



Compliance Airworthiness Regulations Education

27TH ULD CARE ANNUAL CONFERENCE

MAINZ, GERMANY

SEPTEMBER 8 - 11, 2014

MAINZ 2014 - CALL TO ACTION



ANNUAL CONFERENCE OPENING

Urs Wiesendanger
President

ULD CARE



OPENING WELCOME ADDRESS

Carsten Hernig

Managing Director

JETTAINER

ANTITRUST STATEMENT

“Please be advised of the following important competition law rules governing this meeting:

An agenda has been circulated in advance.

ULD CARE recommends that the Agenda is adhered to.

Please review any "other business" topics with the Chairman in advance to determine their suitability/permissibility. There must be no "off the record" or commercial discussions in ULD CARE meetings.”

WELCOME NEW MEMBERS 2014

ANA Trading



EIN UNTERNEHMEN DER DOKASCH FIRMENGRUPPE

dnata

TOTAL EXPERTISE



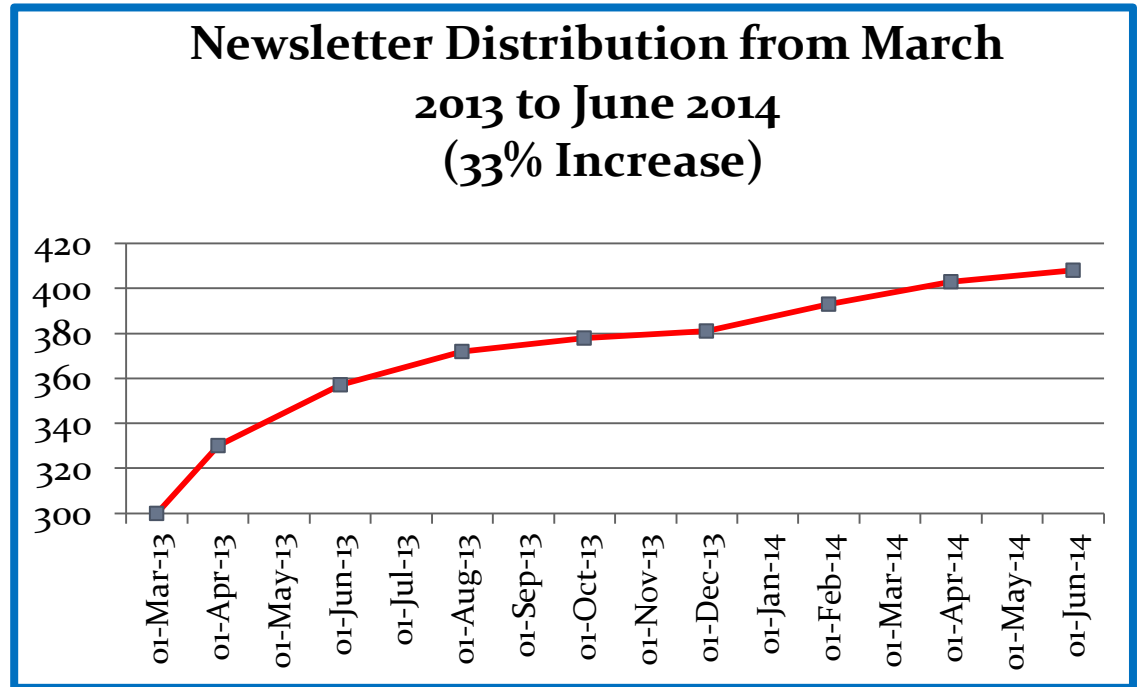
ULD CARE MAKING A DIFFERENCE

INTRODUCTION – BOB ROGERS



Progress

- Web site
- Newsletter
- Contacts:
 - ASA
 - C2K
- Membership



Meanwhile.....

- From the regulators
 - 2 ea SAFO's from the FAA relating to cargo restraint
 - Proposed revision to FAA AC 120-85
 - UK CAA mandatory reporting of ground safety incidents
 - Fire / Lithium battery developments
- From IATA
 - 2nd Ed. of ULDR
 - 1st ULD Regulatory Forum held with FAA presence- Feb 2014
 - Inclusion of ULDR references in multiple IATA standards

State of the Industry Check

1. Have the initiatives taken by IATA and ULD CARE in the past 18 months been of use to you?
2. Have you implemented any changes to your ULD operations as a result of the initiatives by IATA and ULD CARE ?
3. Are you planning to implement changes to your ULD operations as a result of the initiatives by IATA and ULD CARE?
4. Have you managed to gain a higher level of recognition of the importance of ULD within your own airline/organisation as a result of the initiatives by IATA and ULD CARE ?
5. Do you expect to see improvements to the safety and cost efficiency of your ULD operations as a result of the initiatives of IATA and ULD CARE?

Focus Point #1

- Can it remain acceptable that the world's ULD are very frequently treated as valueless and unimportant by so much the world's ground handling and air cargo industry?

Focus Point #2

- HOW CAN ULD MANAGERS BREAK THE:

“ un-helpful segregation between procurement functions and Operations/Safety/Service delivery. You typically get what you pay for, even in relative terms.”

Focus Point # 3

- What is it you, our members, expect from ULD CARE?
 - Tracking?
 - Industry Knowledge?
 - Networking?
 - Force for change?
 - Others?



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graph TD; A[ULD CARE] --> B[ASSET CONTROL]; A --> C[COST EFFICIENCY]; A --> D[SAFETY]
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ULD CARE

ASSET
CONTROL

COST
EFFICIENCY

SAFETY

ULD CARE and Asset Control

- In this interconnected world why are the global owners of 800,000 ULD with a replacement value of \$ 800 million not able to see where, in what condition and in whose possession, their ULD assets are 100% of the time?
 - Technology
 - Standardized procedures and practises
 - Enforcement

ULD Care and Cost Efficiency

- Temperature Controlled ULD
 - Around 5500 TCC in service- 0.7% of global ULD fleet
 - Value \$ 275 million- about 35% of global ULD fleet
 - Annual repair costs -\$ 20 million- about 7% of total ULD repair cost

ULD CARE and Safety

- Hard to keep up- in 18 months we have
 - Two FAA SAFO's relating to cargo restraint/ULD
 - A proposed update of AC 120-85
 - UK CAA's Mandatory reporting of Ground Safety Incidents (includes use of damaged ULD)