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KEYS TO CARGO WAITING AT GARY AIRPORT

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Passengers first, cargo second.

That was the formula touted at the Indiana Logistics Summit in Indianapolis, and has been what Gary/Chicago International Airport officials have been saying for months in response to suggestions that the airport focus on attracting cargo rather than passenger airlines.

Cargo on passenger jets is a huge industry that moves billions of pounds of goods each year and is an easier one to crack into than the cargo-only market, according to Brandon Fried, executive director of the **Airforwarders Association**, a trade group for the air cargo industry.

"Airlines are ruled by passenger demand. Once airlines see the opportunity for passenger flights, cargo traffic will go with it," Fried said. The cargo-only business, however, is "a crowded market," he said. "There's a lot of pavement (unused space at cargo hubs) out there right now."

With Chicago's airports already congested, Gary could offer the avenue for cargo traffic growth in the region. However, whether there is enough demand in Northwest Indiana for the fast delivery times that makes air shipping attractive remains to be seen.