

SEPTEMBER 16-19

2019

Breakthrough
to **EXCELLENCE**

MONTREAL

ULD CARE ANNUAL CONFERENCE



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



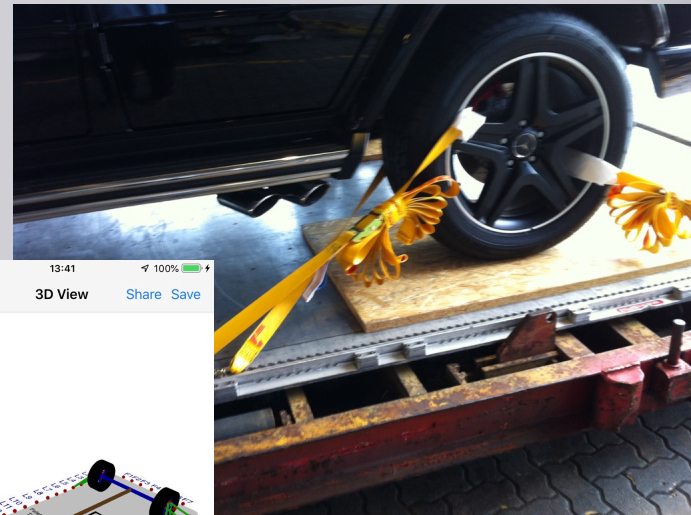
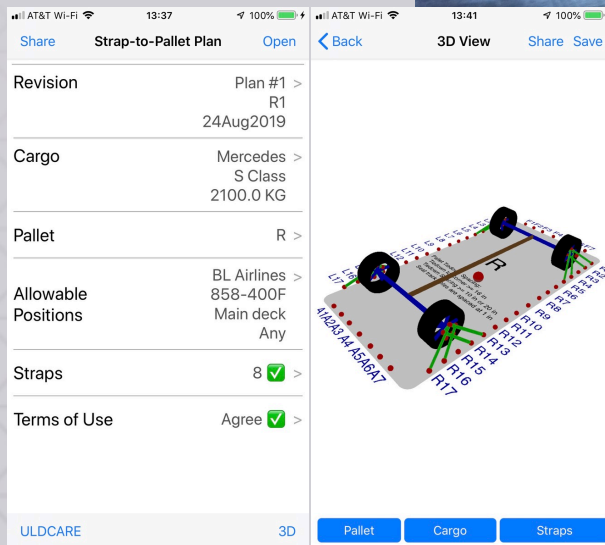
Achievements

- 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

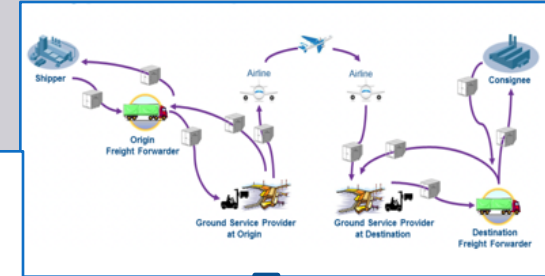
- Free to download
 - Training programs
 - In-house video displays
- Multiple languages
- Ambition to produce about 10 different subjects



Achievements

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

ADDRESS		COPY TO		C=C	
ORIGINATOR		C=C		AIRLINE NAME AND LOGO	
L U C		C=C		ULD CONTROL RECEIPT	
TYPE CODE		DATE OF TRANSFER		RECEIVED BY	
SERIAL NO.		DAY MONTH YEAR		SIGNATURE	
OWNER		SERIAL NO.		DATE	
1		1		1	
2		2		2	
3		3		3	
4		4		4	
5		5		5	
TRANSFERRED BY		TRANSFER POINT		CONTROL RECEIPT NUMBER	
1		1		1	
2		2		2	
3		3		3	
4		4		4	
5		5		5	
REMARKS		CONCERN CODE KEY		CONCERN CODE	
1		1		1	
2		2		2	
3		3		3	
4		4		4	
5		5		5	
ULD RELEASED		AIRWAY NUMBER		CUSTOMER/INTERLINE TRANSACTIONS RELEASED	
Empty		1		Receiving Carrier or Customer Signature	
Loaded		2		Date	
ULD SUPPORT EQUIPMENT (Ship in amount)		3		Transferring Carrier or Customer Signature	
NETS		4		Date	
DOORS		5		Time	
STAMPS		6		CUSTOMER TRANSACTIONS ONLY/ULD RETURNED	
RETURNED		7		RECEIVING CARRIER SIGNATURE	
Empty		8		Date	
Loaded		9		Time	
ULD SUPPORT EQUIPMENT (Ship in amount)		10		Transferring Customer Signature	
NETS		11		Date	
DOORS		12		Time	
STAMPS		13		* CUSTOMER AGREES TO LIABILITY AS SPECIFIED ON REVERSE	
RETURNED		14		CARRIER USE ONLY	
Empty		15		Excess Time	
Loaded		16		No. of Days	
ULD SUPPORT EQUIPMENT (Ship in amount)		17		Loss	
NETS		18		Per Day	
DOORS		19		Other Charges	
STAMPS		20		TOTAL CHARGES	
RETURNED		21			
Empty		22			
Loaded		23			
ULD SUPPORT EQUIPMENT (Ship in amount)		24			
NETS		25			
DOORS		26			
STAMPS		27			
RETURNED		28			
Empty		29			
Loaded		30			
ULD SUPPORT EQUIPMENT (Ship in amount)		31			
NETS		32			
DOORS		33			
STAMPS		34			
RETURNED		35			
Empty		36			
Loaded		37			
ULD SUPPORT EQUIPMENT (Ship in amount)		38			
NETS		39			
DOORS		40			
STAMPS		41			
RETURNED		42			
Empty		43			
Loaded		44			
ULD SUPPORT EQUIPMENT (Ship in amount)		45			
NETS		46			
DOORS		47			
STAMPS		48			
RETURNED		49			
Empty		50			
Loaded		51			
ULD SUPPORT EQUIPMENT (Ship in amount)		52			
NETS		53			
DOORS		54			
STAMPS		55			
RETURNED		56			
Empty		57			
Loaded		58			
ULD SUPPORT EQUIPMENT (Ship in amount)		59			
NETS		60			
DOORS		61			
STAMPS		62			
RETURNED		63			
Empty		64			
Loaded		65			
ULD SUPPORT EQUIPMENT (Ship in amount)		66			
NETS		67			
DOORS		68			
STAMPS		69			
RETURNED		70			
Empty		71			
Loaded		72			
ULD SUPPORT EQUIPMENT (Ship in amount)		73			
NETS		74			
DOORS		75			
STAMPS		76			
RETURNED		77			
Empty		78			
Loaded		79			
ULD SUPPORT EQUIPMENT (Ship in amount)		80			
NETS		81			
DOORS		82			
STAMPS		83			
RETURNED		84			
Empty		85			
Loaded		86			
ULD SUPPORT EQUIPMENT (Ship in amount)		87			
NETS		88			
DOORS		89			
STAMPS		90			
RETURNED		91			
Empty		92			
Loaded		93			
ULD SUPPORT EQUIPMENT (Ship in amount)		94			
NETS		95			
DOORS		96			
STAMPS		97			
RETURNED		98			
Empty		99			
Loaded		100			



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

SITA Smart ULD

January 2019

Arnaud Brolly
Aurore Duhamel
Luca Fossile
Arnaud Bart

Chris Fabre (Sky Republic)

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

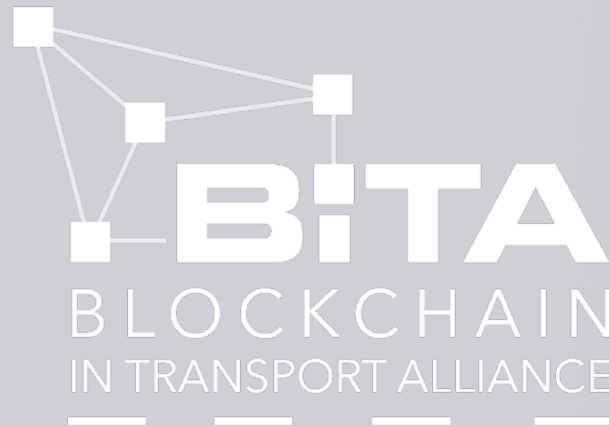


ULD Connect

- 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



GIVEN THAT IT IS ESSENTIAL FOR SAFE AND EFFICIENT AIRLINE & AIR CARGO OPERATIONS, ALL ULD HANDLING AND OPERATIONS MUST BE PERFORMED TO AN ACCEPTABLE STANDARD:

THE SUPPLY FUNCTION OF ULD:


airlines, other ULD owners, vendors, service providers and manufacturers of ULD:





Provide the industry with ULD fit for purpose, and to provide clear instruction and guidance as to their safe and efficient operation.


THE USER AND HANDLER FUNCTION OF ULD:


ground handlers, cargo terminals, freight forwarders, transport companies, and any other party whose business activity has any engagement with ULD:


- 


Handle and operate ULD in a responsible manner
- 


Only perform those tasks for which they are currently qualified
- 


Respect that ULD are aircraft equipment providing flight safety cargo restraint in flight
- 


Store ULD in a damage free manner and appropriate environment
- 

Move and transport ULD using damage free methods
- 

Only use ULD that have been serviceability checked before use
- 

Build stable loads observing all aircraft and ULD limitations
- 

Report transfers and stacks of ULD consistent with the policies of the owner airline
- 

Treat ULD accessories with proper care and attention
- 

Study OEM instructions and/or follow specialist training course before working with these types of cargo

Code of Conduct 2019



Menzies Aviation



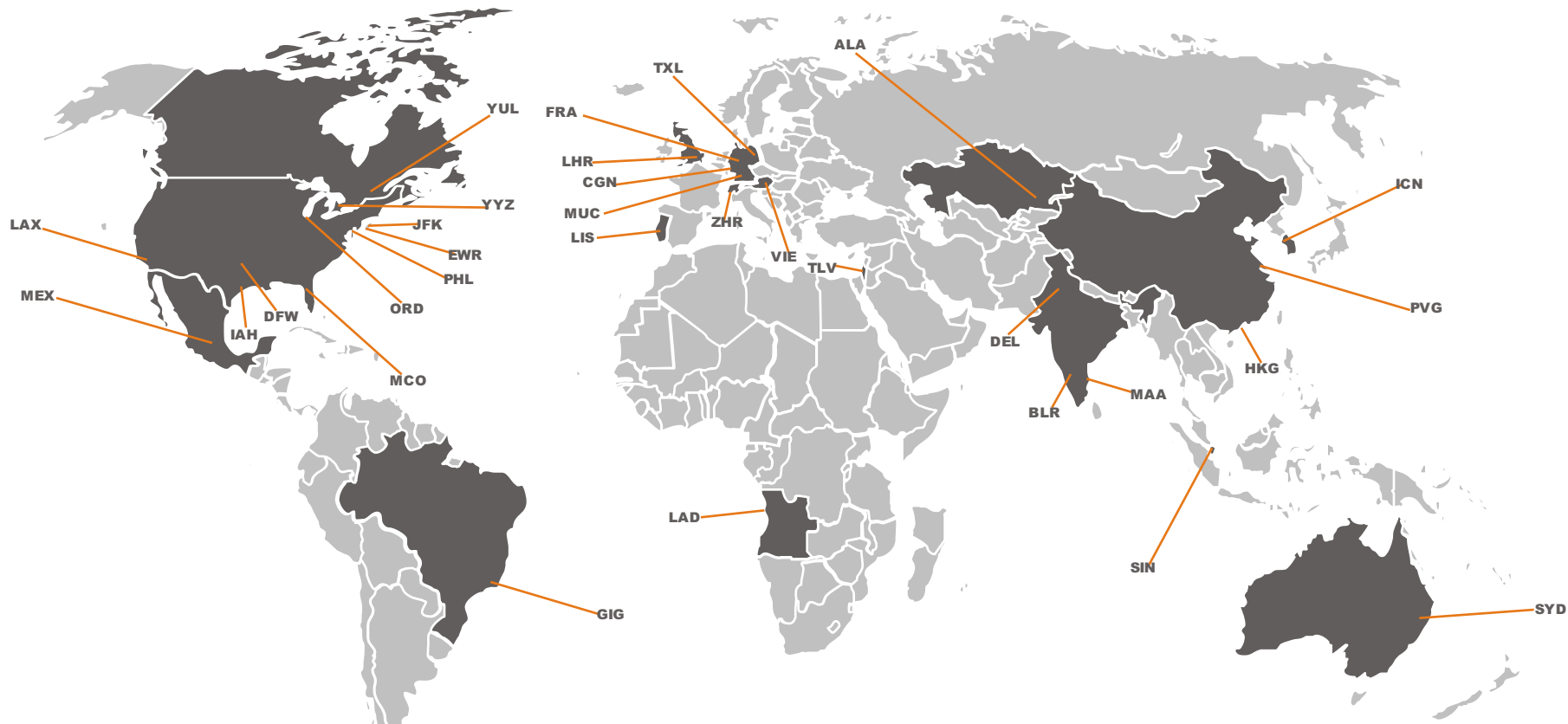
Hong Kong Air Cargo
Terminals Ltd

Code of Conduct 2019



LUCKY CONTAINER – AKE8888LH

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

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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?