#### ZK-NGI

### ULDCARE

### Compliance Airworthiness Regulations Education ULD CARE Achievements 2014-2015

28th ULD CARE ANNUAL CONFERENCE August 31- September 3 2015

### Review of the past 12 months

- ULD CARE Accomplishments
- ULD CARE Facts and Statistics
- Industry Developments
- Relationship with Other Organisations





**ULD CARE Accomplishments** • ULD CARE Image

• ULD CARE Membership

 Accountability Tool Kit

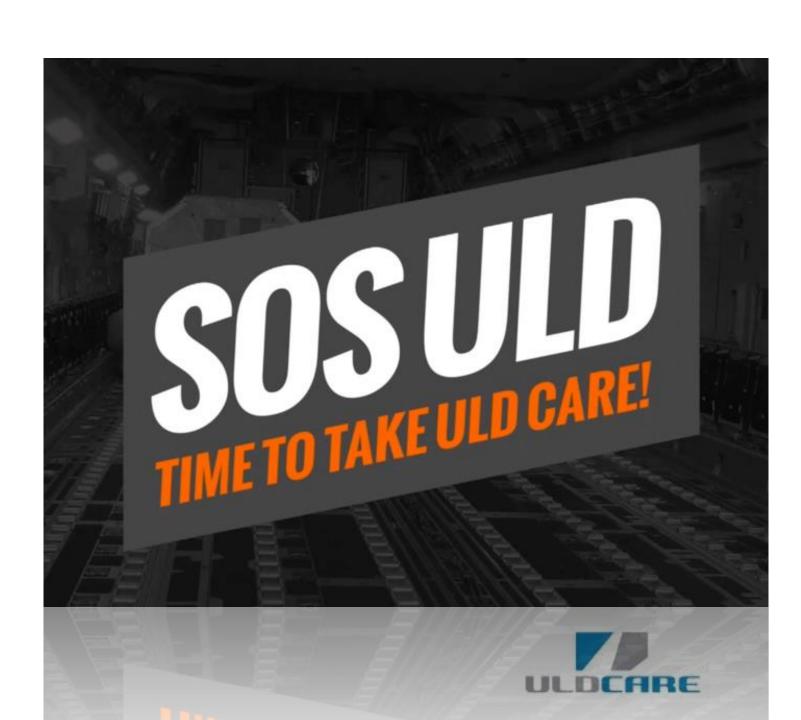
 Information Assets **TIME TO TAKE ULD CARE** 





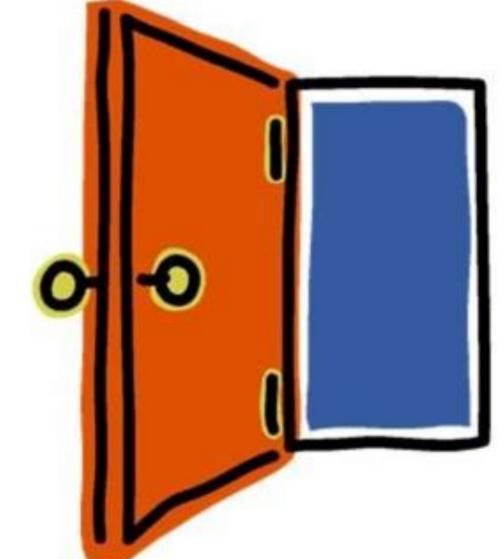
# ULD CARE Image

- SOSULD
  - Presents the ULD message upwards and outwards in a consistent manner
  - Provides a professional communications tool for our membership
  - Launched a new "catch phrase" "Time to Take ULD CARE"



# Door Opener

- Gets ULD up front and centre at industry events
- Drives the importance of ULD
  - Safety
  - Financial







# LinkedIn

- ULD CARE LinkedIn page now launched and active.
- LinkedIn "button" at top right corner of ULD CARE web page
- Page will be used to share and spread ULD industry information as close to real time as possible.



6



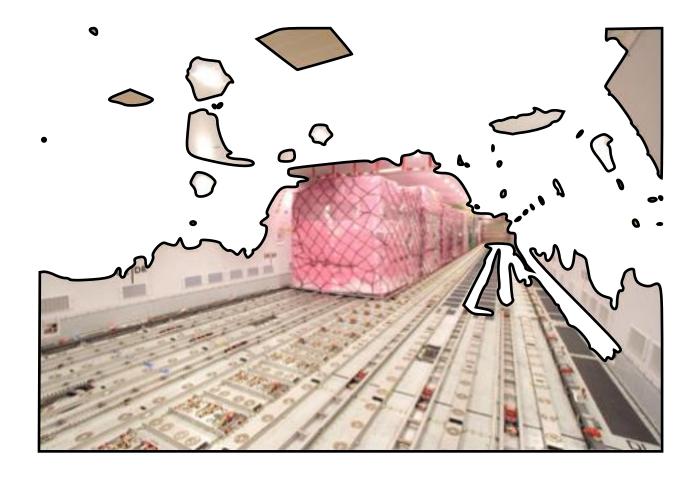


Compliance Airworthiness Regulations Education



# **ULD Care Membership**

- Good news and less good news!
- Good news is we are joined by 3 new non- airline members
  - Less good news is we continue to struggle getting members new airline not to mention the rest of the air cargo industry





# Getting the message across

 Recognition of the importance of ULD by sectors

24 Months ago

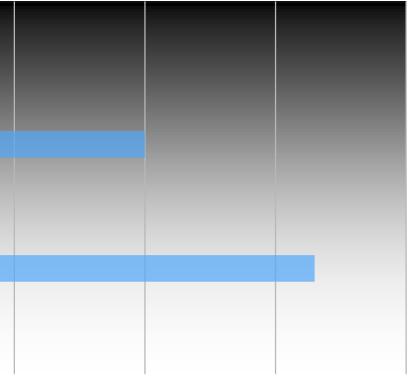
12 months ago

Today

0%

### TIME TO TAKE ULD CARE



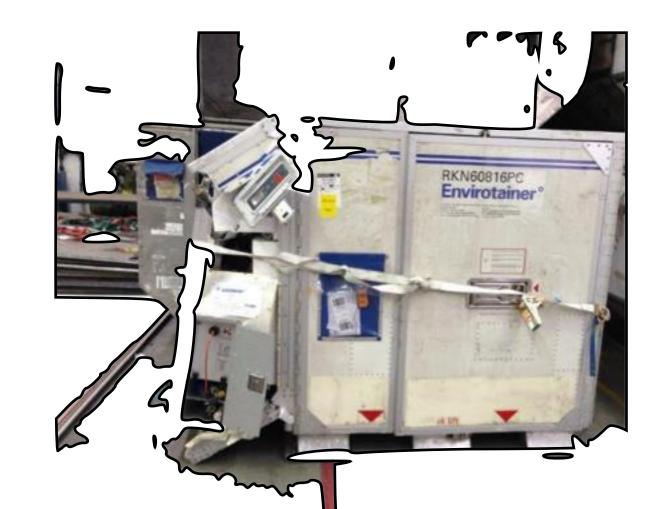


10% 20% 30% 40%



# **Accountability Assets**

- ULD content in Standard Ground Handling Agreement and Service Level Agreement
- Self use Audit Lists
- ISAGO/IGOM





# SGHA and SLA

#### **Template ULD Operations Service Level Agreement**

- SGHA- IATA project
- SLA- ULD CARE working to create a Template ULD **Operations Service Level** Agreement

The purpose of this Service Level Agreement (SLA) is to provide both owners of ULD and those parties whose functions include ULD operations with an easy to use method of establishing and then measuring service level requirements for ULD operations. The use of a standard SLA will encourage consistent standards for ULD operations throughout the air cargo industry.

The basis for this SLA can be found in the IATA ULD Regulations, the applicable sections are referenced in the SLA text.

The overriding principle of all ULD operations is that only those ULD in an airworthy condition shall be loaded to an aircraft, failure to meet this requirement constitutes a serious failure. Underpinning this airworthiness requirement are a number of activities such as storage, transport, Buildup etc. that unless performed to a satisfactory standard will put airworthiness at risk.

Many deficiencies in the ULD process occur unobserved at the time, it is only later when problems arise with the aircraft loading/unloading, damage occurs to the aircraft /aircraft systems and most seriously flight safety is found to have been put at risk that these deficiencies come to light. In this respect the specifics of this template SLA are designed to protect the ULD from damage and deliver only airworthy ULD to the aircraft.

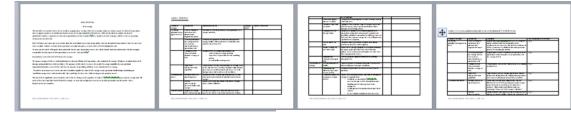




### Self Use Audit forms

- Free for download/ use by any ULD CARE member
- Contains both evaluation criteria and also guidance on acceptable means of compliance
- On airport transport
- Off airport transport
- Container build up
- Pallet build up
- Transfer of ULD

#### TIME TO TAKE ULD CARE

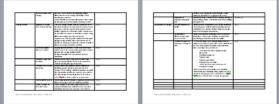


Section 1. Check Form

Aspect of Morage	Check Rett	Evaluation Oftenia	Comply /Fail	Auditor Comments
1.Canaral principles/wan agement level	All UCD starage is carried out in a planned and organized manner	Provision of written procedures and guidelines ULD storage activities.		
	Written procedures for starage of ULD exist and are communicated to operations staff	Evidence of a property established and operated storage facility with an absence of situations that sould be harmful to ULD		12
	Training of staff whose function includes storage of ULD	Suitable levels of training/quatification for • Staff working at starage location • Supervisors responsible for ULD handling activity • Overall facility management		
	Supervisor competence and capability	All personnel working with/sround ULD storage to be aware that they are working with lightweight altoraft parts that are easily damaged and that even small damage can result in a loss or altworthmess		
Lincethen and accept	Distance from CLD operating areas	Sufficiently close to daily operational areas to that ULD can be conveniently be placed/retrieved from storage		
	Ease of access/branater botween dollies and atorage	Loyout to be such that dollies may access storage areas without difficulty		
8.3xfrastructure	Capable of storing	Design of storage to be such that any ULD of the correct size can be stored and transferred without	1.1	

GLO CARECHICK/GLD STORAGE/VE/ APRIL 2011





### **ISAGO** and **IGOM**

12

IATA activity







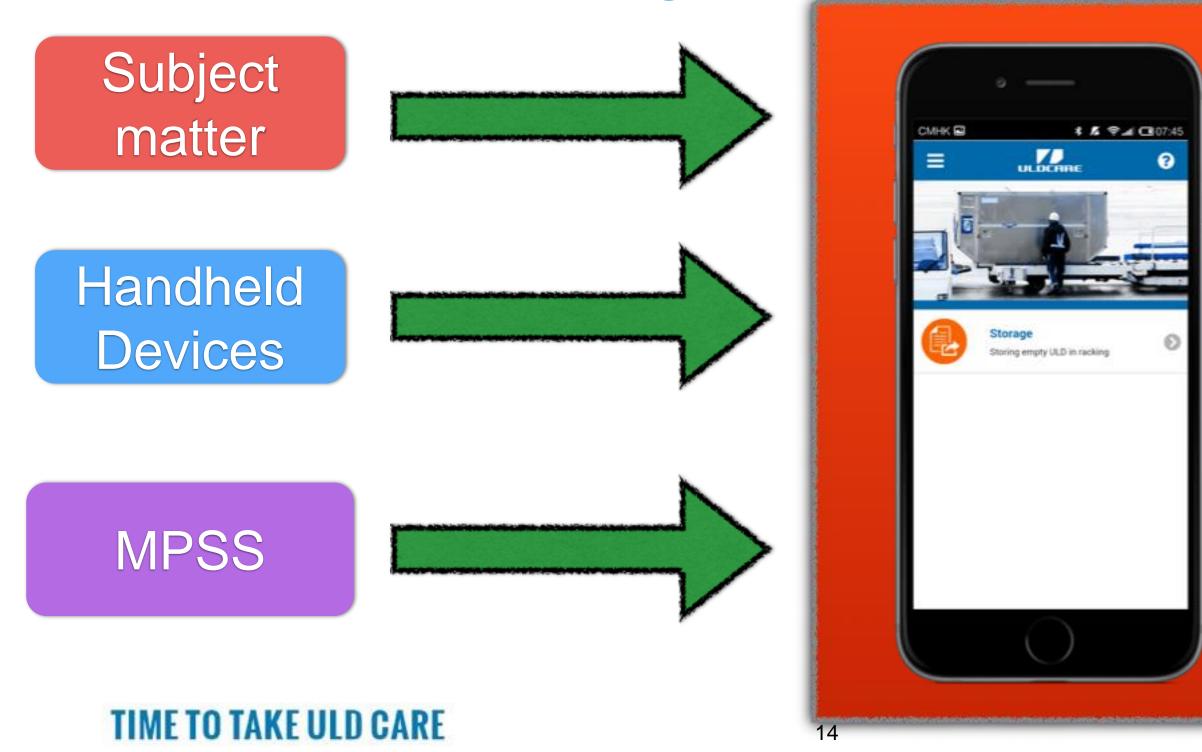


# Information Assets

The Mission of ULD CARE is to use the collective resources, skills and grass roots experience of the ULD CARE membership to provide direction and deliver appropriate change in ULD operations throughout the global air cargo operating environment.



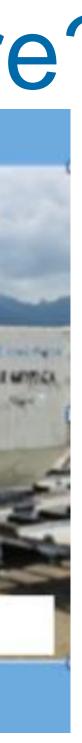
### Introducing the ULD JOB ANDLD CARE





### Want to know more?







### The making of ULD JOB AID by ULD CARE

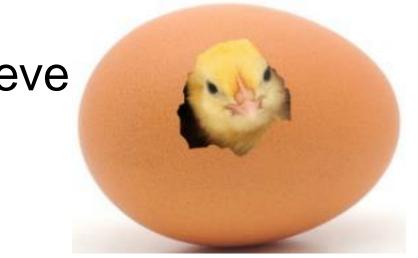
- Widespread lack of job knowledge at operator leve
- Lack of uptake of formal IATA training
- With ULD Regs. as a foundation now is the time to develop additional levels of support for the safe and efficient operation of ULD
- ULD JOB AID SOSULD is top down,

This is not an APP looking for a role, its a need that can be filled by an APP

#### TIME TO TAKE ULD CARE

by ULD CARE





# is bottom up



First priority... **Basics of ULD** operations

- Storage
  - Permanent
  - Temporary
- Transport
  - On airport
  - Off airport
- Airworthiness
- Build Up
  - Container
  - Pallet
- TIMETOTAKFIRINE

# **Potential?**

Subsequent priority...

- Special ULD
  - TCC
  - FCC/FRC
  - Horsestalls
  - etc.
- Detail applications
  - How to correctly fit a net
  - How to correctly use a cargo strap

etc



# **Commercial Considerations**

- ULD CARE investment germinates the project
  - Establishes the platform
  - Launches first few modules
  - Partnership with Peakpacific
    - Revenue share

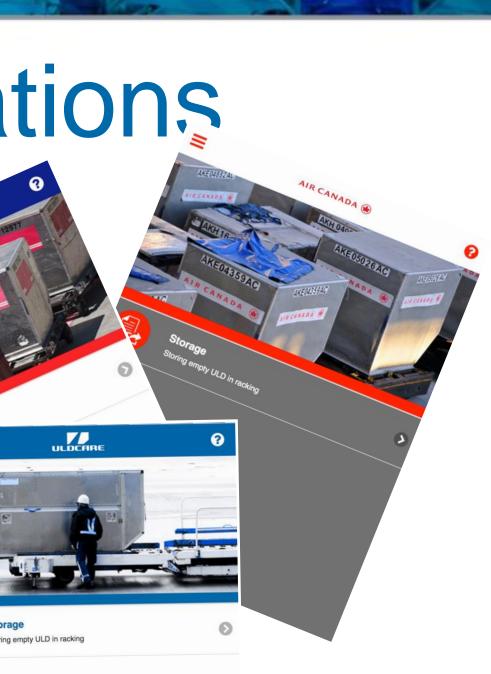
- Marketing and administration





### Financial Considerations

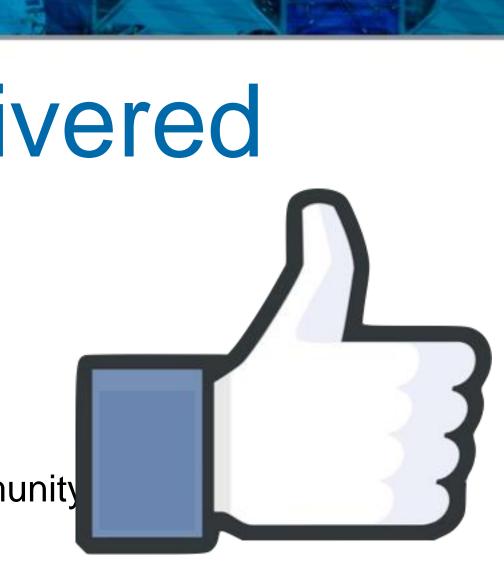
- Monetisation through "per hit" charging
- Sales of subscriptions to bulk users
- Branding opportunities
- Product specific opportunities





# What ULD CARE delivered

- We created SOS ULD to deliver key ULD messages
- We upped the image of ULD and ULD CARE
- We improved our communications capability
- We made some progress towards the ground handling community
- We developed some useful accountability tools
- We have initiated new projects
- We embarked on a project to deliver "on the job" instructions to operators







### What we have yet to deliver

- We remain very challenged in regard to freight forwarders and are not off the ground with airports
- Accountability for damage and misuse of ULD remains unacceptably low
- Knowledge standards across the industry still IN SPOT OVF SOME OUTSTANDING GOALS ULD CARE PUNCHED ABOVE ITS WEIGHT IN 2014/15 AND FULLY INTENDS TO DO THE SAME IN THE NEXT 12 MONTHS

#### TIME TO TAKE ULD CARE

 $\left( \cdot \cdot \right)$ 



### FACTS AND FIGURES

MEMBERSHIP FEES
TRANSACTION FEES
DEMURRAGE COST REVISION
ULD CARE UPDATE
BOARD MEMBERS
NEW MEMBERS
WEBSITE & NEWSLETTER

#### TIME TO TAKE ULD CARE



......

Facts 8



- Membership
- Transactions
- Demurrage

# **NO CHANGE FOR 2016!!!**





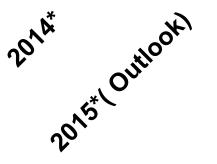
### **Transaction Fee Income**

USD90,000.00 Declining transactio n fee **Transaction Fee** USD54,000.00 income 86,400 81,300 78,000 USD36,000.00 72,700 now stabilised USD18,000.00 USD0.00 2010 2009 2011 2012 2013

USD108,000.00

\*Fee at \$ 1.50 compared to \$ 1.20 in previous years





-		 	 	
-	57,500	 57,000	 55,000	
-				

### **Recent Milestones**

- January 2013: New Name and Logo
- March 2013: Launch of Website
- April 2013: First Newsletter
- May 2013: Annual conference in Vancouver/IATA IGHC
- June 2014: IATA/ULD CARE working initiative launched
- September 2014: Annual conference in Mainz
- March 2015 Launch of SOS-ULD Video







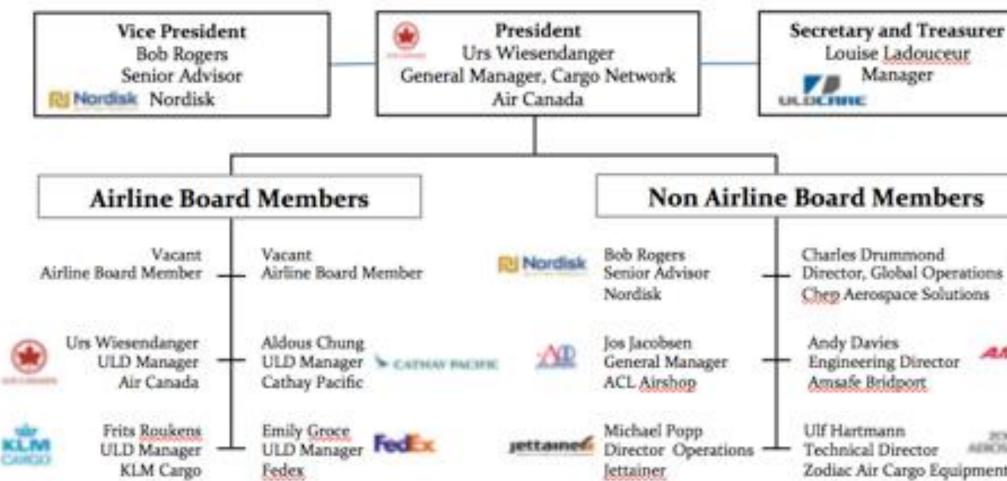
# Current Governance Structure

- Elected Board Members:
  - 6 Airlines -representation from Areas 1,2 and 3
  - 2 Non-Airlines Poolers
  - 4 Non- Airlines Industry
  - 1 President and 1 Vice President -elected from and by the 9 members above
- ULD CARE Advisory Group (UCAG)
- TINStaffrakeFull-time employee





### **Current Board Members**



#### TIME TO TAKE ULD CARE



CHEP Director, Global Operations

AARSAFE

ADDIAC 2

Zodiac Air Cargo Equipment





### Membership 2015

# •48 Airlines •28 Nonairlines







### New Members 2015









# Bangkok 2015

- 28th Annual Conference
- 43 Airline Delegates
- 61 Non airline Delegates
- 5 Industry guests

**109 Delegates in Total** 

 16 Spousal Program Participants



30





### First Time Airline Attendees







### Annual Conference Attendance History

	Airlines	Reps	Non- airlines	Reps
2011 ( Miami)	25	40	27	67
2012 ( Shanghai)	27	37	22	59
2013 ( Vancouver)	19	27	19	42
2014 ( Mainz)	25	33	23	51
2015 ( Bangkok)	26	43	24	61

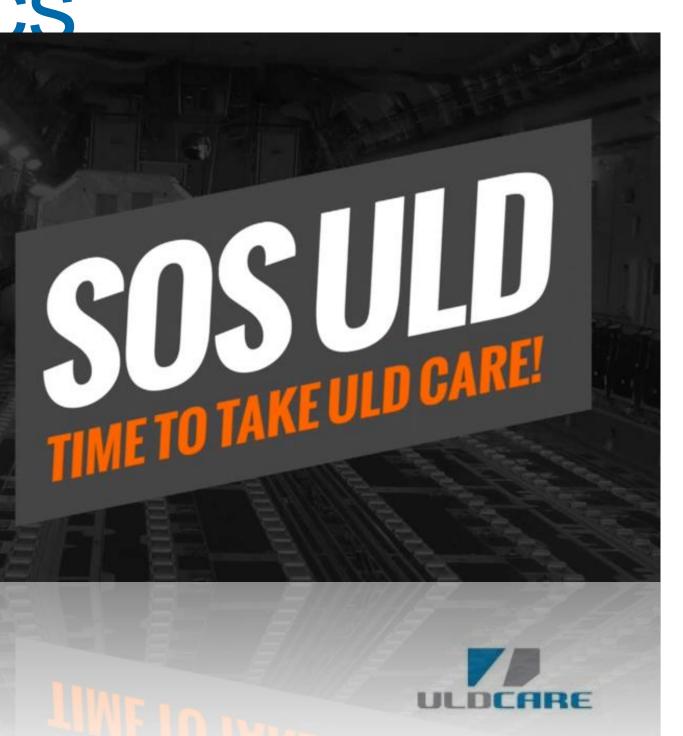


### SOS ULD Video Viewer

**tistics** 

TOTAL VIEWS	5657	100%
AIRLINES	1323	23%
GROUND HANDLERS	487	9%
FREIGHT FOWARDERS	199	3%
UNDECLARED	3648	65%





### **Newsletter Viewer statistics**

	Readership "hits"	ABOUT ULD CARE ULD ASSET TR NEWSLETTER Annual Conference & Events UL < AUGUST 2015	RACKING
March 2013	300	S M T W T F S 2 3 4 5 5 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 21 23 24 25 26 27 28 29 30 31 Upcoming events ULD CARE Annual Conference September 01-03, 2015 - Bangkok, Thailand Link to complete avents list ULD CARE Annual Conference September 01-03, 2015 - Bangkok, Thailand	
<b>June 2014</b>	408	ULD CARE ANNUAL CONFERENCE	nk to com
June 2015	428	About Us Annual Conference & CARE ULD CARE News ULD Asset Tracking Newsletter Membership Advertise with us © 2015 ULD CARE All rights reserved. Web site d	







### Industry

- Rules, Regulations & Findings
- Fire Containment
- Certification News



# Rules, Regulations & Findings

- AC 120-85A Advisory Circular on Air Cargo Operations
- AD disallowing the carriage of intermodal containers (20 ft TEU) while loaded in an offset position on a 20 ft pallet.
- EU 376/2014 Reporting Analysis and Follow Up of Occurrences in Civil Aviation
- NTSB Synopsis of National Air Cargo Bagram crash





## AC 120-85A Advisory Circular on Air Cargo Operations

- Issued June 2015
- Responding to NAC crash

It enhances the safety of flight operations by clearly identifying responsibilities of parties and enhances guidance concerning .....unit

load devices (ULD) and restraint devices;

Based on 2005 experience the industry can expect much increased FAA inspector activity around ULD

	AC 120-85	AC 120- 85A	Change	% Change
Pages	64	97	33	51%
Occurrences of "ULD"	113	167	54	47%
Occurrences of "Training"	77	87	10	13%
Occurrences of "vendor"	32	33	1	3%

- AD disallowing the carriage of intermodal containers (20 ft TEU) while loaded in an offset position on a 20 ft pallet.
  - Issue first surfaced mid 2014
  - Extensive testing by Boeing and various airlines
  - Considerable objections from the industry
  - Only covers the carriage of **Intermodal Containers**

## **TIME TO TAKE ULD CARE**



38

Federal Register Volume 80, Number 133 (Monday, July 13, 2015) [Rules and Regulations] Pages 39943-39950] From the Federal Register Online via the Government Publishing Office [www.gpo.gov [FR Doc No: 2015-17031]

DEPARTMENT OF TRANSPORTATION

Federal Aviation Administrat

14 CFR Part 39

Docket No. FAA-2014-0780: Directorate Identifier 2014-NM-168-AD: Amendment 39-18207 AD 2015-14-091

RIN 2120-AA64

Airworthiness Directives; The Boeing Company Airplane

AGENCY: Federal Aviation Administration (FAA), DO

ACTION: Final rule

SUMMARY: We are adopting a new airworthiness directive (AD) for The Boeing Company Ma 747 airplanes equipped with a main deck side cargo door (MDSCD). This AD was prompted by recent testing that indicates that intermodal containers, when loaded as cargo, under certain flight load conditions, can shift and impact the adjacent fuselage frames. This AD requires revising the airplane flight manual (AFM) to incorporate limitations for carrying certain payloads. We are issuing his AD to prevent intermodal containers loaded in the offset method from shifting during flight gust ads and damaging fuselage frames, which could lead to the structural failure of the aft fus flight and subsequent in-flight breakup of the airplane

DATES: This AD is effective August 17, 2015

#### Examining the AD Docket

You may examine the AD docket on the Internet at http://www.regulations.gov by searching for and locating Docket No. FAA-2014-0780; or in person at the Docket Management Facility between 5 a.m. and 5 p.m., Monday through Friday, except Federal holidays. The AD docket contains this AD, e regulatory evaluation, any comments received, and other information. The address for the Docke Office (phone: 800-647-5527) is Docket Management Facility, U.S. Department of Transportation, Oocket Operations, M-30, West Building Ground Floor, Room W12-140, 1200 New Jersey SE., Washington, DC 20590.

FOR FURTHER INFORMATION CONTACT: Steven C. Fox, Senior Aerospace Engineer Airframe Branch, ANM-120S, FAA, Seattle Aircraft Certification Office (ACO), 1601 Lind Avenue SW., Renton, WA 98057-3356; phone: 425-917-6425; fax: 425-917-6590; email: teven.fox@faa.gov







## EU 376/2014 Reporting Analysis and Follow Up of **Occurrences in Civil Aviation**

Issued April 2014, still in the process of implementation by member states

1. Occurrences which may represent a significant risk to aviation safety and which fall into the following categories shall be reported by the persons listed in paragraph 6 through the mandatory occurrence reporting systems pursuant to this Article: (d) occurrences related to aerodromes and ground services, such as: (i) occurrences related to aerodrome activities and facilities; (ii) occurrences related to handling of passengers, baggage, mail and cargo; (iii) occurrences related to aircraft ground handling and related services.



Official Journal of the European I 24.4.2014 IN REGULATION (EU) No 376/2014 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 3 April 2014 n the reporting, analysis and follow-up of occurrences in civil aviation, amending Regulation [EU] to 996/2010 of the European Parliament and of the Council and repealing Directive 2003/42/EC of the European Parliament and of the Council and Counsmission Regulations (EC) No 1321/2007 and (EC) No 1330/2007 (Text with LTA relevance mber of accidents could rise over the decades to come, due to an increase in air traffic and an increase in th echnical complexity of aircraft egulation (EU) No 996/2010 of the European Parliament and of the Council (?) aims to prevent accidents b facilitating the prompt holding of efficient and high-quality safety investigations. This Regulation should not inter-fere with the process of accident and incident investigations managed by national safety investigation authorities as defined in Regulation (EU) No 994/2010. In the event of an accident or a serious sincklera, notification of the ce is also subject to Regulation (EU) No 996/2010. Existing legislative acts of the Union, in particular Regulation (EC) No 216/2008 of the European Parliament and Existing legislative acts of the Union, in particular Regulation (RC) No 216/2008 of the European Parliament and of the Council (7) and its implementing regulations, impore obligations on certain organisations to establish occurrence reporting systems in the context of their safety management systems. Compliance with Regulation (FC) No 216/2008 and its implementing regulations should not exempt organisations from compliance with Regulation. Likewise, compliance with this Regulation bound for to event or two parallel reporting systems, and Regulation (FC) No 216/2005, its implementing regulations, and this Regulation should be seen as commententeres. Experience has shown that accidents are often preceded by safety-related incidents and deficiencies revealing the existence of safety hazards. Safety information is therefore an important resource for the detection of potential safety hazards. In addition, whild the ability to learn from an accident is cracial, purely reactive systems have been found to be of limited use in continuing to bring forward improvements. Reactive systems should therefore a IEUN No 996/2010 of the European Parliament and of the Council of 20 October 2010 on the and incidents in civil aviation and repealing Darkersby 19(5)(E)(0), E32 (20 cooler 2010 on the investigation) to (EC) No. 216/2003 of the European Parliament and of the Council of 20 February 2005 on common rules is and entabliching a European Autointon Safery, Agency, and repealing Council Directive 91(670)EEC, 2002 and Darketive 2004/36(EC (O)L 79, 19.3.2008, p. 1)

HE EUROPEAN PARLIAMENT AND THE COUNCIL OF THE EUROPEAN UNION laving regard to the proposal from the European Commissio () OJ C 198, 10.7.2013, p. 73. () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Official Journal) and de () Position of the European Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament of 26 February 2014 (not yet published in the Pachament

L 122/18 Having regard to the Treaty on the Functioning of the European Union, and in particular Article 100(2) thereof After transmission of the draft legislative act to the national parliaments Having regard to the opinion of the European Economic and Social Committee (7) After consulting the Committee of the Regions Acting in accordance with the ordinary legislative procedure (?) A high general level of safety should be ensured in civil aviation in the Union and every effort should be made to reduce the number of accidents and incidents with a view to ensuring public confidence in aviation transport. (2) The rate of fatal accidents in civil aviation has remained fairly constant over the last decade. Nevertheless,



## NTSB Synopsis of National Air Cargo Bagram crash

7. The certification of personnel responsible for ensuring the proper loading, restraint, and documentation of special cargo loads, including requirements for their procedures, training, and duty time and hour limitations, would help ensure that these personnel properly perform their safetycritical duties.

#### TIME TO TAKE ULD CARE

NATIONAL TRANSPORTATION SAFETY BOARD Public Meeting of July 14, 2015 (Information subject to editing)

National Air Cargo, Inc., D/B/A National Airlines, Boeing 747 400 BCF, N949CA Bagran, Afghanistan April 29, 2013

This is a synopsis from the NTSB's report and does not include the Board's intionale for the conclusions, probable cause, and safety recommendations. NTSB stuff is currently analing final previsions to the report from which the attached conclusions and safety recommendations have been extracted. The final report and pertinent safety recommendations letters will be distributed to recommendation recipients as soon as possible. The attached information is subject to further review and editing.

#### **Executive Summary**

On April 29, 2013, about 1527 local time, a Boeing 747–400 BCF, NMOCA, operated by National Air Cargo, Inc., dba National Airlines, crashed shortly after takeoff from the Bagram Air Base, Bagram, Afghamitan, All seven crewmensbers—the captain, first officer, loadmatter, sugmented captain and first officer, and two mechanics—deed, and the arghane was derivoyed from impact forces and postcrash fire. The 14 Code of Federol Regulation: Part 121 supplemental cargo flight, which was operated under a multimodal contract with the US Transportation Command, was destined for Dubai World Central - Al Maktoum International Asport, Duba, United Arab Emirates.

The airplane's cargo included five mine-resistant and/ush protected (MEAP) vehicles secured onto pallets and sharing. Two vehicles were 12-ton MEAP all-termin vehicles (M-ATV) and three were 18-ton Cougans. The cargo represented the first time that National Autimes had attempted to transport five MEAP vehicles. These vehicles were considered a special cargo load because they could not be placed in unit load devices (ULD)(and restinated in the airplane's main decking capabilities of the airplane's main deck cargo handling system. Instead, the vehicles were secured to centerline-loaded floating pallets and restrained to the airplane's main deck using the down strups. During takeoff, the airplane's main deck using the down strups. During takeoff, the airplane's model to the airplane's main deck using the down strups. During takeoff, the airplane insteaduately cloubed theying these descended in a manner consultant with an aerodynamic stall. The National Transportation Safety Board's (NTSB) investigation found strong evidence that at least one of the MEAP vehicles (the near M-ATV) moved aff into the tail section of the airplane, damaging hydrashic systems and horizontal stabilizer components much that it was impossible for the flight curve to regain pitch control of the airplane.

The likely reason for the aft movement of the cargo was that it was not properly restrained. National Airlines' procedures in its cargo operations manual not only omitted required, safety-critical restraint information from the airplane manufacturer (Boeing) and the manufacture of the main deck cargo handling system (Telair, which held a supplemential type



# Fire Containment

- The risk isn't getting any less
  - More and more devices are using high capacity Lithium Batteries
  - More and more power is being packed into these batteries
- The role of ULD (FCC/FRC) remains unclear at this time
- Implantation of FCC/FRC faces significant challenges at operating levels







## **Certification News**

- Published
  - FAA TSO C203 Fire Containment Cover
- In process
  - FAA TSO C202 Spider Nets
  - FAA TSO C90e Cargo Pallets Nets and Containers (to include FRC standard)

### TIME TO TAKE ULD CARE



Department of Transportation Federal Aviation Administration Aircraft Certification Service Washington, D.C.

TSO-C203

Effective Date: 07/01/14

#### **Technical Standard Order**

Subject: Fire Containment Covers (FCC)

 PURPOSE. This technical standard order (TSO) is for manufacturers applying for a TSO authorization (TSOA) or letter of design approval (LODA). In it, we (the Federal Aviation Administration, (FAA)) tell you what minimum performance standards (MPS) your Fire Containment Covers (FCC) must first meet for approval and identification with the applicable TSO marking.

 APPLICABILITY. TSO-C203 is applicable for new applications after the effective date of this TSO.

 REQUEREMENTS. New models of Type I FCC or Type II FCC, identified and manufactured on or after the effective date of this TSO must meet the MPS qualification and documentation requirements in SAE International AS6453, Fire Containment Cover-Design, Performance, and Testing Requirements, August 2013, as modified by the Appendix of this TSO.

a. Functionality. This TSO's design, performance and testing requirements apply to Fire Containment Covers intended to be used to cover unitized cargo containted/vestrained in an air cargo pallet and net assembly to improve fire protection in aircraft cargo compartments. Type I FCC requires separate devices be installed over a pallet's load below a net. Type II FCC requires devices permanently attached to a pallet net.

b. Failure Condition Classifications. There is no standard minimum failure condition classification for this TSO. The failure condition classification appropriate for the equipment will depend on the intended use of the equipment in a specific aircraft. Document the loss of function and malfanction failure condition classification for which the equipment is designed.

c. Functional Qualification. Demonstrate the required performance under the test conditions specified in SAE AS6453 Sections 4, 5 and 6 as modified in the appendix of this TSO.



## **Relationships with Other** Organisations

- Air Cargo Handling
- Airport Services Association/ Ground Handling International
- Aircargopedia
- IATA



# Air Cargo Handling

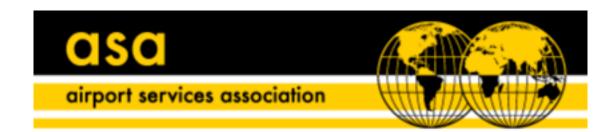
- Co-location of ULD CARE annual conference with Air Cargo Handling
- NEW opportunity to collaborate with the ground based community





## ASA & Ground Handling International

- Presentation on ULD + showing of SOS ULD at the GHI 2015 Asian Ground Handling Conference
- Opportunities for reaching a wider audience for ULD CARE initiatives







# Aircargopedia

- Well established communications medium for the air cargo industry
- New opportunity for ULD CARE to extend our reach



### TIME TO TAKE ULD CARE



Air cargo is now a \$60 billion plus industry in an airline industry with over \$700 billion in annual revenues.

During the next 20 years, cargo traffic is expected to more than triple, out-pacing passenger traffic and offering airlines more opportunities to generate new

Many global airlines generate over 30% of their revenue from air cargo. The new air cargo world, uses both dedicated

freighters as well as passenger bellies in an almost 50/50 split.

The cargo business model and business cycle is very different and distinct from the passenger model, even though they often use the same aircraft.

Air cargo is rapidly evolving into a highly specialized business with its own set of rules which are very different from those of the passenger carriers.

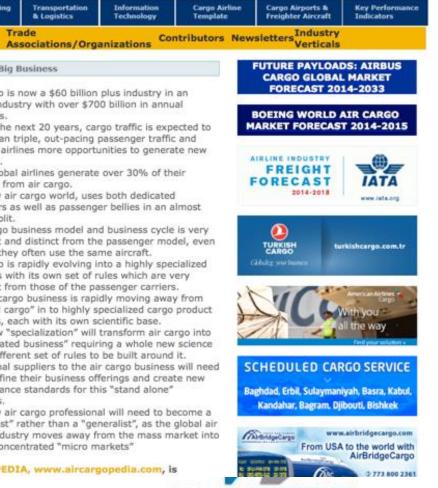
The air cargo business is rapidly moving away from "general cargo" in to highly specialized cargo product verticals, each with its own scientific base.

"This new "specialization" will transform air cargo into a "dedicated business" requiring a whole new science and a different set of rules to be built around it. Traditional suppliers to the air cargo business will need

to re-define their business offerings and create new performance standards for this "stand alone" business.

The new air cargo professional will need to become a "specialist" rather than a "generalist", as the global air cargo industry moves away from the mass market into highly concentrated "micro markets"

AIRCARGOPEDIA, www.aircargopedia.com, is



ULDCARE

- IATA support and participation in SOS ULD
- Increased ULD content in both World Cargo Symposium and Ground Handling Council
- Formalisation into IATA standards of ULD CARE initiatives
- Signing of MOU between IATA and ULD CARE enhancing the relationship between our two organisations CARE







# Thank You



