SEPTEMBER 16-19 2019

Breakthrough to EXCELLENCE

MONTREAL

ULD CARE ANNUAL CONFERENCE

ULDCARE | CODE OF CONDUCT

Our Latest Score Card

Carl Mavromichalis
Marketing & Communications
ULD CARE

October 2018- Guangzhou

2018 Takeaways

- Code of Conduct - AKE 88888 LH launched
- Potential for new technology to support enhanced ULD activities
  - ULD Tagging
  - Blockchain
  - IoT

Achievements

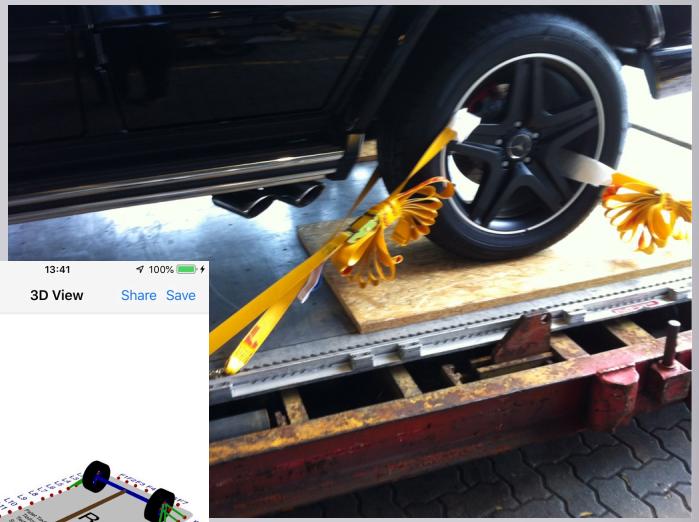
- Internal
  - Completed transition of ULD CARE back office to KSAM
  - Focus on application of new technology to ULD management
- External
  - ULD CARE Solutions
    - ULD Explained
    - ULD Instruct
    - ULD Connect
  - Code of Conduct
  - Industry Outreach

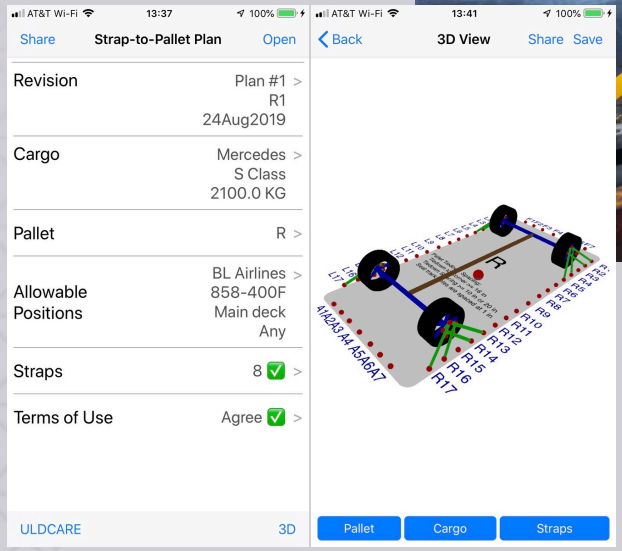
Achievements

- ULD EXPLAINED
  - Book sales continue
  - Branded print run for ACL Airshop
  - Any online orders for ULD Explained during the period 16 September thru 16 October receive 50% discount on the book price. Use discount code " Excellence"
  - www.ULDCARE.com/ULD-Explained

Achievements

- ULD Instruct
  - ULD CARE Strap Installation App.
    - 2018 Beta Version
    - 2019 2.0
      - (new features)





Achievements

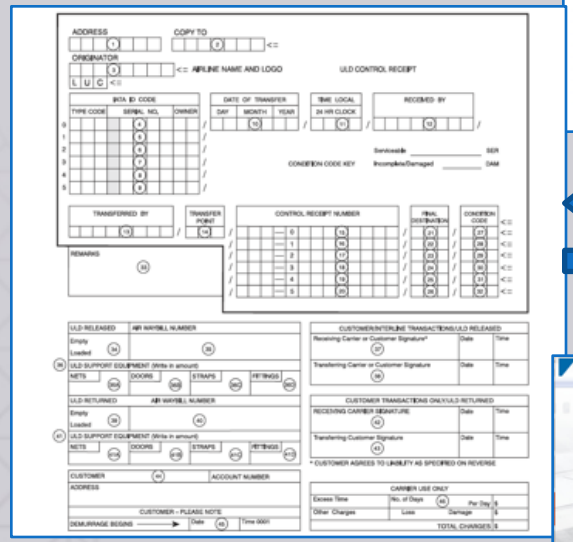
- ULD60Seconds
  - Collaboration with Airport College
  - Container inspection in 60 Seconds
  - Pallet Build up in 60 Seconds
  - Pallet and net inspection in 60 seconds

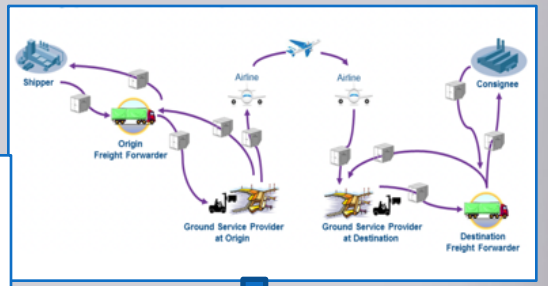
Achievements

- Free to download
  - Training programs
  - In-house video displays
- Multiple languages
- Ambition to produce about 10 different subjects

Achievements

- ULD Connect
  - Digitalizing ULD transfer of custody
  - Removing the human factor
  - Putting real time, accurate information in the hands of ULD controllers.





ULD Connect

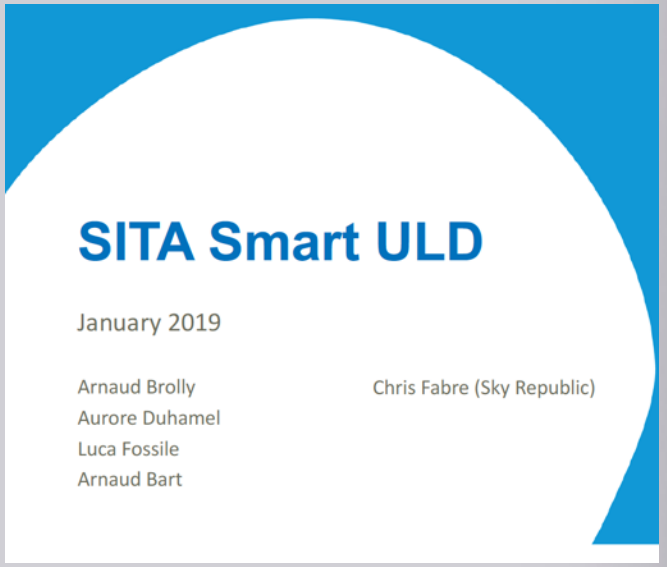
- Timeline – Early 2017 to Mid-2018
  - Early 2017 Appearance of BLE in ULD- could this finally replace RFID as a solution?
  - Early 2018 ULD CARE commences study into application of Blockchain to ULD management
  - Mid 2018 ULD CARE concludes that Blockchain is a suitable tool. A major airline conducts a POC of a Blockchain system for ULD

ULD Connect

- Timeline – Mid-2018 to Early 2019
  - Autumn 2018 ULD CARE commences discussions with possible system developers- at this time looking to cover shipper to consignee- end to end.
  - Conference 2018. Presentation of concept to ULD CARE Board of Directors and members.
  - Fall 2018 –Spring 2019 Discussions with potential vendors and development of " User Stories"

ULD Connect

- Early 2019
  - Emergence of "SMART ULD" chatter
  - SITA launches "Smart ULD" project
  - ULD CARE participates in SITA Blockchain Consortium event at IATA WCS



ULD Connect

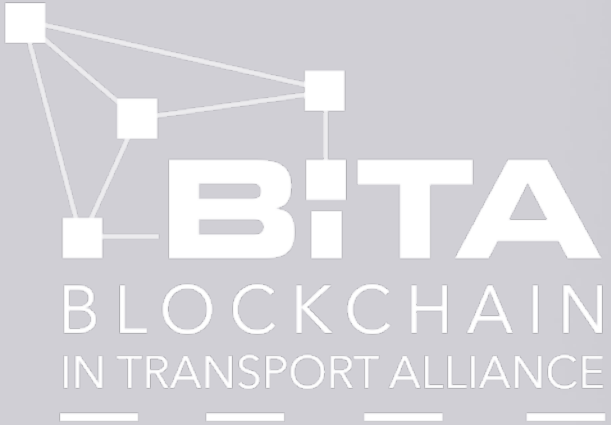
- ULD CARE presenter at ICAO Blockchain Aviation Summit and exhibition- Abu Dhabi
  - Opportunity to present the use of and increase the interest in Blockchain as a platform for ULD transfer control
  - Concept well recieved

ULD Connect

- Continued discussions with SITA on potential collaboration
- With the appearance of various players seeking to build end to end cargo tracking based on tracking the ULD's decision taken to focus first on the interlining component
- Established test bed project with NZ, EK, CX and LH as potential partners

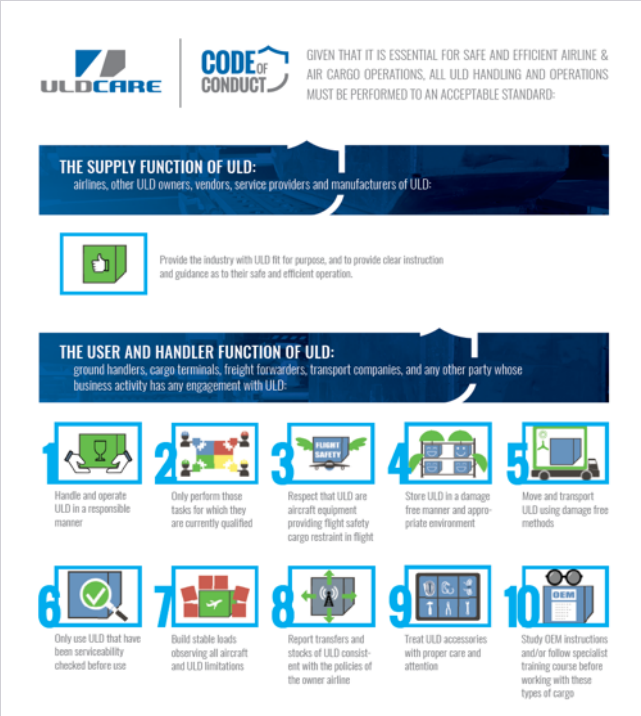
ULD Connect

- ULD CARE has joined Blockchain in Transport Alliance
  - A number of our member airlines are members of BiTA
  - A good way to stay involved in this fast developing new technology



Code of Conduct

- Initiated in 2016
- Soft launch in 2017
- Hard launch in 2018



Code of Conduct 2019

Menzies Aviation

Terminals Ltd

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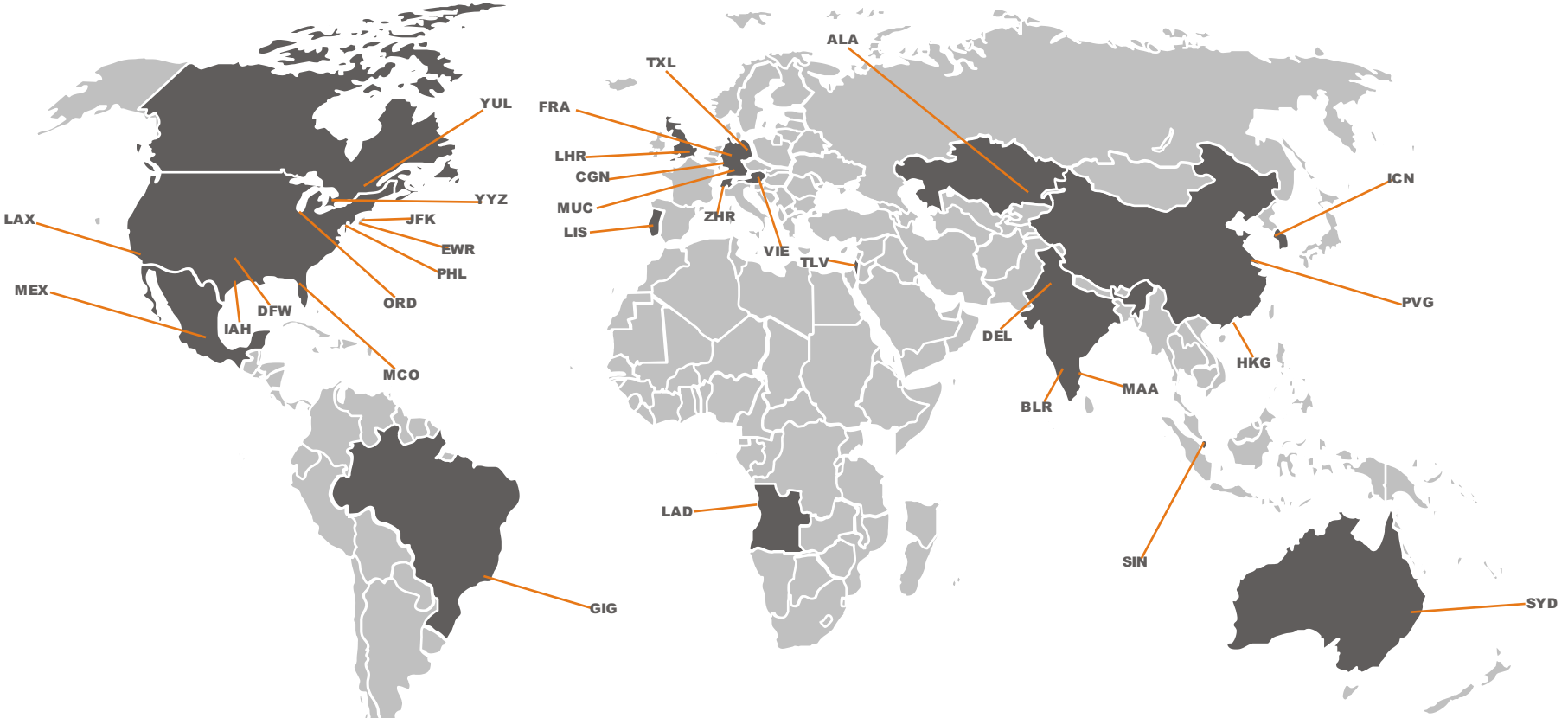
Code of Conduct 2019

LUCKY CONTAINER – AKE88888LH

6 continents - 18 countries – 86 flights



Reaching Out

- ULD CARE represented at
  - IATA World Cargo Symposium – Singapore- March
  - IATA Ground Handling Conference- Madrid- May
  - ICAO Blockchain Aviation Summit-Abu Dhabi-April
  - IATA Aviation Data Symposium- Athens- June

Reaching Out

- News releases to Trade Media on Code Signatories
- Media sponsors for Annual Conference
  - Barter arrangements
  - Gaining greater visibility
- Partnership agreement with CIFFA

IULDUG System

- Issue: Airline turnover leads to lack of system knowledge at user level
  - Session on the system in the conference and workshop for any airlines wishing to attend on Day 3 afternoon
  - Board of directors reviewing changes to the membership structure to encourage greater use and understanding.

Administration

- Completed transition from in house staff (Louise Ladouceur) to outsourced association management company KSAM
- Significant back office cost reduction
- Some early teething issues but now settled down

Question

- How would you grade our performance over the past year?
  - Meets my expectations
  - Exceeds my expectations
  - Falls short of my expectations
  - Not Sure
- www.slido.com/ULDCARE2019

Thank You

Carl Mavromichalis
Marketing & Communications
ULD CARE

ULD CARE Conference Surveys

www.slido.com/ULDCARE2019

Group Discussion Questions

- How does ULD CARE maximize the impact of our current solutions?
- Are we missing any important solutions?
- Are there new ones we need to develop?
- Who should we be partnering with that we aren't currently?

Group Discussion Questions

- **What is ULD CARE going to do with this stuff?** Where do you want to go? Observer? Try to pick a winner(s)? Are we going to be an early adopter, a fast follower or sit on side lines?
- Should this be a community initiative rather than individual?
- What value do we offer with IULDUG?
- How can we help to integrate with everyone else?