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FORUM SUR LE DEVELOPPEMENT DU FRET AERIEN

Vladimir D. Zubkov

- Vice-President, Volga-Dnepr Group;
- Board Member of TIACA

GO TEAM AFRICA

Ecobank. Sharing pan-African passion.



Responding to Air Cargo Challenges

AFRICA

Ecobank Mission.

Points to cover:

- 1. Modernization – E-freight**
- 2. Multiplicity of the security requirements**
- 3. Knowledge/training/retention of human capital**
- 4. Infrastructure to meet the growing demand**

Challenge #1:

Modernization – Introduction of E-freight

set your tabulator stops here

Fix the lines here

020 FRA 52711176
Shipper's Name and Address
~~XXXXXXXX~~ GMBH
Frankfurt-Flughafen
Germany Fed Rep

Consignee's Name and Address
~~XXXXXXXX~~ INTERNATIONAL
Shanghai Pudong
China

Consignee's Account Number
28 FEB. 2013

Issuing Carrier's Agent Name and City
~~XXXXXXXX~~ GMBH
Frankfurt DE 60549

Agency IATA Code
Z2

Account Number
1842 FRA

Uhrzeit
18:21

Reference Number
Kurzelzeichen LCAG:

Optional Shipping Information
Priority
Secu-Check MUC
Bitte spätestens zurück an Counter bis

DUPLICATE BOOKED FRY 020-52711176

CONSOL

PVG
RePrint
020-52711175
HEA ACA SPX CSL SLY

702

DOCS ONLY

HEA ACA SPX CSL SLY
TO AMB X SECDCI RAGI DE 60549

By First Carrier	To	By	To	By	To	Currency	Declared Value	Insurance
MUC LH	PVG	LH	XX	XX	XX	EUR	1966.53	1.00

INSURANCE - If carrier offers insurance, and such insurance is requested in accordance with the conditions hereof, indicate amount to be insured in figures in box marked "Amount of Insurance"

AGENTS INFORMATIONEN
NACHNACHRICHTEN
NAME: SCHITZ
DATUM / ZEIT: 18. FEB. 2013

AGENT INFORMATION
NAME: SCHITZ
DATE / TIME: 18 FEB 2013

Signature of Agent
Lufthansa Cargo AG
Lufthansa Cargo Center München
Postfach 23 16 25
80325 München / Flughafen

18 FEB. 2013

CO MAIL TO PVG

28 FEB 13 17:03:37

ORIGINAL 2 (FOR CONSIGNEE)

28 FEB. 2013

SONDERRAUM KEINE FREILAGERZEIT

AGENTS INFORMATIONEN NACHNACHRICHTEN NAME: SCHITZ DATUM / ZEIT: 18 FEB 2013

AGENT INFORMATION NAME: SCHITZ DATE / TIME: 18 FEB 2013

Signature of Agent Lufthansa Cargo AG Lufthansa Cargo Center München Postfach 23 16 25 80325 München / Flughafen

18 FEB. 2013

CO MAIL TO PVG

28 FEB 13 17:03:37

ORIGINAL 2 (FOR CONSIGNEE)

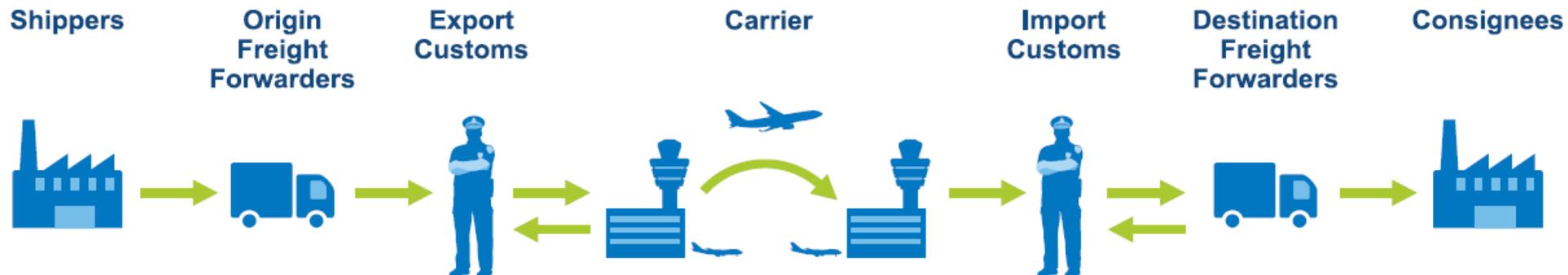


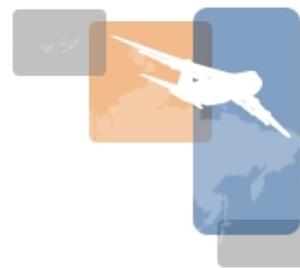
The industry is ready for “e”

WCO, FIATA, ICAO, TIACA, IATA, IT providers ... worked together toward the same vision to ensure a paper-free infrastructure is available.

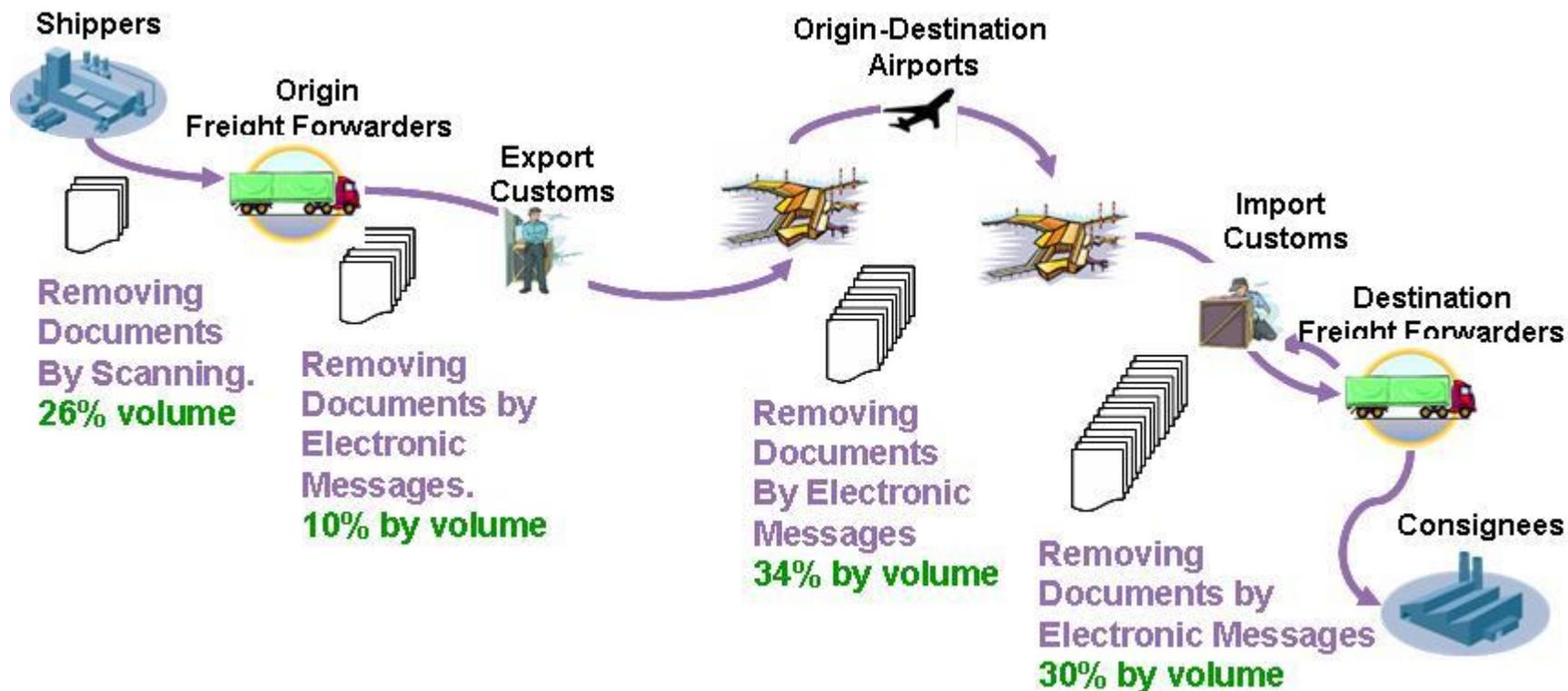
20 multimodal standard electronic messages available

300+ airports in **31** countries and **4** domestic markets ready





E–freight: the methodology is developed: we know what should happen with the documents (thank you IATA!)



e-freight: Why do it?



Take
the paper
OUT >>



E-FREIGHT
SIMPLE > ELECTRONIC > PAPER FREE

- **Cost:**
Eliminate paper handling and processing cost (eliminates data re-capture)
- **Time:**
Reduced freight “wait time”
- **Quality:**
Unified Quality Management Standards
- **Visibility:**
Quality electronic messaging for tracking status of freight
- **Sustainability:**
Contribute to environment by reducing paper consumption





What are the key e-freight challenges?



e-freight -Key challenges



e-freight -Key challenges



e-freight -Key challenges



Security – it's is putting some new demands on the industry for data and procedures



e-freight -Key challenges



Challenge #2:

Multiplicity of the security requirements

Some but not all!

U.S.:

- IAC (Indirect Air Carrier) & Regulated Agent
- Certified Cargo Screening Program
- ACAS (Air Cargo Advance Screening)

Canada:

- Air Cargo Security Programme,
- PACT (Pre load Air Cargo Targeting)

European Union:

- Regulated Agent Programme
- ACC3 (Air Cargo/Mail Carrier into the EU 3rd Party Airport)
- PRECISE (Pre Loading Consignment Information Security Entry)

China:

- Regulated Agent Regime

Singapore:

- Air Cargo Agent Regime

Australia:

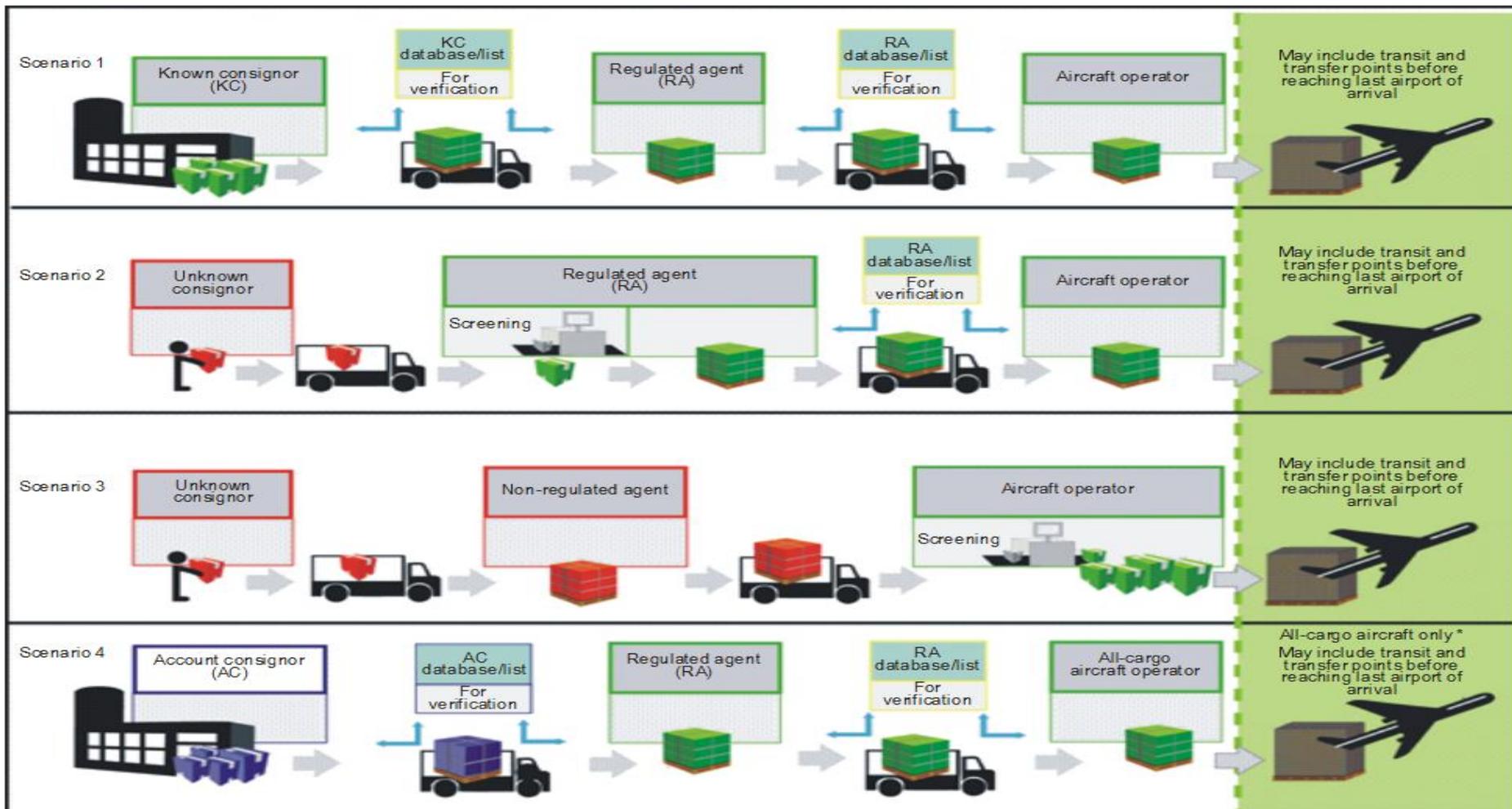
- Regulated Air Cargo Agent
- Accredited Air Cargo Agent Schemes

International Org.

- **IATA:** Secure Freight and e-Freight
- **TIACA:** strongly supports automation and paper-free transactions
- **WCO:** Single window programme

How to connect these programmes together ?

ICAO has developed KC and RA regime which facilitates export procedures



* When cargo originates from an account consignor it can ONLY be loaded onto an all-cargo aircraft. Furthermore, at a point of transfer, the cargo can be loaded onto a passenger aircraft ONLY AFTER it has been appropriately screened.



Knowledge/training/retention of human capital

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ICAO > Security > Air Cargo

Air Cargo Home



A key component to the global air traffic system, air cargo today is faced with a range of challenges. Although today's aircraft move well over \$5 trillion worth of goods by air each year, the significant growth being projected for this sector, not to mention its role as a critical enabler of trade and prosperity, require that its processes, procedures and the international standards supporting its global effectiveness become better aligned with modern demands and capabilities.

Air Cargo Course

Air Cargo Fundamentals

Dangerous Goods

Aviation Security

Supply Chain



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Challenge #4:

Cargo

Infrastructure to meet the growing demand

AFRICAN AIR FREIGHT SET FOR BIG EXPANSION

to 12 cities such as Beijing, Shanghai, London and Sydney." They offer total capacity of 10,000 tonnes in most other sectors, Nigeria has potential for expansion.

Another airline from the UAE, Etihad Airways is expanding into Africa. In May, Etihad launched a new A330-200 cargo route between Entebbe in Uganda and Abu Dhabi in the UAE with annual carrying capacity of 3,330 tonnes. Fresh produce is to be carried to Abu Dhabi, with electrical goods heading in the



Left: Airlines all over the continent are increasing their cargo-handling cap.

standards, and training. The cargo terminal has the capacity to handle over 200,000 tonnes a year and offers great potential for growth at a time when the Kenyan economy is forecasting an annual GDP increase of 5.7% in 2014 following healthy 4.7% growth in 2013.

Some airlines are coordinating their cargo and passenger expansion strategies. Kenya Airways, for example, is expanding its air



Mining: Africa's new iron age
Tourism up, jobs in Africa

Busiest Air Cargo Airports in the World

CIS

1. Moscow Domodedova (115)	128,385
2. Moscow Sheremetyevo (119)	118,353
3. Tashkent (231)	35,791
4. Moscow Vnukovo (242)	32,427
5. Kiev Borispol (265)	27,164

Asia

1. Hong Kong (2)	3,385,313
2. Shanghai (3)	2,543,394
3. Seoul-Incheon (4)	2,313,001
4. Tokyo-Narita (10)	1,851,972
5. Singapore (11)	1,660,724
6. Beijing (14)	1,475,649
7. Taipei (15)	1,358,304
8. Bangkok (20)	1,045,194
9. Guangzhou (21)	955,270
10. Tokyo-Haneda (24)	779,118
11. Osaka (26)	608,876
12. Shenzhen (27)	605,469
13. Kuala Lumpur(28)	601,620
14. Jakarta (39)	446,245
15. Shanghai-SHA (41)	439,072

SW Asia

1. Mumbai (30)	566,368
2. Delhi (38)	473,218
3. Chennai (59)	306,508
4. Bangalore (96)	162,875
5. Dhaka (103)	147,239
6. Karachi (104)	146,674
7. Colombo(107)	141,107
8. Calcutta (133)	102,121
9. Lahore (163)	77,078
10. Hyderabad (183)	64,358

() – World Ranking

Middle East

1. Dubai (8)	1,927,520
2. Doha (34)	511,983
3. Sharjah (43)	421,395
4. Abu Dhabi (48)	382,523
5. Bahrain (55)	342,734

Africa

1. Cairo (62)	285,839
2. Nairobi (66)	263,070
3. Johannesburg (70)	252,063
4. Lagos (94)	175,828
5. Luxor (131)	103,541

Latin America

1. Bogota (33)	512,842
2. Sao Paulo Guarulhos (47)	382,722
3. Mexico City (57)	325,452
4. Santiago (69)	255,789
5. Lima (75)	232,374
6. Sao Paulo Viracopos (92)	198,203
7. Buenos Aires (98)	162,745
8. Quito (105)	143,767
9. Manaus (106)	142,623
10. Rio De Janeiro (123)	110,853

Europe

1. Paris-CDG (5)	2,054,515
2. Frankfurt (9)	1,887,686
3. Heathrow (16)	1,349,571
4. Amsterdam (17)	1,317,120
5. Luxembourg (25)	628,667
6. Cologne (32)	552,363
7. Leipzig (35)	507,135
8. Leige (37)	482,118
9. Brussels (44)	411,690
10. Istanbul (49)	381,174

USA

1. Memphis (1)	3,697,054
2. Anchorage (6)	1,994,629
3. Louisville (7)	1,949,528
4. Miami (12)	1,557,401
5. Los Angeles (13)	1,509,236
6. New York –JFK (18)	1,144,894
7. Chicago-O'Hare (19)	1,047,917
8. Indianapolis (22)	944,805
9. Newark (23)	779,642
10. Dallas –DFW (29)	578,906
11. Atlanta (31)	563,139
12. Oakland (36)	491,138
13. Philadelphia (42)	433,439
14. San Francisco (45)	408,102
15. Houston – IAH (51)	372,662



Organization established to tackle the air cargo challenges

The International Air Cargo Association (TIACA)

TIACA Mission

TIACA connects all members of the global air cargo supply chain, from the owners of the cargo (shippers or consignees) to integrators, forwarders, airlines, infrastructure providers and all other stakeholders, and promotes the key interests of the industry.

www.tiaca.org



Key Sustainability Challenges for Air Cargo: TIACA Priorities

Security

- Advance data regimes
 - Need for regulator-industry and regulator-regulator collaboration

Automation

- e-Cargo needs impetus
 - transition to a paperless environment

Environment

- Emissions
 - Measuring the carbon footprint of air cargo
- Noise
 - Night-time cargo flights



Key Sustainability Challenges for Air Cargo: TIACA Priorities

Market Access

- Need for a new multilateral approach to cargo traffic rights
 - More “highways in the sky” are needed

Competition

- Modal shift

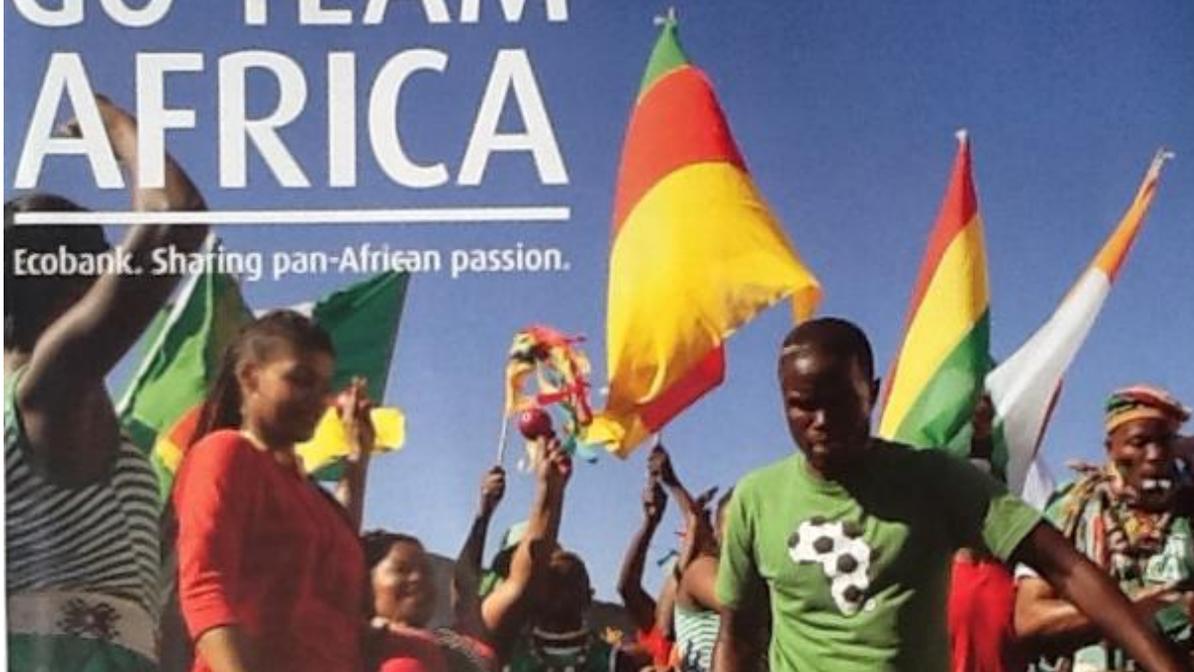
People

- Need to attract and retain talented employees



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Thank you!

