

# Peak efficiency

## CHAMP's partnership with Vallair to provide Weight & Balance to all freighter conversions

David Linford, Director, Global Sales & Account Management

*Sustainability starts from load planning. Aside from being an unsafe vessel, an unbalanced plane poses many problems to fuel efficiency, reaching capacity, and the cost effectiveness of your routes. Last month, CHAMP signed a memorandum of understanding for a new partnership with Vallair, the mature aircraft and asset specialist, to provide its Weight & Balance solution as standard to all new A321F conversions – ensuring a next generation of freighters operating at peak efficiency.*

Digitalization has been the focus of the air cargo industry for many years. The cost reduction, streamlining of processes, and boost in capacity is widely felt. This evolution has brought great benefits around the world. However, as air transport evolves and takes a decidedly more cargo focus, freighter conversions may play a more vital role to our industry moving forward.

### Giving freighters the best tools at inception

The partnership between Vallair and CHAMP will be a collaboration and pooling of resources to provide CHAMP's Weight & Balance system for the new A321Fs and to establish a reliable e-freight system which can be utilized in conjunction with all of Vallair's future A321F conversions.



The A321F is the most technologically advanced and environmentally friendly freighter currently available. Offering the biggest volume in its class and 20% reduction in fuel burn – what better placed way to ensure success than pairing it with the very best tools from the beginning?

CHAMP's Weight & Balance is a proven, powerful, yet intuitive-to-use digital solution for advanced load planning and is designed to optimize aircraft loading while ensuring regulatory compliance, minimizing turnaround, and making maximum use of available space. This obviously not only helps to reduce costs, but its state-of-the-art Autoload algorithm also achieves fuel-saving targets and a reduced carbon footprint.



Being able to offer CHAMP data and information on the A321F freighter conversions will allow Vallair to contribute to a comprehensive cargo management system which is bespoke to these freighter variants. This package will then be offered as a cost-effective, load-efficient solution to their customers in conjunction with digitalized tracking of all cargo.

### Moving forward

Hardware and software partnerships are ideal for offering ready to use services to update obsolete internal processes. What services and tools are necessary for future evolutions? What pairing will best to sustainably meet the needs of the rapidly changing e-commerce supply chain? The aim to use the existing stock of aircraft, while bringing them up to newer and more advanced standards is key to keep our industry sustainability targets on track.

