

IULDUG Annual General Meeting, Miami 2011



Expect more from your ULD!

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AMSAFE

Expect more from your ULD!

There are two clear messages I would like to address for you, the airlines and operators.

- 1) Expect more development and changes within the ULD industry.*
- 2) Expect more from your suppliers and the equipment you use.*

Regulatory Change

- *ULD is now being taken seriously as aircraft safety equipment*
- *EASA & FAA have now agreed to work towards TSO's for all structural parts.*
 - *C172 for Straps*
 - *C90d for Pallet Nets*
 - *New TSO's for Cargo Stoppers*
 - *NAS3610 has been replaced by AS36100*
- *EASA, FAA and CAAC are now working together more and more adjusting to global realities of our truly global business.*

The change in the role of a ULD

There is a big step change for the ULD industry.

- No longer just standard size units for restraint and containerization.*
- ULD's are lighter yet stronger*
- ULD's now protect cargo from temperature fluctuation.*
- ULD's also protect aircraft from cargo fires.*

Environmental considerations

Production

- Transport less material per unit
- Braid and construct lighter materials on nets
- Coat less material on nets
- Less scrap to the landfills



In Service

- Less repairs = fewer nets in-service
- Every net saves weight per net, per flight
- Improved Health & Ergonomics

After life

- Less material waste per net
- Longer lifetime of nets, less unit waste/year
- Nets with certain materials can be used as fuel source

Vital to Business not just a nice to have PR topic!

The increased H&S benefits for all employees who come into contact with ULD's is tangible.

- *Weight Reduction*
- *Safer Products*
- *Published Handling Procedures*
- *Improved Training*
- *Fire Protection*

- *You need engineering teams to consider all aspects of use, including:*
 - *Intensive Testing*
 - *Service Experience*
 - *Training*
 - *Good CMM's*
 - *Good Labelling*

Our Expectations of the Industry

Yes or NO.....

- Are ULD operated according to best business practices and in compliance with regulations?*
- Does the entire air cargo industry recognize the value of ULD ?*
- Do senior management recognize the contribution of ULD to modern airline operations ?*

Summery - Expect more from your ULD!

ULD has moved on with innovative exciting products being regularly introduced.

- Regulatory bodies working together more now than ever before.
- IATA working hard to support our products raising the profile of ULD
- A greater understanding of the Environment when designing and manufacturing ULD's.
- A much greater awareness of the H & S of our customers when using our products.

Summery - Expect more from your ULD!

All of this leads us to a sector of the industry which is becoming much more innovative and exciting, with massive potential.

What's coming next ?