



Standards for Certification & Financial Criteria

Any person may become an Endorsed Cargo Network Services Agent by meeting the following standards. These standards must continue to be met in order to retain your endorsement. Any subsequent changes in your agency involving any element of this application, i.e., ownership/legal status, address, name, personnel, etc., must be reported to this office immediately.

Qualifications

CNS provides the means by which individual carriers may select and, through the corporation, contract and appoint agents to act in their behalf. The following standards are supplied to the agent upon application.

- A. be engaged in the promotion and sale of international air cargo transportation and in the provision of services related thereto, and has been so engaged for a period of at least six consecutive months;
- B. maintain an administrative and/or sales office (or a department of an office) engaged principally in the promotion and sale of international air cargo transportation;
- C. maintains premises, staff and equipment necessary for the performance of the following functions as a minimum:
 - (1) offering to the public of any services including reservations services, offered by the carrier,
 - (2) quoting carrier's rates and charges and conditions pertaining to such rates and charges,
 - (3) assisting customers in completing the required formalities for the transportation of cargo by air,
 - (4) delivering (or arranging for delivery) of consignments to a carrier at any airport designated by the carrier for general acceptance of all consignments ready for carriage.
 - (5) accepting for carriage and delivering (or arranging for delivery) to a carrier dangerous goods in accordance with the applicable Dangerous Goods regulations,
 - (6) collecting charges from customers, and remitting all monies due to carriers,
 - (7) maintains an FAA security program in accordance with the Title 14 of the code of Federal Regulations, Part 109.
- D. have adequate insurance to cover its liability for the liability for loss of, or damage to, shippers cargo;
- E. has a satisfactory financial and credit standing.
- F. have at each office, including each (listed) Branch Office, at least one person who has successfully completed the IATA (CNS) Cargo Security Training Program, offered by a training provider validated by IATA or equivalent approved by IATA in accordance with this program.

Exclusions

No person shall be certified or retained as an Endorsed Agent if:

- A. a substantial portion of the air transportation which such person sells and/or handles is in relation to goods owned by such person;
- B. an applicant uses a name that is:
 - (1) the same or misleadingly similar to the name of a CNSC subscribing carrier;
 - (2) the same or misleadingly similar to Cargo Network Services Corporation;
 - (3) the same, or misleadingly similar to that of another CNS Endorsed Cargo Agent.
- C. any material statement made in the application is inaccurate, misleading or incomplete.

Financial Criteria

- A. applicant's Working Capital must be not less than \$30,000
- B. maintain a Cash Balance not less than \$15,000.
- C. must have a Net Worth of at least \$50,000.00
- D. no International Accounts Receivable can be placed as collateral to any secured transaction.

It should be noted that the above information only highlights some of the basic requirements for listing as an endorsed Agent of CNS.

