modern warehouse handling system has increased handling capacity at JFK by 200 percent, Trimboli said. The improvements will cost \$1.1 million, he added.



Cameroon trying to expand trade

DOUALA — Government of Cameroon is seeking suppliers of equipment and vehicles for the Cameroon Rubber Corp. A check for 5,000 French francs should be submitted with the request for bidding documents. Information is available from the rubber corporation,

HEVACAM and the palm oil company, SOCAPALM. Bids in French or English should be directed to the Central Directorate of Tenders, General Secretariat of the Presidency in Yaounde by June 30. The same agency can provide bidding specifications.

Bidding deadline extended

DOUALA — Bidding has been extended until June 30 by the government of Cameroon for the construction of Ngaoundere University Center. Bid documents may be requested with submission of 40,000 French francs to the Central Directorate for Tenders at the Presidency of the United Republic of Cameroon, Yaounde, Cameroon. Sealed bids must be clearly labeled "June 30 tender for Ngaoundere University Center."

Tourism boosts economy

Last year, Zimbabwe recorded the highest number of visitors since 1972. The figure covering January to October, 1981, totalled 302,122 overseas visitors, illustrating the dramatic recovery of Zimbabwe's tourist industry.

Prior to independence in 1979, visitors to Zimbabwe reached a mere 79,000. With the end of illegality, the figure soared to a 1980 figure of 273,000.