



## **ATHENS AIRPORT ON THE OFFENSIVE**

The state of play in the Athens air cargo market reflects what is happening across Europe, with falling traffic and squeezed margins. Decreasing figures for four years in a row is clearly not encouraging. There is however sense of optimism within the airport cargo community as Alexis Sioris, head of cargo development states.

“Cargo leaders here, members of the airport cargo committee(ACCC) are putting their heads together continuously not only to find ways of reducing costs and increasing efficient flows through the airport, but also working hard on identifying new potential cargo opportunities. We are, for example in the process of organising the flow of new road feeder services to move cargo to our Balkan neighbours. This is showing great potential. Our Sea/air project (SEANAIRGY) is still in place and so far, the cargo passing through this mode has been airlifted to final destinations, quickly and efficiently. We have great hopes of developing this business when trade is re-established throughout the region.

“We also operate an airline incentive programme which reduces charges for both passenger and cargo, covering landing, parking and cargo terminal fees. This facility has been extended to include domestic cargo flights. For some time we have been in discussion with airport Customs to streamline procedures and install electronic communications between the various players. This project is close to completion and will certainly improve flows and encourage operators.

“We are, at the same time, engaged in an initiative, which might be termed a *road show*, to promote exports through chambers of commerce, embassies and commercial departments as well as the exporters themselves.

If we put all these actions together, we feel that there is hope for positive results, Greeks are very hard working and inventive. It might be appropriate to refer to Mark Twain’s famous remark, “the reports of my death have been greatly exaggerated”, and we Athenians have great plans for the future.”

3 July 2012

**For further information contact**

**[Alexis.sioris@aia.gr](mailto:Alexis.sioris@aia.gr)**

**Or**

**[Michael.sales@imccreations.com](mailto:Michael.sales@imccreations.com)**

