



## Erfolgreiches SALIS-Projekt -

Grundlage für die Erweiterung der Partnerschaft bei dem Einsatz der zivilen Lufttransportflotte für multinationale Missionen

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15. März 2011, Berlin



# BRIEF HISTORY OF SALIS PROJECT

## SALIS members (now 16 Nations)

- 15 Nations (CAN, CZE, DEU, DNK, FIN, FRA, GBR, HUN, LUX, NDL, NOR, POL, PRT, SVK, SVN) agreed to:
  - Proceed with the Strategic Airlift Interim Solution (SALIS)
- Conclude MOU signed on 28 Jun 2004
  - Form a SALIS partnership within NAMSO for contract establishment and management
  - Establish a SALIS Coordination Cell (SALCC) for operational management
  - Since the beginning SWE, BEL & GRC joined SALIS
  - In 2010 CAN and DNK decided to quit the project



## KEY NATIONS:

Germany (27%), France (29%), United Kingdom (12%), Canada (8%)  
Netherlands(5%), Poland (4%), Czech Republic (3%)



➤ **LESSONS TO BE LEARNED**

- **HOW WE COULD PROGRESS IN THE FUTURE TO MAKE SALIS PROJECT MORE BENEFICIAL FOR THE NATIONS – SALIS PARTICIPANTS**





# LESSONS TO BE LEARNED

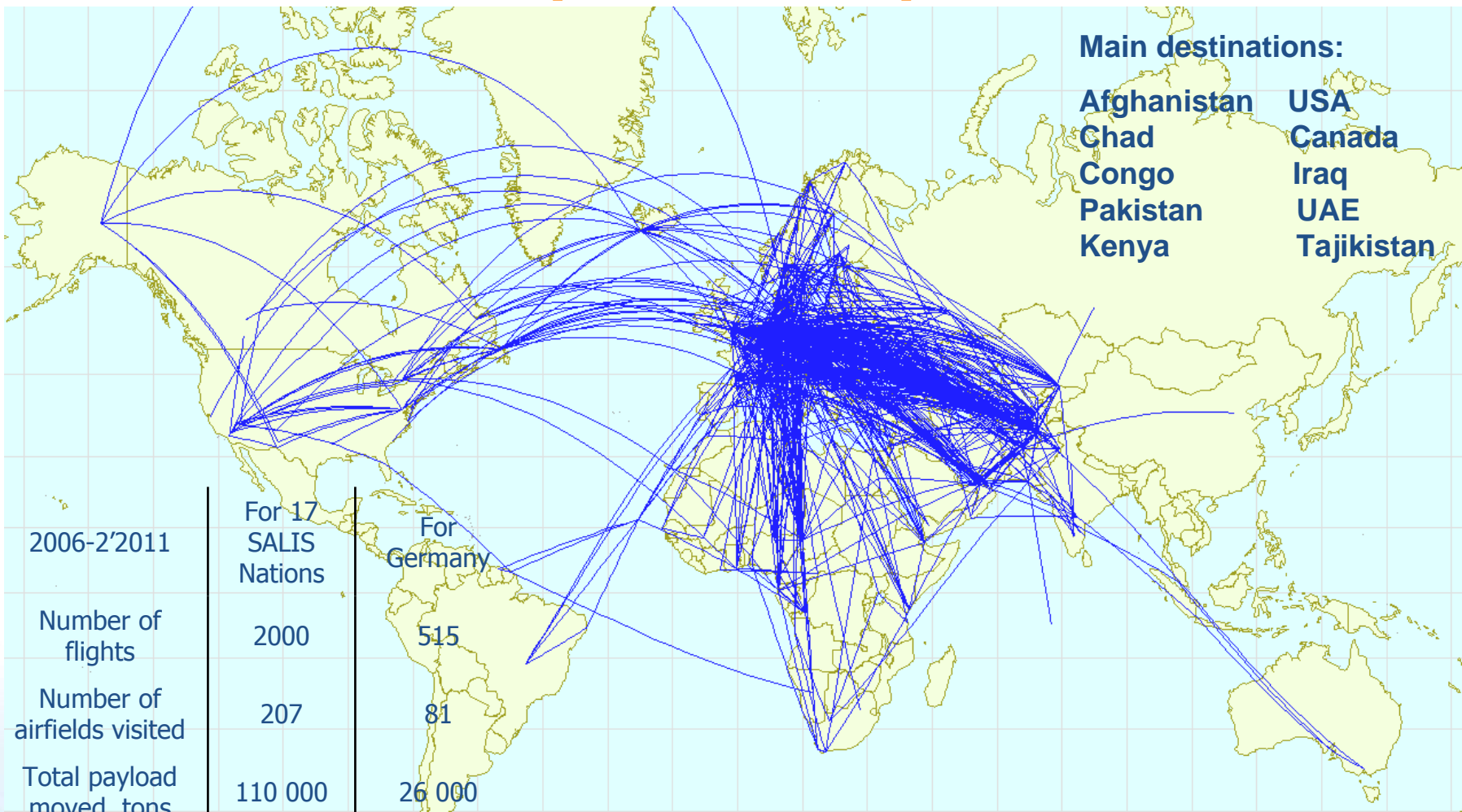


- **LATE SUPPLIED FLIGHT INFORMATION CAUSES DELAY DUE TO STRONG DIPLOMATIC OPERATION SUPPORT REQUIREMENTS**
- **CHANGING CARGO TYPE DURING PLANNING STAGE SHOULD BE AVOIDED**
- **SLOT SYNCHRONIZATION IN AFGHANISTAN, ESPECIALLY FLIGHTS WITH SEVERAL IN-THEATER ORIGINS/DESTINATIONS**
- **NATIONS' DIPLOMATIC SUPPORT OFTEN DIRECTLY CONTRIBUTES TO THE MISSION SUCCESS**
- **CHANGE OF ANY TASK IN PROCESS CAN SIGNIFICANTLY DEGRADE EFFICIENCY OF ALL OPERATIONAL CHAIN OF FLIGHTS**

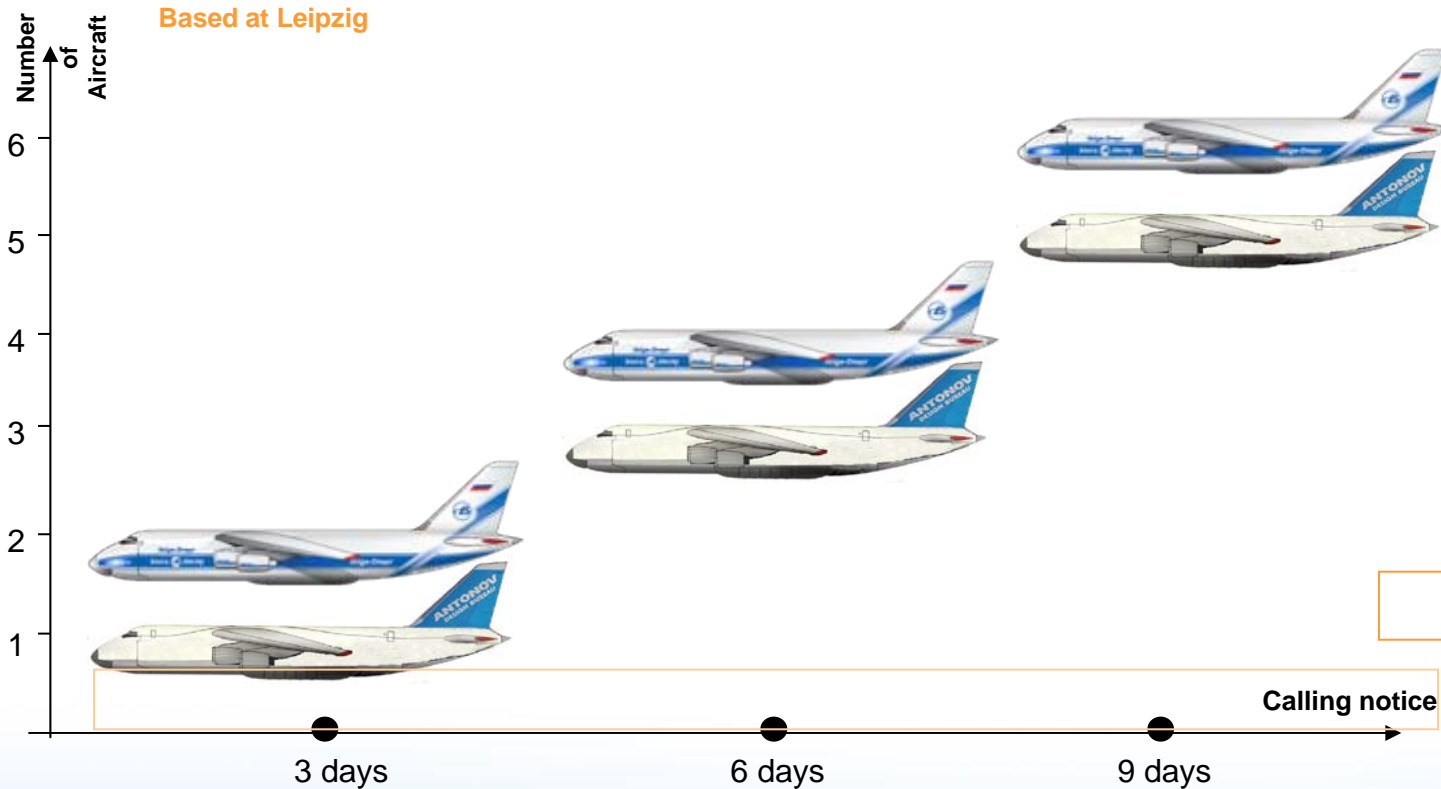


# SALIS MISSIONS ON THE MAP

## (2006-2'2011)







Based at Leipzig

**ADDITIONAL AIRCRAFT  
(WHEN CARRIERS HAVE  
AVAILABILITY)**



Flight time flown in 2010  
285 FH

!!! Peak utilization in 2008  
910 FH  
(Congo, Chad, Afghanistan)

Additional budget savings of activation fees over the past 5 years

Calling notice



# HOW WE ACHIEVED THIS?

## → **Technical reliability:**

- Full scale maintenance base at Leipzig/Halle airport
- Technical support bases next to the areas of operation: Europe (Leipzig), UAE (Sharjah), + Russia (Ulyanovsk) / Ukraine (Kiev)

## → **SALIS aircraft availability supported by joint fleet of 17 An-124-100**

## → **Efficient system of operational and diplomatic clearances support:**

- Active involvement of Russian and Ukrainian Ministries of Foreign Affairs in timely obtaining diplomatic clearances
- Support provided by Nations diplomatic missions

## → **Improved interaction in operations planning inside project**

# WHAT DOES IT GIVE TO NATIONS?

- Rapid response to Nations' strategic air operations planning (for example, urgent delivery of German police contingent to Kenya in 2009)
- Two An-124-100 aircraft in "hot reserve" with calling notice less than 72 hours



# Urgent delivery of the German police helicopters to Mombasa, 10.-13. April 2009 (Anti-piracy operation)



**Contract obligations:**  
Arrival to APOE in 72 hours

**Actual performance:**  
Arrival to APOE in 16 hours  
First flight accomplished in 41 hours  
Second flight accomplished in 77 hours after the first request

**Cargo:**  
3x As-332 Super Puma  
2x Bell 212  
+ helicopter crews



# What are the major advantages of the An-124-100 aircraft?

- ✓ An-124-100 freighter is capable of carrying any cargo weighing up to 120 tons, including a wide range of military wheeled and track vehicles, airplanes and helicopters
- ✓ In joint companies fleet, there are five modified An-124-100-150s which can accommodate up to 150 tons payload, provided relevant technical preparations have been accomplished
- ✓ An-124-100 freighter is fitted with special supplementary loading equipment used for loading one-piece outsize and heavy loads weighing up to 120 tons
- ✓ A special onboard crane can be used for loading / unloading up to 30 tons one-piece loads to airfields without any loading equipment available
- ✓ An-124-100 allows for simultaneous loading and unloading operations using both front and aft cargo doors which significantly reduces the ground time
- ✓ The overall operations flown by An-124-100 includes over 1,100 airfields worldwide



➤ **LESSONS TO BE LEARNED**

➤ **HOW WE COULD PROGRESS IN THE FUTURE TO MAKE SALIS PROJECT MORE BENEFICIAL FOR THE NATIONS – SALIS PARTICIPANTS**



# WHAT CAN WE OFFER?

## Additional Fleet Proposal

Involvement of the new commercial aircraft types in the SALIS project will make it more flexible and efficient:

- ➔ IL-76TD-90VD – modernized ramp aircraft with max payload up to 50 tons and onboard cranes (10 tons) – 3 aircraft operated by Volga-Dnepr Airlines now, 4th and 5th newly build airplanes will be delivered in 2011 and 2012 respectively
- ➔ Boeing B-747F (-400ERF, -300, -200, payload up to 113 tons) – the best option for general palletized cargoes
  - 11 aircraft operated by Volga-Dnepr Group / AirBridgeCargo Airlines
- ➔ An-225 – the biggest cargo ramp aircraft in the world with max payload capacity up to 250 tons, perfect for proactive delivery of wheeled, tracked and unique cargo
  - operated by Antonov Company

**Additional fleet is available for SALIS – ask now!**  
**Fixed ACMI rates or charter quotations on request.**



# WHAT CAN WE OFFER?

## Volga-Dnepr Group Engineering & Logistics Center (ELC)

- Integrated air charter transportation for outsize, heavyweight and project cargo is arranged using the Group's own fleet of AN-124-100, IL-76TD-90VD and Boeing 747 freighter aircraft.
- Where necessary, ELC sources airplanes from third party operators, such as smaller AN-12, AN-26, to meet customers' specific requirements.
- The provision of a wide range of door-to-door delivery services, using multi-modal logistics schemes, including land and sea transport, as well as providing assistance with customs clearance and insurance.



# WHAT CAN WE OFFER?

## Intermodal Logistics Schemes

### Riga – Ulyanovsk – further by the aircraft to Afghanistan



**Total transit time: 13 days**



# WHAT CAN WE OFFER?

## Intermodal Logistics Schemes



**Total transit time: 23 days**



# HOW TRANSIT APPEARS TODAY?

## Intermodal Logistics Scheme (Railways/Trucks)



**Total transit time: 58 days**



Ruslan SALIS GmbH

# WHAT CAN WE OFFER?

## Transportation of unique cargoes



# WHAT CAN WE OFFER?

## Transportation of unique cargoes

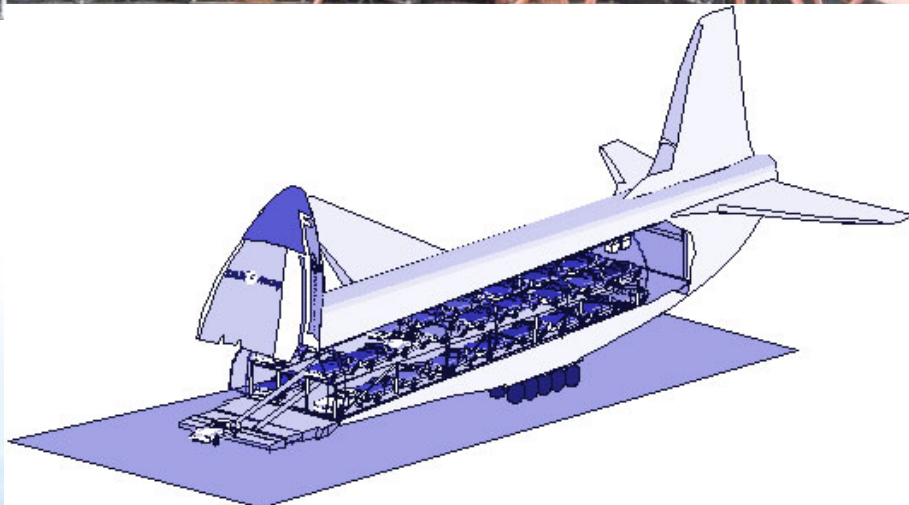


# WHAT CAN WE OFFER? Onboard Crane System (up to 30 tons)



# WHAT CAN WE OFFER?

## Car rack system up to 53 cars



# Which processes will define the market in short- and long-term?

- Increasing demand for multinational humanitarian aid, peace-keeping and counter terrorist missions
- Continuously growing global economy demand for unique airlift operations
- Intensive worldwide efforts on modernization of existing aircraft fleets (C-130, C-17, AN-124-100, etc)
- Forthcoming production of new ramp transport airplanes (A400M, AN-70 and AN-124-300) and conventional freighter versions with affordable charter price
- New driving forces appearing in the European market that will define the future airlift architecture: SAC (Strategic Airlift Capability), EDA (European Defense Agency), EATC (European Air Transport Command) and others



# Why are we showing this to you?

## To share our thoughts

**We strongly believe, that future in reasonable combination of different aircraft types:**

- **strategic (An-124-100, C-17)**
- **tactical (Il-76TD-90VD, A400M, An-70)**
- **small aircraft (C-130, An-12, An-26, C-27J, etc)**

**We have dealt with German customers for years, and achieved trusted partnership with them**

**We are ready to proceed together with you**



**VIELEN DANK FÜR IHR VERTRAUEN!**  
**VIELEN DANK FÜR IHRE ZUSAMMENARBEIT!**

