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Air Cargo Security & Screening Systems Market Forecast 2014-2024: Prospects for Leading Players

5.6.3 German Air Cargo Security and Screening Systems Market Major Contracts & Programmes

Table 5.9 German Air Cargo Security and Screening Systems Market Major Contracts & Programmes (Date, Company, Value, Details)

Date	Company	Value	Details
April 2011	Rapiscan Systems	US\$12 million	Rapiscan had been awarded a pan-European contract valued at approximately \$12 million by DHL , one of the world's leading logistics and air cargo companies. The systems to be provided include Rapiscan's high speed MVXR5000 Explosives Detection Systems, which are used for screening of very high volumes of parcels, as well as Rapiscan's 600 series large tunnel dual view air cargo X-ray scanners, which are designed to screen large parcels and air cargo pallets. The Rapiscan screening solutions will enable DHL to further enhance their robust security capabilities.
July 2011	Smiths Detection	Undisclosed	Smiths received a contract with Lufthansa Cargo to provide the leading world cargo carrier with X-ray inspection and trace detection units for security screening. Lufthansa Cargo bought multiple Smiths Detection HI-SCAN 180180-2is X-ray inspection units and IONSCAN 500DT explosives units to support air cargo screening throughout the Americas.
August 2011	L-3 Security & Detection Systems	N/A	L-3's eXaminer SX explosives detection system (EDS) passed the European Union Commission Regulation Standard 3 for EDS under the European Civil Aviation Conference (ECAC) Common Evaluation Process (CEP) of Security Equipment. The system was successfully validated by the Screening and Detection Technology Unit of the German Federal Police in Lübeck.

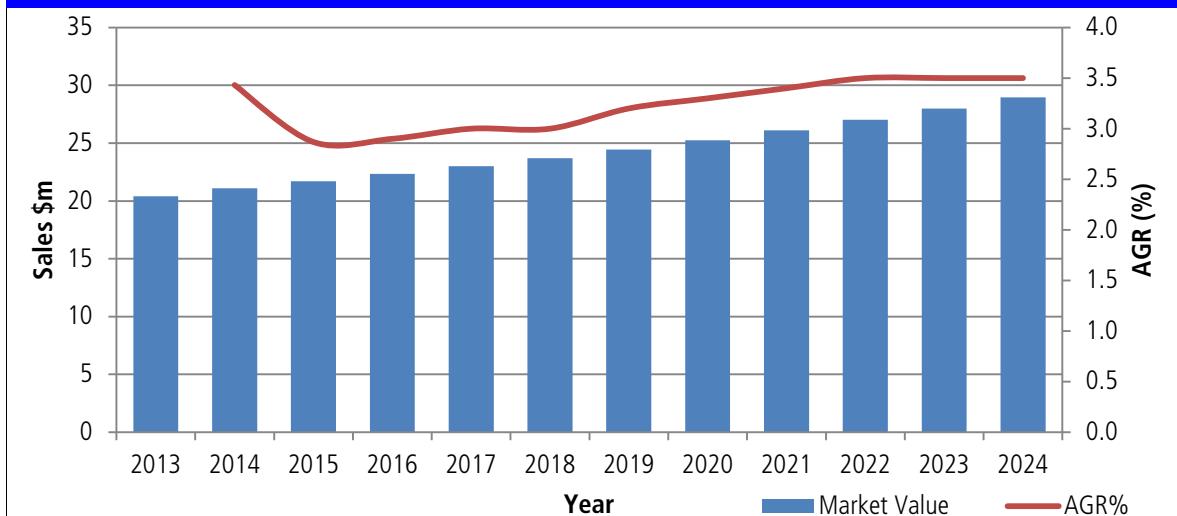
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5.12 Indian Air Cargo Security and Screening Systems Market Forecasts 2014-2024

Table 5.19 Indian Air Cargo Security and Screening Systems Market Forecasts 2014-2024 (\$m, AGR %, CAGR%, Cumulative)													
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2014-24
Sales \$m	20.4	21.1	21.7	22.3	23.0	23.7	24.5	25.3	26.1	27.0	28.0	29.0	271.6
AGR (%)		3.4	2.9	2.9	3.0	3.0	3.2	3.3	3.4	3.5	3.5	3.5	
CAGR (%) 2014-19					3.0		2019-24			3.4			
CAGR (%) 2014-24							3.2						

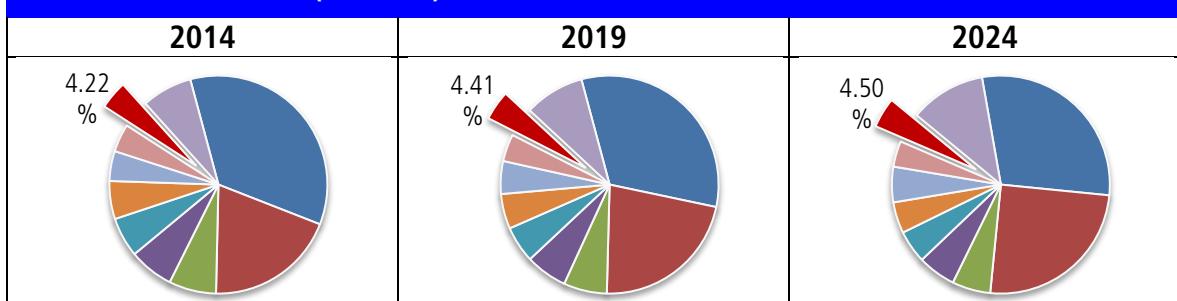
Source: *Visiongain 2014*

Figure 5.30 Indian Air Cargo Security and Screening Systems Market Forecasts 2014-2024 (\$m, AGR%)



Source: *Visiongain 2014*

Figure 5.31 Indian Air Cargo Security and Screening Systems Market Share Forecast 2014, 2019 and 2024 (% Share)



Source: *Visiongain 2014*

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7. Expert Opinion

7.1 Company for Electronic Industrial Automation (CEIA)

Company for Electronic Industrial Automation (CEIA) is a world leader specialised in the design, engineering, and production of metal detectors and electromagnetic inspection devices. CEIA was founded in 1962, and in 1975, the growing demand for security at entrances to airports and banks stimulates the company to start a major research and development programme, which leads CEIA to become a major manufacturer of walk-through and portable Metal Detectors for the detection of weapons carried on people. In 2011, CEIA phased out an automatic screening device for non-metallic cargo screening, and obtained approvals by governmental security authorities for use in airports and air cargo industry.

The following interview was conducted in February 2014. The interviewee from CEIA S.p.A., Mr Jeffrey Cook, is the Managing Director of CEIA Metal Detectors UK. Mr Jeffrey Cook has 18 years' experience of installations and supply of security metal detection screening equipment.

Visiongain would like to thank Mr Jeffrey Cook and CEIA S.p.A. for their cooperation and contribution.

7.1.1 Products, Services and Business Operations of CEIA

Visiongain: Could you please detail the company's business and the type of services or products that you provide?

Mr Jeffrey Cook: CEIA is a world leading manufacturer of electromagnetic metal detection / screening equipment for security applications and industry. The company based in Viciomaggio, Arezzo, Italy, and UK office is based in Alcester Warwickshire, the company's customers include, Aviation, Prison service, Court service, Government buildings, General security applications. The company air cargo screening product, EMIS (Electro-Magnetic Inspection Scanner) is designed to automatically detect detonators and metal components of explosive devices inside paper, newspaper, perishable goods such as produce, fish and meat (fresh or frozen) and organic material in general. Electromagnetic inspection is the most suitable and quickest method for checking non-metallic cargo. The advanced technology employed in the EMIS minimizes the interaction with the goods themselves and does not depend on visual interpretation of an image by

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8.2 3DX-RAY Ltd.

Table 8.2 3DX-RAY Ltd. Company Overview 2014 (Parent Company Revenue, HQ, IR Contact, Website)

Parent Company (Image Scan Holdings PLC) revenue \$m	\$4.17 million (£2.54 million)
Headquarters	Loughborough, Leicestershire, UK
IR Contact	Add: Image Scan Holdings PLC 16–18 Hayhill, Sileby Road, Barrow-upon-Soar, Leicestershire, LE12 8LD, UK Tel: +44 (0)1509 817 400 Fax: +44 (0)1509 817 401 Email: ir@ish.co.uk
Website	www.3dx-ray.com

Source: *Visiongain 2014*

Table 8.3 3DX-RAY Ltd. Major Air Cargo Security and Screening Contracts / Projects / Programmes 2011-2013 (Date, Country, Details)

Date	Country	Details
January 2013	United Kingdom	3DX-RAY launched FlatScan2, the latest product in its FlatScan family of portable x-ray inspection devices. Building on FlatScan, the world's first linescan portable security screening system originally developed by 3DX-RAY, FlatScan2 is the first portable x-ray device with the potential for 3D imaging capabilities for improved inspection.
December 2012	United Kingdom	3DX-RAY collaborated with University College London (UCL) to deliver the proof of principle system for a project funded under the Innovative Research Call in Explosives and Weapons Detection (2007), a cross-government programme sponsored by a number of government departments and agencies under the CONTEST strategy. It is hoped the system could provide a low cost alternative to CT scanning to replace 2D x-ray inspection as the first line of defence in baggage and cargo screening.
October 2011	United Kingdom	3DX-RAY announced a new software system for its portable x-ray scanning equipment that could help make security operatives even safer during threat