

**CNS**

**PARTNERSHIP**

**CONFERENCE**

Phoenix, USA  
23-25 May 2022

**PROGRAM**

**NEW CHALLENGES. NEW PARTNERSHIPS.**

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**Monday, 23 May**  
**Golf Tournament & Welcome**

<b>06h45 – 07h30</b>	<b>Golf Registration &amp; Breakfast</b> <b>Arizona Grand Golf Course</b>	Sponsored by  <b>SKYTEAM</b> <b>CARGO</b>
<b>07h30 – 12h30</b>	<b>CNS Partnership Golf Classic</b> <b>Arizona Grand Golf Course</b>	Sponsored by  <b>SKYTEAM</b> <b>CARGO</b>
<b>12h30 – 13h30</b>	<b>Golfers Luncheon</b> <b>Island Green</b>	Sponsored by 
<b>14h00 – 18h00</b>	<b>CNS Advisory Board Meeting (by invitation only)</b> <b>Camelback A Meeting Room</b>	
<b>14h00 – 18h00</b>	<b>Conference Registration</b> <b>Arizona Ballroom Foyer</b>	Sponsored by  <b>AIR CANADA</b> <b>CARGO</b>
<b>18h00 – 20h00</b>	<b>Welcome Reception</b> <b>Paseo</b>	Sponsored by <b>UnisysCargo</b> <sup>™</sup> <i>Solutions</i>

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Exhibition Hall

Tuesday, 24 May

07h00 – 17h00 **Conference Registration**  
Arizona Ballroom Foyer

Sponsored by  
 **AIR CANADA**  
CARGO

07h00 – 17h00 **Exhibition Open**  
Arizona Ballroom Exhibition Hall

07h00 – 08h00 **Breakfast**  
Arizona Ballroom Exhibition Hall

Sponsored by  
 **TURKISH**  
CARGO



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**Sonoran Sky Ballroom  
& Exhibition Hall**

**Tuesday, 24 May**

**Opening Plenary Sponsored by **ibsoftware****

**08h00 – 08h05**

**Welcome Address**

Frederic Leger, President at CNS  
**Sonoran Sky Ballroom**

**08h05 – 08h10**

**Address**

Brandon Fried, Executive Director at The Airforwarders Association  
**Sonoran Sky Ballroom**

**08h10 – 08h30**

**Air Cargo Economic Outlook**

Marie Owens Thomsen, Chief Economist at IATA  
**Sonoran Sky Ballroom**

**08h30 – 08h50**

**Opening Keynote**

Andrés Bianchi, CEO at LATAM Cargo  
**Sonoran Sky Ballroom**

**08h50 – 09h10**

**Keynote**

Michelle Halkerston, President & CEO at Hasset Logistics  
**Sonoran Sky Ballroom**

**09h10 – 09h30**

**Keynote - Partnerships**

Patrick Moebel, President at FedEx Trade Networks  
**Sonoran Sky Ballroom**

**09h30 – 09h50**

**Coordination & Integration of the Partner Ecosystem**

David West, Head of Cargo Americas at IBS Software  
**Sonoran Sky Ballroom**

**09h50 – 10h10**

**Fireside Chat: How will digital innovations increase air cargo revenues?**

Rodney Melton, Senior Industry Director for Travel and Transportation at Unisys  
Mike White, President, Trade Network Consultants  
**Sonoran Sky Ballroom**

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**10h10 – 10h30** **Cultivating a Dangerous Goods Safety Culture Across the Air Supply Chain**  
Ben Supko, Executive Director Office of Hazardous Materials Safety at FAA  
**Sonoran Sky Ballroom**

**10h30 – 11h00** **Networking Break** **Arizona Ballroom Exhibition Hall** Sponsored by **FedEx** Logistics

**11h00 – 12h00** **Panel: Addressing end-to-end sustainability in air cargo**  
Asok Kumar, Executive Vice-President Global Head of Airfreight at DB Schenker  
Ashwin Bhat, Chief Commercial Officer at Lufthansa Cargo  
Cristina Onate, Vice President Marketing and Product Development at LATAM Cargo  
Robert Horton, Vice President Environmental Affairs at DFW  
Matthew Saks, Vice President Airline Marketing at Airbus  
Moderator: Brendan Sullivan, Global Head of Cargo at IATA  
**Sonoran Sky Ballroom**

**12h00 – 12h20** **The Power of Yes - Success Story**  
Martin Drew, Senior Vice President Sales & Cargo at Etihad  
**Sonoran Sky Ballroom**

**12h20 – 12h30** **CNS Looking Forward**  
Frederic Leger, President at CNS  
**Sonoran Sky Ballroom**

**12h30 – 13h30** **Networking Lunch** **Arizona Ballroom Exhibition Hall** Sponsored by **DHL AVIATION**

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Exhibition Hall & Innovation Stage

Tuesday, 24 May

Innovation Stage Sponsored by 

- 13h30 – 13h35**      **Welcome – Invitation to the Innovation Stage**  
John Ackerman, Executive Vice President Global Strategy and Development at DFW
- 13h35 – 14h00**      **Airport Future Proofing through Innovation**  
Paul Puopolo, Executive Vice President, Innovation at DFW
- 14h00 – 14h30**      **DFW's Plan for the Future Airport Facility Design**  
Khaled Naja, Executive Vice President, Infrastructure and Development at DFW
- 14h30 – 15h00**      **Panel: Addressing Digitization in the Cargo Community**  
Robert Fordree, Executive Vice President Global Cargo Services at Menzies Aviation  
Brandon Fried, Executive Director at Air Forwarders Association  
Jean Verheyen, CEO at Nallian  
Sara Van Gelder, Community Solutions Manager at Nallian  
Moderator: Bill Nesbitt, Senior Manager Cargo Business Development at DFW
- 15h00 – 15h30**      **Networking Break**      Sponsored by  
**Arizona Ballroom Exhibition Hall**      **AIRBUS**
- 15h30 – 15h50**      **Digitization and Automation of the Air Cargo Industry - is Collaboration the key to quicker adoption and success?**  
Vitaly Smilianets, CEO and Founder at Awery Aviation Software  
Tristan Koch, Chief Commercial Officer at Awery Aviation Software
- 15h50 – 16h10**      **Warehouse of the Future**  
Robert Fordee, Executive Vice President Global Cargo Services at Menzies Aviation
- 16h10 – 16h30**      **Boosting the digital maturity of your community in a step-by-step approach/Enabling a future-oriented vision**  
Sara Van Gelder, Community Solutions Manager at Nallian
- 16h30 – 16h50**      **Closing the Technology and Process Gap in Air Cargo with Best In Class Digitalization Practices from other Industries**  
Matt Petot, CEO at CargoAI
- 16h50 – 17h10**      **The Future of Passenger and Cargo Data Fusion; Visions for the Next Decade**  
Dirk Thorwirth, Head of Sales – Distribution Services, CHAMP Cargosystems

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Exhibition Hall & Innovation Stage

Wednesday, 25 May

Innovation Stage Sponsored by  DALLAS FORT WORTH INTERNATIONAL AIRPORT

07h30 – 16h00 **Conference Registration** Sponsored by  
Arizona Ballroom Foyer  AIR CANADA CARGO

07h30 – 16h00 **Exhibition Open**  
Arizona Ballroom Exhibition Hall

07h30 – 08h30 **Breakfast** Sponsored by  
Arizona Ballroom Exhibition Hall  SmartKargo

08h30 – 09h00 **Business Case for Alternative Data**  
Brian Clancy, Managing Director at Logistics Capital & Strategy

09h00 – 09h30 **Air Cargo Predictive Analytics – Optimize Revenue and Gain New Revenue Streams**  
Rodney Melton, Senior Industry Director for Travel and Transportation at Unisys

09h30 – 10h00 **Air Canada Cargo: An Air Cargo Digital Journey**  
Arnaud Meunier, Product Manager TACT Solutions at IATA  
Phil Siponen, Engagement Manager CargoIS at IATA  
Sebastien Podgorski, Senior Manager, Pricing, Interline & Distribution at Air Canada

10h00 – 10h30 **Winning from 21st Century Digital Distribution**  
Simson Demmer, VP Partnerships at cargo.one

10h30 – 11h00 **Networking Break** Sponsored by  
Arizona Ballroom Exhibition Hall  flexport.

11h00 – 11h30 **Achieving CO2 Net Zero to meet industry requirements**  
Robert Horton, Vice President Environmental Affairs at DFW

11h30 – 12h00 **Innovative Unmanned Cargo Transport**  
Kal Petrov, Director of New market Development at DRONAMICS

12h00 – 12h30 **Standardizing Digital Contracts for Airlines and Freight Forwarders**  
Edip Petkas, Founder at Airblox

12h30 – 13h30 **Networking Lunch** Sponsored by  
Arizona Ballroom Exhibition Hall  swissport

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Wednesday, 25 May

Innovation Stage Sponsored by 

**13h30 – 13h50**      **Capacity Crunch: challenges and solutions from a ground handling point of view**

Hendrik Leysens, Vice President Global Operations - Cargo at Swissport

**13h50 – 14h10**      **How Cargo Community System Can Transform an Airport Ecosystem**

Amar More, CEO at Kale Logistics Solutions

**14h10 – 14h40**      **Improving Dangerous Goods Transportation and Training: DG AutoCheck and DG Compass**

Pablo Castellon, Senior Manager Industry Solutions at IATA  
Ivica Kovacic, Head Training Product Management at IATA

**14h40 – 15h00**      **Tackling the Lithium Battery Challenge: CEIV Lithium Battery**

Ronald Schaefer, Senior Principal IATA Consulting at IATA

**19h00 – 20h00**      **Cocktail Reception**  
**Sonoran Sky Ballroom Foyer**

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**20h00 – 22h00**      **Networking Dinner**  
**Sonoran Sky Ballroom**

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