



**ACI-NA
Annual Conference
& Exhibition**
October 4-7
Long Beach, CA



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2015 AIR CARGO COMMITTEE MEETING AGENDA

**October 4, 2015 • Long Beach Convention & Entertainment Center • Long Beach, CA
Room 102C**

Thank you to our host airport:



Sunday, October 4, 2015

1:00pm –
1:05pm

Welcome and Open Remarks

1:05pm –
1:25pm

**Competitive Benchmarking for Airport Air Cargo
Air Cargo Benchmarking Working Group Product Report**

Speakers:

Andy Lyall: Marketing & Business Development, Manager Air Service Cargo Sales, Halifax Stanfield International Airport

Steven Peters, Principal-Aviation, Jacobs

Measuring performance is one key to successful and efficient management of airports. To help move toward a common performance benchmarking language for air cargo, the working group developed a benchmarking self-analysis checklist based on the ACI-NA Air Cargo Guide. This checklist will help airports of different sizes identify best practices, make peer-to-peer airport comparisons, and communicate with stakeholders for various purposes.

1:25pm –
1:45pm

**Airport Business Development Planning
Air Cargo Business Development Working Group Product Report**

Speaker:

Dan Muscatello, Associate Vice President, Cargo & Logistics, Landrum & Brown

The initiative of this project is to produce a checklist that airports can use to evaluate where they currently stand and what their future potential might be to develop, maintain, and/or grow an air cargo operation. The eventual due diligence checklist produced by the working group will enable an airport to readily identify what critical areas they need to investigate and evaluate prior to committing funds to the cargo business segment. This end product will also identify the primary business factors that are critical to a successful air cargo operation.

1:45pm –
2:05pm

Air Cargo Data Working Group Product Report

Speaker:

Doug Banez, Vice President, InterVISTAS

It is widely recognized that there is a lack of detailed, publicly available data related to air cargo – especially compared to the data available on the passenger side of the aviation industry. The working group seeks to address this problem by identifying air cargo data needs and gaps; explaining current air cargo data reporting and access issues; engaging with external parties known to collect and maintain air cargo data; and leveraging ACI-NA's position in the industry to affect change and improve air cargo data quality, availability, and accessibility. Ultimately, through better data, ACI-NA members can better analyze/monitor their air cargo markets and further develop their air cargo businesses.

2:05pm –
2:20pm

Networking Break

2:20pm –
3:35 pm

Airline Panel Discussion — Are You Attractive Enough In Your Partner's Eyes?

Speakers:

Zhihang Chi, PhD, Vice President & General Manager, North America, Air China

Sue Conlon, Cargo Operation Manager, Delta Airlines

Todor Todorov, Gateway Manager Aircraft and Warehouse Handling, Lufthansa Cargo

Representative, Alaska Airlines

Moderator:

Dan Muscatello, Associate Vice President, Cargo & Logistics, Landrum & Brown

This is the session where you will have a face-to-face interaction with cargo carriers and learn what makes an airport competitive and attractive to airlines. Other than knowing what facilities and services your airport can provide, it is important to understand what airlines are looking for from their points of view. Do you have any other questions you want to ask? What is your opinion on these topics? Join the discussion with us and help your airport be the right one in airlines' eyes.

- What makes an airport attractive to airlines – what criteria do airlines use in making a selection for freighter or passenger (as appropriate) activity?
- What do cargo carriers value the most at an airport? What are the current industry threats?
- How can an airport reduce cargo costs?
- Are freighters going to make a comeback?
- What services or facilities can an airport do that will help build a partnership?
- How big a role will perishables be in the future and how can airports help profitability?
- Are there any examples of on airport logistics parks that have improved airline business, and how has that happened?

3:35pm –
4:05pm

Airforwarder Panel Discussion — Up, Down, or Sideways?

Speaker:

Chris Connell, President, Commodity Forwarders Inc. (CFI)

Moderator:

John Parrott, Airport Manager, Ted Stevens Anchorage International Airport

After a long period of stagnation, the demand for air cargo transport recovered in 2013 and the growth continued to accelerate. This significant air cargo traffic improvement has opened up many questions related to air cargo's performance and its reality. For instance, how real is air cargo's current recovery? How promising is its future growth? The President of CFI will help us understand these questions from a forwarder's perspective. He will also discuss the current and future demand for dedicated cold chain logistics. It will help airports learn how to handle temperature-sensitive, life-science and healthcare cargo, as well as what to prepare and how to interpret real return on investment when yields are falling.

4:05pm –
4:35pm

Guidelines for Air Cargo Facility Planning and Development — ACRP 03-24

Speaker:

Michael Maynard, Project Manager (Principal Investigator, ACRP 03-24), CDM Smith

Moderator:

Andy Lyall: Marketing & Business Development, Manager Air Service Cargo Sales, Halifax Stanfield International Airport

The ACRP project regarding air cargo facility planning and development was completed in May, 2015. Before the full documentation and report are released, you will have an opportunity to hear about the key findings of this project. The Principal Investigator will discuss the business models that are currently used in air cargo facility development and operation, as well as the evolving model trends for the air cargo industry. Also, do you want to hear what are the gaps in data collection and reporting that affect air cargo facility planning? How to develop cost-effective strategies to fill the information gaps to improve the decision-making process? Join us and have a conversation with the speaker.

4:35pm –
5:00pm

Leadership's Ears

Andy Lyall: Marketing & Business Development, Manager Air Service Cargo Sales, Halifax Stanfield International Airport

We want to hear from you. Now is a good time to let us know what projects you want to propose for consideration and what topics you wish to address in the 2016 Committee Work Plan. Also, what do you want to see at the next 2016 AirCargo Conference? Do you have any suggestions that will help us improve the AirCargo Conference planning? Join us and be part of the planning process!

Mark Your Calendars!

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