



# Regional News.

Lufthansa Cargo USA & Canada

Atlanta, 12/15/2017

Dear Team USA & Canada,

2017 was a year that was filled with both challenges and victories. The transition into our new organizational structure was not easy - and sometimes painful - as we had to adjust to a lot of changes and say goodbye to some of our colleagues.

The successful implementation of the new setup enables us now to react faster and more efficiently to new market requirements and will help us to secure our position as an industry leader in the future.

The markets finally recovered with respect to tonnage growth, although market yields continued to fall this year. However, with all your support in Sales, Handling, Operations, Accounting, Central Services and all other support functions, you were focusing successfully on our customers and thus we remained the No. 1 position to Europe. A great achievement!

We will be concluding 2017 as Lufthansa Cargo with some of our best results in our history.

As 2017 comes to a close, I also would like to express my appreciation and deepest gratitude to you for all your efforts and accomplishments this year.

Enjoy the well-deserved time with your family and friends. I wish you a wonderful holiday season and a happy and healthy new year.

Sincerely,

*Bernhard Hübner*





## Happy Anniversary, Tony Patacca!

This month marks Antonio Patacca's 40th anniversary with Lufthansa Cargo! Tony started his career on December 15th, 1977 as Cargo Agent in NYC. From there he advanced his career in various functions until he assumed his most recent position as Head of Production USA & Canada.

Over the years "The Little Man", as he is called by his colleagues, had a giant impact and he made significant contributions to the success of Lufthansa Cargo. His extensive cargo knowledge also earned him the nickname "Tonypedia".

Please join me in congratulating Tony on celebrating 40 years of tireless efforts and dedicated service. Thank you for being an integral part of our team. We hope you stay with us for many more years to come!

  
**40**  
Years  
**480**  
Months  
**2,087**  
Weeks  
**14,610**  
Days  
**350,640**  
Hours  
**21,038,400**  
Minutes  
**Thank you, Tony!**





## CHI F/GC donates to Cargo Human Care

The annual donation to Cargo Human Care has become a wonderful tradition in Chicago. This year our colleagues were grilling sausages and tapping beer for their customers at the Lufthansa Cargo Oktoberfest. The event was a huge success and the “entrance fee” was used to collect funds for Cargo Human Care.

Captain Fokko Doyen, chairman of the board and founder of Cargo Human Care, joined the CHI F/GC holiday party and personally thanked the team for their donation in the amount of \$1,222: “More than 99% of the money will reach the people in need in Kenya who depend on support of Cargo Human Care. We do take this duty very, very seriously.

Thanks so much and ASANTE SANA (kisuaheli for "Thank you very much").”

If you would like to support Cargo Human Care please visit their website at [www.cargohumancare.com](http://www.cargohumancare.com) .



## eCompetition: November results

The Grinch arrived earlier this year and nobody won the ePizza Party in November. Please continue to focus on our eTargets and hopefully Santa will bring the prize to another station for December.



November								
	ePotential Utilization		FWB ratio		eAWB Penetration		eAWB CHM Compliance	
	Target: 79.0%		Target: 81.0%		Target: 60.4%		Target: 75.0%	
F/XU	79.6%	0.6%	72.9%	-8.1%	40.3%	-20.1%	82.0%	7.0%
	Station	Result	Station	Result	Station	Result	Station	Result
Top Stations (≥ Target)	DFW	91.9%	YMQ	97.0%	YTO	67.2%	SEA	94.2%
	SEA	91.7%	DFW	87.8%			DEN	93.4%
	ORL	86.9%	ATL	83.2%			DFW	92.0%
	BOS	86.6%					DTT	88.6%
	YTO	86.2%					PHL	85.8%
2 mo. above target	YVR		ATL					
CERTIFICATE	ATL, BOS, DEN, DFW, EWR, NYC, ORL, SEA, YTO		DFW, YMQ		DFW,YTO		ATL, CHI, DEN, DFW, HOU, MIA, ORL, SEA, SFO, YMQ, YTO, YVR	
Low Stations (< Target)	HOU	77.5%	NYC	63.6%	CLT	28.8%		
	PHL	77.5%	ORL	63.4%	DTT	26.8%		
	LAX	73.3%	CLT	63.2%	ORL	16.0%		
	YMQ	67.4%	MIA	61.4%	DEN	13.4%	LAX	68.0%
	DTT	48.2%	PHL	54.8%	PHL	10.0%	EWR	59.0%