

CNS

PARTNERSHIP

CONFERENCE

MOMENTUM – Maintaining and Gaining

PROGRAM

Miami, USA
4-6 June 2023

CNS 
An IATA Company

CNS PARTNERSHIP CONFERENCE

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**PARTNERSHIP
CONFERENCE****Sunday, 04 June**

07:00 – 08:30 **GOLF REGISTRATION AND BREAKFAST** sponsored by **SKYTEAM Cargo**
Advance registration required

Corsair Lawn & Orchid Lounge

08:30 – 13:00 **CNS PARTNERSHIP GOLF CLASSIC** – Tournament Sponsor **SKYTEAM Cargo**
Advance registration required

Sponsored by:

**Airblox, Air Canada Cargo, cargo.one, CNW – Courier Network & New Vine
Employment Group, Dallas / Fort Worth International Airport (DFW), Delta Cargo,
Forward Air, GFS, Globe Air Cargo, IBS Software, Qantas Freight, REALTERM,
Skyteam Cargo, Swissport Cargo, UPS, VS Import Services**

Soffer Course



13:00 – 14:00 **GOLFERS LUNCHEON** sponsored by **UPS**

Orchid Lounge

14:00 – 18:00 **EXHIBITION SET-UP**

Royal Ballroom 1-4 / Exhibition Area

18:00 – 20:00 **WELCOME COCKTAIL RECEPTION** sponsored by **World Flight Services**

Cascata Pool (poolside)

Monday, 05 June – Plenary

- 07:00 – 17:00** **CONFERENCE REGISTRATION**
Royal Ballroom Foyer
- 07:00 – 17:00** **EXHIBITION OPEN**
Exhibition Area - Royal Ballroom
- 07:00 – 08:00** **BREAKFAST** sponsored by **Turkish Cargo**
Exhibition Area & Royal Foyer
- 08:00 – 10:30** **OPENING PLENARY** is sponsored by **IBS Software**
Majestic Ballroom 1-5
- 08:00 – 08:05** **Welcome Address**
Laura Pullins, President, CNS
- 08:05 – 08:10** **Welcome to Miami**
Dimitrios "Jimmy" Nares, Section Chief, Marketing, Miami-Dade Aviation Department
- 08:10 – 08:15** **Opening Address**
Brandon Fried, Executive Director, Airforwarders Association
- 08:15 – 08:35** **Opening Keynote**
Tom Owen, Director, Cathay Cargo
- 08:35 – 08:55** **Air Cargo Economic Outlook**
Paulos Ashebir Lakew, Head of Industry Analysis, IATA
- 08:55 – 09:15** **Keynote**
Jeff Euler, Vice President, Global Air Freight, FedEx Logistics
- 09:15 – 09:35** **Fireside chat**
Andrés Bianchi, Chief Executive Officer, LATAM Cargo
Laura Pullins, President, CNS
- 09:35 – 09:50** **Cargo Around The World** - Key takeaways from World Cargo Symposium 2023
Brendan Sullivan, Director Cargo, IATA
- 09:50 – 10:30** **Security and Dangerous Goods** - Panel Discussion lead by
Brandon Fried, Executive Director, Airforwarders Association
Thomas Kenny, Deputy Director, FAA Office of Security and Hazardous Materials
Safety, Oversight and Operations Divisions
John Beckius, Executive Director, Air Cargo Division, Policy, Plans and Engagement,
Transportation Security Administration
- 10:30 – 11:00** **NETWORKING BREAK** sponsored by **Fed Ex Logistics**
Exhibition Area & Royal Foyer

Monday, 05 June – Plenary

- 11:00 – 11:50** **Sustainability** - Panel discussion
Lines, Alicia Lines, Regional Director, Financial Settlement Distribution Services Americas IATA
Michael Schneider, Assistant Director Environmental Programs, IATA
Lorenzo Stoll, Head of Cargo at Swiss International Air Lines
Robert Horton, Vice President Environmental Affairs, DFW
Jennifer Frigger-Latham, VP Sales and Marketing, EMO Trans
Jorge Galvez, Senior VP Marketing and Development, LATAM
- 11:50 – 12:10** **Digitalization**
David West, Head of Cargo Americas, IBS Software
- 12:10 – 12:20** **Innovation through Certification**
Leonel Ortiz, Cargo Development Director, Avianca Cargo
- 12:20 – 12:30** **CNS update – Forward Look Into 2024**
Laura Pullins, President, CNS
- 12:30 – 13:30** **NETWORKING LUNCH** sponsored by **DHL Aviation**



Monday, 05 June

- 13:30 – 16:30** **INNOVATION STAGE** sponsored by **Dallas / Fort Worth International Airport (DFW)**
Majestic Ballroom 6-8
- 13:30 – 13:40** **Welcome to the Innovation Stage**
John Ackerman, Executive VP, Global Strategy and Development, DFW
- 13:40 – 14:10** **De-Risking the Future at DFW Airport: Delivering on Travel Transformed**
Paul Puopolo, Executive VP, Innovation
- 14:10 – 14:40** **CNS / IATA - Products and Services**
Cargo IS and DG Auto Check
David Wall, Director Safety and Cargo Compliance Operations Solutions, IATA
Philippe Siponen, Engagement Manager, IATA
- 14:40 – 15:00** **Delivering reliable, sustainable and compliant cargo screening solutions**
K-9 Demonstration
Jeff Koehl, Vice President Security & Compliance at Global K9 Protection Group
- 15:00 – 15:55** **NETWORKING BREAK** sponsored by **Challenge Group**
Exhibition Area & Royal Foyer
- 15:55 – 16:15** **The Rise of Cross-Boarder e-Commerce**
Opportunity and challenge for Air Cargo operators
Tom Bartman, Partner, McKinsey & Company
- 16:15 – 17:00** **Women in Air Cargo Discussion** presented by **Cathay Cargo**
Ingrid Lee, Head of Cargo Digital, Cathay Cargo
Jenny He, Regional Head of Cargo, China, Cathay Cargo
Jennifer Briggs, Area Cargo Manager, Midwest USA and Eastern Canada, Cathay Cargo
Jessica Orme, Cargo Global Account Manager, The Americas, Cathay Cargo
- 17:00 – 19:00** **Celebrating WOMEN IN AIR CARGO**
COCKTAIL RECEPTION sponsored by **Cathay Cargo**
Majestic Foyer

Tuesday, 06 June

- 07:00 – 16:00** **CONFERENCE REGISTRATION**
Royal Foyer
- 07:00 – 16:00** **EXHIBITION OPEN**
Exhibition Area
- 07:00 – 08:00** **BREAKFAST** sponsored by **Swiss WorldCargo**
Exhibition Area & Royal Foyer
- 08:00 – 15:00** **INNOVATION STAGE** sponsored by **Dallas / Fort Worth International Airport (DFW)**
Majestic Ballroom 6-8
- 08:00 – 08:10** **Welcome Day 2**
John Ackerman, Executive VP, Global Development
- 08:10 – 08:30** **DFW Technology**
Bill Grozdanich, VP Controls and Analytics, DFW
- 08:30 – 09:10** **It's Becoming Uncrewed – The Future of Air Cargo** - Panel Discussion
Paul Puopolo, Executive VP, Innovation, DFW
Alan Rusinowitz, CEO and President, Ameriflight
Ed De Reyes, Chairman and CEO, Sabrewing Aircraft Company
- 09:10 – 09:30** **Digitalization – practical applications**
David West, Head of Cargo Americas, IBS software
- 09:30 – 10:10** **CNS – Training and Education**
Handbook update, Move to CBT – DG Compass, CASS USA
Laura Pullins, President, CNS
Ivica Kovacic, Head Training Product Management, IATA
Camille Chan, Product Manager, CASS, IATA
Joe Hurst, Veroot LLC
- 10:10 – 10:30** **How digital superpowers can revolutionize freight forwarding experiences**
Veit Dinges, VP & General Manager Airlines, cargo.one

**PARTNERSHIP
CONFERENCE****Tuesday, 06 June**

- 10:30 – 11:00** **NETWORKING BREAK** sponsored by **cargo.one**
Exhibition Area & Royal Foyer
- 11:00 – 11:20** **One Record Pilot for perishable cargo**
Mariana Morales Heerlein, VP Projects, Data Strategy and Customer Care, LATAM Cargo
- 11:20 – 11:40** **Digitalization of Network, casestudy.**
Katharina Schmid, Head of BD and Sales, AXULUS Reply GmbH
- 11:40 – 12:10** **Unlocking the power of blockchain in Cargo**
Francis Lalonde, DLT Labs
- 12:10 – 12:30** **How Digitization Drives Efficiency, Quality and Sustainability**
Hilde Havermans, Director Cargo Communities, Nallian



- 12:30 – 13:30** **NETWORKING LUNCH** sponsored by **Swissport Cargo**
Exhibition Area & Royal Foyer

**PARTNERSHIP
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- 13:30 – 13:50** **DFW Sustainability**
Robert Horton, VP Environmental Affairs, DFW
- 13:50 – 14:10** **CNS Practical Discussions - ULD Training and Compliance**
- 14:10 – 14:30** **CNS Practical Discussions - CO2 Calculation**
Michael Schneider, Assistant Director Sustainability Programs, IATA
- 14:30 – 15:00** **Closing**
Milton De La Paz, Vice President, Airline Relations and Cargo Business Development

GALA Dinner and Cocktail Reception

- 19:00 – 20:00** **COCKTAIL RECEPTION** – sponsored by **SmartKargo**
Majestic Foyer
- 20:00 – 22:00** **NETWORKING DINNER** sponsored by **LATAM Cargo & Alliance Ground International**
Majestic Ballroom 1-5

Casino Royale