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A man with short grey hair, wearing a white button-down shirt and a blue and red striped lanyard with a LATAM logo, is sitting at a dark wooden desk. His hands are clasped in front of him. Behind him is a large window overlooking an airport tarmac with several aircraft. The overall tone of the image is professional and corporate.

On the Cover
Andrés Bianchi
CEO
LATAM Cargo

FALL / WINTER ISSUE 2024–2025

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Air Cargo Focus is published by
Cargo Network Services Corporation
An IATA Company 

703 Waterford Way, Suite 680
Miami, Florida 33126
Telephone: +1 786 413 1000
www.cnsc.net

Willie Walsh
Director General, IATA

Alicia Lines
President, CNS

Rocío Vegas
Publisher & Marketing
Consultant, CNS

All subscription requests should be
directed to the individual listed above.

Editorial and Graphic Services:
Alexis Dames
Aviation Times Inc
alex@avtimespg.com

All editorial and news items should be
directed to the individual listed above.

CNS Advertising Representative:
Matthew Weidner
Weidner Communications Intl., Inc.
e-mail: mtw@weidcom.com

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- 5 Notes from the Editor's desk – Alexis Dames
- 8 From the Top - Marc Voelkl
Manager Smart Facility & ONE Source, IATA
- 14 From the Top - Latha Nair
Vice President & Head of Service Delivery, CDx, IBS Software
- 18 From the Top - Andrés Bianchi
CEO, LATAM Cargo
- 24 Legal Perspective – AI in the Supply Chain Under
Government Focus by Jonathan R. Todd, Vanessa I. Gomez,
Kristopher J. Chandler, & Megan K. MacCallum
- 26 Legal Perspective - Inflation Strikes Again: Limitations of Liability
for International Air Transportation are Rising
by Marc S. Blubaugh, Jonathan R. Todd, Christopher C. Razek
- 28 Industry Perspective - Watching US & Global Regulatory
Changes by Bob Imbriani, Executive VP, International Team
Worldwide, President Airfreight Forwarders Association (AFA)
- 30 Industry News - Amerijet International Airlines Celebrates 50th
Anniversary
- 31 CASS-USA Market Monitor



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Making the Call: Air Cargo's AI Play

Notes from the Editor's desk



Alexis Dames

Leaders in air cargo are much like quarterbacks. They must constantly think on their feet, follow a game plan, and react swiftly to unplanned scenarios, such as incoming rushers or seizing opportunities in the defensive line. Their quick decisions often define the outcomes for the entire team.

According to the 2024 Supply Chain Intelligence Benchmark Survey by Descartes Systems

Group, 48% of global leaders identified rising tariffs and trade barriers as their top concern. This was closely followed by supply chain disruptions at 45% and geopolitical instability at 41%. These challenges are just some of the “rushers” that pose an immediate risk to our industry and its ancillary sectors.

So, which play should an air cargo “quarterback” choose next? With numerous disruptors and pressure points, a successful operation—or drive, in keeping with the theme of this piece—depends on a series of effective decisions. Some leaders are seriously considering adding a new game-changing player: one that never stops playing, is heavily invested, can accurately predict plays, and improves through continuous learning.

The (AI)udible: Along with other industries, air cargo is on the verge of a technological revolution, with the heavily buzzed artificial intelligence (AI) offering potential solutions to some of its most persistent challenges. Historically, air cargo has not been at the forefront of the adoption of digital technologies. However, increasing pressure from key offensive players—adjacent industries and service providers that have already optimized processes with AI—is likely to accelerate this shift.

A quick search on the impact of AI in air cargo reveals a wealth of information. From enhancing predictive analytics to optimizing flight schedules, streamlining air traffic management, and refining business processes reliant on real-time, accurate data, AI is being actively adopted or explored to revolutionize operations. Its implementation helps leaders transform business structures and mitigate costly errors,

paving the way for a more efficient and responsive industry.

One notable AI development that impacts air cargo comes from the DeepMind lab of tech giant Google. Its AI-based weather prediction project, GenCast, claims to provide faster and more accurate 15-day forecasts for day-to-day weather and extreme events compared to the top model. Best of all, the technology was made available to the community as an open-model.

Another notable AI platform, Flyways, has reportedly been in use for over four years by Alaska Airlines. This AI-powered tool optimizes air cargo routes by analyzing historical data and real-time information. It enables dispatchers to plan more efficiently, conserve fuel, and reduce carbon emissions while automatically identifying route improvements based on factors such as weather, air traffic, congestion, and other critical variables.

On the regulatory front, the Federal Aviation Administration (FAA) is actively exploring innovative tools and technologies to modernize and optimize aviation operations. In November 2024, the agency issued a Request for Information (RFI) to gather insights on how AI and machine learning (ML) can enhance the National Airspace System (NAS). The official notice outlines several key objectives, including improving predictive analytics to proactively identify and address both safety and non-safety risks, as well as researching, identifying, and analyzing causal factors. Additionally, significant emphasis is placed on leveraging AI and ML technologies to perform deep analyses of safety and non-safety data, generating actionable insights that drive meaningful improvements.

The Touchdown: With the rapid pace of AI advancements, air cargo leaders face both unprecedented opportunities and urgent challenges. The risks identified earlier, such as disruptions from adjacent industries, are tangible. While immediate threats must be addressed, long-term success hinges on foresight. Embracing the AI revolution—through error mitigation, smarter route optimization, predictive analytics, or operational improvements—can help leaders stay ahead of the competition. The industry must adapt with agility while implementing

sustainable solutions to navigate future challenges effectively.

One thing is certain: AI is here to stay. With each breakthrough, what once seemed impossible is becoming reality, transforming not only organizational processes but entire industries. In the fast-evolving world of air cargo, your next 'touchdown' could be AI-powered—delivering efficiencies, insights, and capabilities that redefine how we operate. The question remains: how ready are you to integrate AI into your strategy?

I am delighted to present our outstanding Fall-Winter Issue, designed to guide you through all things tech. Discover IATA's powerful and user-friendly ONE Source platform, and learn about the innovative software developed by IBS Software that powers CASSLink's secure transactions.

Our cover story features LATAM Cargo CEO Andres Bianchi, who shares insights into the airline's latest developments and strategies for navigating the evolving air cargo landscape. Additionally, enjoy expert contributions from the legal team at

Benesch Law and a timely recap of upcoming legislation and government actions by Mr. Bob Imbriani. As always, we close this issue with the most recent CASS numbers, fresh off the spreadsheet. Let's kick off a new season of success and face the challenges ahead as a united industry team!

Alexis Dames Vandenberg,
Editor-in-Chief



NOTE: To contact the editor, please email alex@avtimespg.com

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iata.org/ceiv-liba

From the Top - Marc Voelkl

Manager Smart Facility & ONE Source

IATA



Marc Voelkl

About Marc Voelkl

Marc built and currently manages the IATA Smart Facility audit program, which provides a certification scheme for cargo handlers, airlines, and other facility operators. This program aims to enhance handling capabilities to a consistently high standard across the industry by benchmarking cargo handling processes against industry standards and enabling organizations to implement best practices.

Further, Marc conceptualized and led the development of IATA's ONE Source, a free industry platform designed to provide validated aviation capability and infrastructure information. It allows service providers across the transportation chain to list their company profiles, services, and IATA certifications, such as CEIV Pharma, Fresh, Live Animals, Lithium Batteries, IEnvA, Smart Facility Operational Capacity, and ISAGO. The platform ensures that all business-critical information is verified through IATA's validation programs, creating global

transparency and visibility for service offerings. ONE Source supports the management of IATA certifications by offering real-time updates, automatic notifications, and convenient booking of audits, thereby fostering a competitive and reliable environment for the aviation industry.

Before joining the IATA Cargo Team in Geneva, Marc was stationed at the IATA headquarters in Montreal, where he managed IATA's Cargo Business Intelligence Portfolio, CargoIS.

Marc holds a bachelor's and master's degree in information systems and business management and has studied in Europe and Shanghai, China.

Focus: What are the key criteria and standards that a device or service provider must meet to be listed on ONE Source?

Voelkl: ONE Source allows all service providers* in the transportation chain to list their company profiles including products or services they offer at various locations free of charge. To ensure the reliability and accuracy of business-critical information, such as certifications, equipment, and infrastructure, these details are validated through IATA's comprehensive audit and certification programs. These programs include CEIV, IEnvA, Smart Facility Operational Capacity, ISAGO and Air Cargo Device Assessments. This validation process guarantees that the information listed on ONE Source is accurate and trustworthy, fostering transparency and trust among stakeholders in the air cargo supply chain.

***A note from IATA:** ONE Source currently offers profile types for the following company types: Airlines, Ground Handling Service Providers (GHSPs), Cargo Handling Facilities (CHFs), Airports, Freight Forwarders, Truckers, Solution Providers (Tracking Device Manufacturers, General Distribution Systems, General Sales Agents, Ground Service Equipment Manufacturers, IT companies, Maintenance Repair and Overhaul, Unit Load Device Manufacturers, Retail Manufacturers).

Focus: How does ONE Source ensure that the information provided by service providers remains current and accurate?

Voelkl: ONE Source ensures that the information provided by service providers remains current and accurate through a robust validation and management system. All business-crit-

ical information, such as certifications, equipment, and infrastructure details, is vetted through various IATA assessment, certification, and membership programs. Furthermore, ONE Source links each piece of information directly to the validity of the associated method of validation. This means that if a certification or membership expires, the related information is automatically updated or removed from the company profile.

The platform also provides real-time updates, automatic notifications, and reminders for upcoming expirations, ensuring that service providers maintain up-to-date and accurate profiles. Additionally, the platform allows for the convenient booking of new or re-certification audits, further supporting the continuous accuracy and relevance of the information listed. By integrating these features, ONE Source maintains a high level of data integrity and trust, ensuring that stakeholders can rely on the platform for accurate and current information.

Focus: Can you describe the validation process for the infrastructure and capabilities listed on ONE Source?

Voelkl: To add equipment and infrastructure elements to a company profile on ONE Source, such as cold rooms, ground service equipment, or tracking device approvals by airlines, the process begins with completing an online questionnaire.

This questionnaire requires detailed information about the equipment, device or infrastructure element, along with supporting documentation and evidence. Once submitted, the forms undergo a thorough review by experts. If the information is successfully validated, the equipment or infrastructure element is listed on the company's profile. For cargo trackers, after prevalidation by IATA, the device can be sent directly to designated Tracking Device Managers of specific airlines for final approval. Approved devices are then listed on the respective airline's profile in ONE Source.

Focus: What measures are in place to prevent fraudulent or misleading information from being submitted to ONE Source?

Voelkl: All station submissions are vetted by IATA before being initially listed on ONE Source. Additionally, all business-critical information on the station profiles undergoes vetting through various IATA assessment, certification, and membership programs as previously outlined.

Focus: How does ONE Source handle data privacy and security for the information it collects and stores?

Voelkl: ONE Source prioritizes data privacy and security

through several robust measures. The platform is built entirely on modern cloud infrastructure, providing a secure and reliable foundation. Access to information is managed using role-based access controls, and a centralized IATA customer login system, ensuring that only authorized personnel can access sensitive information. All supporting media and documents are transmitted and stored in an encrypted form in IATA's environment, which is designed around zero-trust architectural principles and adheres to best practices from ISO, NIST, and OWASP. This environment is monitored around the clock by a dedicated security operations center, providing continuous oversight and rapid response to any detected security incidents.

By leveraging these measures, ONE Source strives to keep the data collected on the platform safe from unauthorized access and breaches so that IATA can maintain high standards of data privacy and security to its customers.

Focus: Are there any specific challenges that companies might face when trying to get their devices or services approved on ONE Source?

Voelkl: The device approval process involves the thorough validation of device information, along with the required supporting documentation and evidence, by qualified auditors.

ONE Source facilitates seamless communication between the auditee and validators directly through the system. If additional information or documents are needed for clarification, this feature ensures that requests and responses are efficiently managed. This streamlined communication process simplifies the compliance assessment, making it straightforward to determine whether a device meets the underlying program requirements.

Focus: How does ONE Source support small and medium-sized enterprises (SMEs) in the aviation industry?

Voelkl: ONE Source enables all aviation service providers, regardless of their size, to create their company profiles in any location where they operate, free of charge. Small and mid-size enterprises can especially benefit from an increased visibility on the global marketplace by showcasing their capabilities, achieved certifications and available equipment to attract new customers and supply chain partners. Through upgrading to a premium profile, customers can complete their profile by adding their equipment and infrastructure. This allows companies that do not yet hold any IATA certification to also advertise their capabilities to potential customers and business partners effectively.

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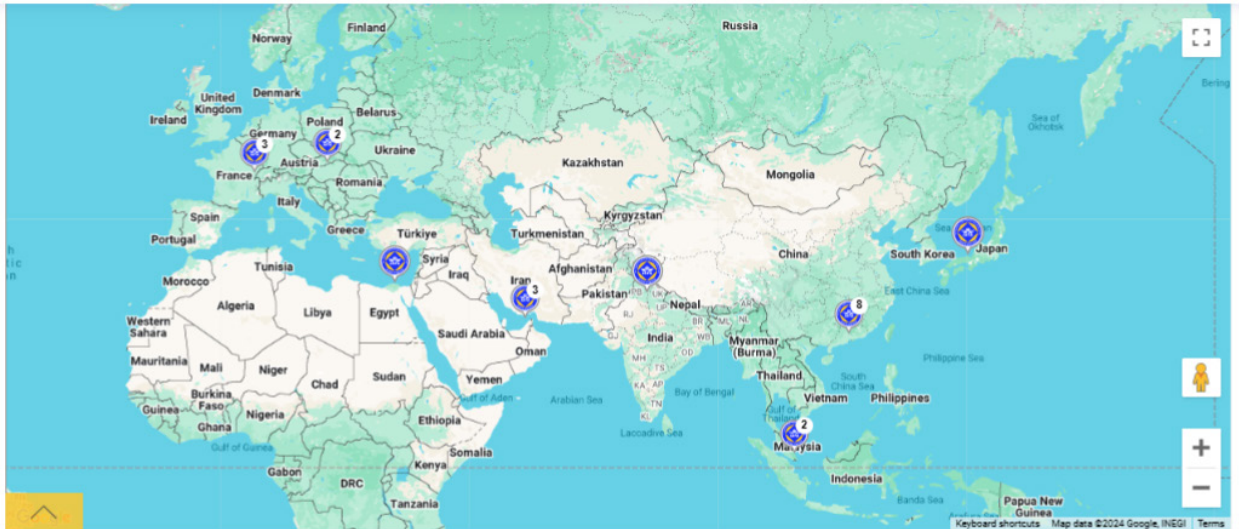
Station Location



Company Name



IATA Certifications



ALL RESULTS (388)

Airline (0)

Airport (0)

Cargo Handling Facility (24)

Freight Forwarder (0)

Ground Handling Service Provider (364)

Solution Provider (0)

Trucker (0)



Cathay Cargo Terminal - HKG
Cathay Cargo Terminal

Cargo Handling Facility

IATA Certifications



Cargo Commodities

- General Cargo
- Dangerous Goods
- Perishables
- Live Animals
- Airmail
- Pharmaceuticals

COMPARE (-)

MORE INFO

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Ground Handling Service Provider

IATA Certifications

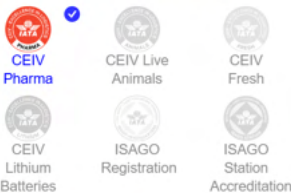


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- Passenger Handling

Request Audit Details

Select the certification program



Type of audit details

☐ Audit Report
Currently Unavailable

☒ Certificate

Requests may be subject to approval from the Station Manager. Some documents may be subject to a specific charge. You will be informed of this charge prior to any action. You can cancel your request at any time. You will receive an email notification once your request has been processed.
Reports will be made available in ONE Source.

Request Access

Homepage > Search Results > Cathay Cargo Terminal - HKG

COMPARE (0)

Cathay Cargo Terminal - HKG

Cathay Cargo Terminal

Cargo Handling Facility

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Map Satellite

IATA Certifications

Request Audit Details

Cargo Commodities

Station Overview

Airport

List of Airlines Handled

Search in the list

Air Hong Kong (HKG)

Alhazra (AHK)

ANA (NAA)

Austrian (AOS)

Cathay Pacific (CPK)

China Cargo Airlines (CCA)

China Eastern (MEU)

Cathay Dragon Airlines Limited

Cathay Pacific (CPK)

Egyptair (MS)

Hong Kong Dragon Airlines Limited

Lufthansa Cargo (LH)

ALL A B C D E F G H I J K L M N O P Q R S T U V W X Y Z OTHERS

Gallery

There are NO IMAGES available for this profile.

Cargo Equipment and Infrastructure

Facility Equipment and Infrastructure

Temperature Control

Temperature Controlled Rooms - Standard Temp. Ranges

Summary Detail

Temperature Storage 2 to 8°C

Import and Export

Import and Export

Import and Export

Import and Export

Import and Export

Import and Export

Import and Export

Import and Export

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Import and Export

Import and Export

Focus: Can you provide examples of how ONE Source has helped companies improve their operational efficiency or compliance?

Voelkl: The improvement and validation of operational compliance and efficiencies are achieved through IATA certification, assessment, and auditing programs which are based on IATA's standards and recommended best practices (SARPs). ONE Source acts as enabler that creates transparency and visibility by relaying up-to-date information obtained by those programs in a controlled manner, making it easy to identify the most qualified and equipped service provider to meet business needs. This not only fosters a culture of excellence among providers but also drives continuous improvement and adherence to high standards.

The key benefits of IATA's certification, assessment and audit programs include compliance with industry regulations, guidelines, and recommended practices, efficient processes, risk mitigation, improved results, delivery of products and services with optimal quality and safety, enhanced credibility, and greater competitiveness.

Additionally, these programs ensure global standardization, which facilitates smoother international operations and fosters trust among global partners. They also provide customers with confidence in the company's ability to handle their products safely and efficiently, which is particularly important in sensitive sectors such as pharmaceuticals and perishable goods.

Moreover, the rigorous standards required for certifications drive continuous improvement in operational practices, leading to overall operational excellence and higher employee performance. In a competitive marketplace, certifications can serve as a key differentiator, signaling to potential clients and partners that the company is committed to the highest standards of quality and safety. Being IATA certified also means a company is well-prepared to meet regulatory requirements, reducing the likelihood of compliance issues and associated fines or disruptions.

By leveraging these programs, companies can significantly enhance their operational efficiency and compliance, ensuring they meet industry standards and continuously improve their processes.

Focus: Does ONE Source have a role to play in enhancing sustainability and environmental responsibility within the aviation industry?

Voelkl: Currently, ONE Source features the IATA Environmental Assessment (IEnvA) program, which evaluates aviation service providers' commitment to improving their environmental

sustainability performance, based on globally recognized standards, including the ISO 14001 environmental management system standard. In addition, ONE Source will soon be enhanced with information from the Integrated Sustainability Program (ISP) and TrackZero. The ISP provides an integrated aviation focused ESG Management System that is focused on Sustainable Procurement, Social Responsibility and Sustainability Performance.

In addition to independent audit and certification, these programs embrace a community approach, continual improvement and sharing of best-practices to help organizations navigate and improve performance in the complex sustainability landscape.

TrackZero, on the other hand, tracks the airline industry's progress toward achieving Net Zero carbon emissions by 2050, based on the industry-approved IATA Net Zero Tracking Methodology. It offers a clear data collection framework for airlines to report on their net zero transition, providing numerous benefits such as benchmarking on key sustainability metrics. By integrating these programs, ONE Source supports the industry's efforts to reduce its environmental impact and achieve long-term sustainability goals by creating transparency and visibility, fostering constant improvement across the aviation industry.

Focus: How does ONE Source facilitate collaboration and partnerships between different stakeholders in the air cargo supply chain?

Voelkl: ONE Source fosters collaboration and partnerships within the air cargo supply chain through several key mechanisms. Firstly, it acts as a centralized platform where service providers can list their company profiles, services, and IATA certifications in a validated manner. This centralization simplifies the process for stakeholders to find and connect with each other.

Moreover, the platform ensures that all critical information is verified through various IATA Validation Programs, such as CEIV Pharma and ISAGO. This verification builds trust among stakeholders, as they can rely on the accuracy and validity of the information provided. Another significant aspect is its public accessibility. Any organization or airline can search for qualified service providers without needing to sign up, promoting transparency and broadening the potential for partnerships.

Additionally, ONE Source simplifies oversight and builds trust by allowing the controlled sharing of audit reports and certification certificates. This feature supports partnerships by ensuring that sensitive information is shared securely and with the necessary permissions between supply chain part-

ners, making it easier for stakeholders to verify compliance and capabilities.

Lastly, ONE Source allows Airlines, Cargo Handling Facilities and Ground Handling Service providers to list supply chain partners directly on their profiles, providing additional operational transparency from origin to destination.

Focus: What developments are planned for ONE Source to expand its coverage to additional regions or sectors beyond its current scope?

Voelkl: Since its inception in 2021, ONE Source has undergone several add-ons and enhancements to expand its scope and functionality, thereby enhancing its value to the aviation industry. Significant recent developments include the integration of the IATA Safety Audit for Ground Operations (ISAGO) and the Air Cargo Tracking Device Assessment program, as well as the introduction of a new profile type dedicated to Solution Providers. This new profile type allows companies such as Tracking Device Manufacturers, GDSs, GSAs, Ground Service Equipment manufacturers, IT companies, MROs, and others involved in the transportation chain to join the platform.

With the integration of ISAGO into ONE Source in August 2024, all ISAGO Ground Handling Service Providers (GHSPs) have been migrated from the previous registry to ONE Source. This ensures that GHSPs' profiles, services, and accreditation details are accurately represented and easily accessible, promoting global safety standards. The new Air Cargo Tracking Device Assessment program enables manufacturers to add their cargo trackers to a global database and seek airline approval directly through the ONE Source platform.

The next immediate enhancements include the addition of the Integrated Sustainability Program (ISP) and TrackZero, as addressed previously in this interview.

Focus: How can companies leverage ONE Source to gain a competitive advantage in the aviation market?

Voelkl: ONE Source provides a platform for service providers to showcase their capabilities and certifications, validated through IATA's rigorous assessment and certification programs. This visibility allows companies to highlight their compliance with industry regulations, guidelines, and recommended practices, along with their equipment and infrastructure, to potential clients. In summary, ONE Source significantly boosts market visibility and credibility for service providers.

By leveraging this platform, companies can position themselves as trusted and reliable partners in the aviation industry, gaining a substantial competitive edge by showcasing validat-

ed certifications, capabilities, equipment, and infrastructure in an up-to-date manner.

About the Origin and Evolution of ONE Source

ONE Source was launched by IATA in January 2021 as a free industry platform designed to provide validated aviation capability and infrastructure information. Its primary goal was to enable service providers across the transportation chain to list their company profiles, services, and IATA certifications.

Initially, the platform featured certifications such as CEIV Pharma, Fresh, Live Animals, and Lithium Batteries, IEnvA, and Smart Facility Operational Capacity. Since its inception, ONE Source has seen significant growth and development. The platform started with around 486 station profiles and has grown by over 1200% to 6045 registered station profiles by Q3 2024. These profiles now include a diverse range of service providers such as airports, solution providers, trucking companies, airlines, cargo handling facilities, ground handling service providers, and freight forwarders.

Additionally, new profile types like solution providers have been added, allowing companies such as GDSs, GSAs, ground service equipment manufacturers, IT companies, MROs, tracking device and ULD manufacturers, and retailers involved in the transportation chain to join the platform.

Moreover, ONE Source has integrated various IATA programs and initiatives over time. This includes ISAGO, the IATA Tracking Device Approval Program, and an expanded IEnvA to encompass freight forwarders, truckers, cargo handling facilities, and ground handling service providers. New certifications like CEIV Lithium Batteries and security programs for airlines and airports have also been added, further enhancing the platform's value and utility.



NOTE: For additional information, please visit: <https://onesource.iata.org/>



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Training

From the Top - Andrés Bianchi

CEO LATAM Cargo

by Alexis Dames



Andrés Bianchi

About Andrés Bianchi

Andrés Bianchi has been LATAM Cargo's Chief Executive Officer since April 2017.

His experience in the airline business spans nearly 18 years, fourteen of which he has spent in the air cargo business. He has held various positions including VP Finance, SVP Network and SVP Sales & Revenue Management for North America, Europe, and Asia.

Prior to joining the cargo industry, he worked at McKinsey and Company. Before that, he was LAN Airlines' Head of Investor Relations. Bianchi holds a degree in Business Administration from Universidad Católica de Chile and an MBA from the Wharton School of Business, from which he graduated with honors.

Focus: What strategic topic is top-of-mind for you as you lead LATAM Cargo?

Bianchi: I would divide the operating environment into two areas: external and internal.

Externally, we're closely monitoring how the market will evolve over the next two to three years. The boom in e-commerce has driven significant demand, but increased regulation on tariffs and other aspects of e-commerce is a major trend to watch. The growth of e-commerce has obscured a decline in traditional cargo volumes. We're closely evaluating whether those volumes will recover. Additionally, some commodities depressed after COVID-19 are beginning to rebound, which could intersect with e-commerce demand. Geopolitical factors, including tariffs and trade regulations, are another critical area we're tracking. For example, similar events in the teen years of the 2010s led to drops in market demand, so we must be prepared for potential impacts on volumes.

Internally, the focus is on preparing the company for the next stage of development. From 2010 to 2019, we made significant investments in fleet and systems, many of which are now fully implemented. For example, our fleet refitting program was completed early this year when we received our last BCF freighter, and our new system, introduced in the late 2010s, is fully operational.

Now, the priority is to transform the company into a more agile entity. This means leveraging technology and talent to create a responsive organization that focuses on meeting and exceeding customer requirements and can adapt to a changing environment. Sustainability is also a core component of our future strategy, as it's increasingly important to customers and integral to our value proposition.

Focus: How do you define and manage the inherent volatility in the air cargo industry? What key skill or technique have you honed throughout your career to adapt to constant change?

Bianchi: While I hope I'm good at adapting, you'd need to consult with someone else for an unbiased opinion. As a team, we've worked hard to stay close to market trends and our customers' needs. The more you understand what's happening in the market and what drives your customers, the better you can anticipate changes and respond quickly.

In South America, for example, northbound cargo primarily consists of perishables. By understanding the production and consumption drivers for these commodities in the U.S. and Europe, we can deploy our assets more effectively to meet customer needs. It's about having a deep understanding of the factors influencing demand -such as political changes and unique economic dynamics of each market- while recognizing that this region behaves similarly but not identically to others.

Internally, our decision to shift to a fleet of 767s was strategic. These mid-sized freighters integrate well with our belly cargo operations, which are the core of our business. They also allow for rapid redeployment of assets, which is harder to achieve with larger aircraft like the 777. This move has made us more nimble and better able to adapt to market changes.

Ultimately, it all comes down to talent. Having a skilled and collaborative team is what allows us to respond effectively to changing circumstances. Breaking down silos and fostering communication across regions and departments leads to better solutions and faster action.

Focus: The term “digitalization” has been a buzzword in the industry for years. In your view, how has the industry progressed in this area, and what milestones still lie ahead?

Bianchi: Digitalization has indeed become a buzzword, so it's important to define what it truly means for the industry. Globally, I believe the industry is lagging in this domain, partly due to the lack of standardization across the ecosystem. If we don't have standards that allow us to integrate, we're always going to be slower than the alternative. For example, while organizations like IATA are advocating for integration, some parts of the value chain have been slow to recognize the relevance of digitalization, delaying the adoption of necessary changes.

One major issue is the industry's inability to generate and share data effectively. Many stakeholders hesitate to share data, fearing competitive disadvantages, but this reluctance hinders progress. There also seems to be a misconception that digitalization simply implies purchasing software. In fact, it goes much deeper, it's how you use that software and how you develop a culture that uses data to support informed decisions and empowers employees with the right tools. Without this holistic approach, digitalization efforts often fail to deliver on their promise.

Focus: Where can the air cargo industry improve in standardization?

Bianchi: An excellent example of progress is IATA's “One

Record” initiative. Pilots have shown remarkable results, such as reduced burdens on customs, forwarders, and airlines. By adopting universal standards, the entire ecosystem can operate more efficiently. However, achieving widespread adoption requires better communication of these benefits and a coalition of willing participants.

Focus: What do you see as the most effective pathway to improving standardization in the industry?

Bianchi: The most effective pathway to improving standardization likely involves forming a “coalition of the willing” to build a minimum viable network. While individual efforts can contribute, they are insufficient to drive widespread adoption, and mandates often prove challenging due to the need for broad consensus. A coalition can effectively demonstrate the benefits of digitalization and foster collaboration across the ecosystem.

That said, significant value could come from governments driving digitalization, particularly in reducing the regulatory burden associated with paperwork. By streamlining and digitalizing customs processes and enabling better collaboration with forwarders, customs, and handlers, governments can create a virtuous cycle that accelerates adoption across the ecosystem.

Focus: How does LATAM Cargo ensure the safe transport of lithium batteries?

Bianchi: Lithium battery safety is a key focus area. We are very demanding about the transport requirements for lithium batteries. Misdeclared shipments pose a significant risk to the industry and public safety. Some mistakes arise from unintentional errors, such as incorrect labeling or documentation. However, there are also deliberate attempts to sneak undeclared lithium batteries into cargo, which is a criminal act that endangers people on the ground and in the air.

Airlines must implement mechanisms to detect and address misdeclared shipments. Collaboration with governments is also crucial to criminalize and prosecute those who knowingly violate safety regulations. Strong enforcement can serve as a deterrent and enhance overall safety.

Focus: What is LATAM Cargo's strategy for increasing cargo capacity to Europe and other markets?

Bianchi: Our growth strategy in Europe aligns with our broader positioning as a South American carrier. While we have a



strong presence in North America, specifically the U.S. market, Europe presented an opportunity to replicate that success.

In Europe, we already had a dense network of belly capacity. By adding freighter services, we could complement this network and better serve our customers' needs. This strategy includes flights to both primary and secondary destinations, offering greater frequency and flexibility.

Focus: How does the Delta Cargo partnership enhance LATAM Cargo's services?

Bianchi: This growth is aligned with our joint venture (JV) with Delta, which has been implemented on the passenger side. On the cargo side, the JV enables us to operate more cohesively within key markets, primarily in North and South America, with a few exceptions where open skies agreements and antitrust immunity do not apply.

Miami serves as the natural gateway to South America, but we are also developing a secondary gateway in Atlanta. While Atlanta may never rival Miami's prominence, it offers valuable opportunities to leverage joint operations, expand our presence in New York, and strengthen our network on the West Coast. This will provide more options to our customers and drive growth.



767s form the backbone of LATAM Cargo's fleet. Photo courtesy of LATAM Cargo.

Focus: How will the addition of the latest Boeing 767 BCF freighter enhance LATAM Cargo's capacity and service offerings, particularly on transatlantic routes?

Bianchi: Our decision to operate 767s was driven by the
Opposite page: LATAM Cargo Group's warehouse at Miami International Airport, awarded CEIV Li-Batt recertification for lithium batteries in September 2024.
Photo courtesy of LATAM Cargo.

unique dynamics of South American markets. These markets are relatively thin, meaning they don't require the larger capacity of aircraft like the 777. The 767s allow us to serve more destinations with greater frequency, achieving better load factors and offering more competitive rates.

By leveraging mid-sized freighters, we've created a broader value proposition that sets us apart from competitors. This approach was informed by lessons learned from our earlier experience with 777s. Sometimes, the obvious choice isn't the best one, and deploying the 767s has proven to be a smarter option for our operations.

Focus: How has LATAM Cargo adapted its strategy to meet changing market demands and remain competitive?

Bianchi: The past five years have been transformative for both the industry and LATAM. In 2019, we were operating under normal conditions, with strong volumes and a growing fleet. Then, COVID-19 disrupted everything. The loss of belly capacity forced us to innovate with passenger freighters, which brought its own operational challenges, as we were tasked with managing 60 passenger aircraft in addition to our fleet of 12 freighters.

After the disruption, we are now back to business as usual. Just three years ago, many believed the passenger business would never recover. Yet today, most of the world is operating at pre-COVID capacity levels. We've faced numerous challenges and had to make critical network decisions in response to a rapidly changing environment.

What enables us to adapt quickly is the right combination of experience and talent, supported by an agile structure. Our geographical model—rather than a purely functional one—allows us to respond swiftly and make informed decisions as markets shift. At the core of our success is the team and how we've structured it. It's similar to managing a sports team—by placing the right talent in the right roles and executing a clear strategy, we can achieve exceptional results.

Focus: LATAM Cargo has expanded its Cargo Rewards program to include Brazil. How does the program benefit customers?

Bianchi: Cargo Rewards is LATAM Cargo's loyalty program, which has been rewarding customers for nearly a decade. Customers can earn miles based on the tonnage shipped and redeem them for rewards like airline tickets, leveraging LATAM Group's extensive passenger network. Recently, the program expanded to include Brazil, offering Brazilian customers new opportunities to benefit from their loyalty.



LATAM Cargo 767 on the apron at Miami International Airport. The airline is currently developing a secondary gateway to South America at Atlanta's Hartsfield–Jackson International Airport. Photo courtesy of LATAM Cargo.

Focus: What qualities do you value most in your team, and how do they contribute to LATAM Cargo's success?

Bianchi: The success of any organization depends on hiring the right people. In our industry, the ability to learn and adapt is just as important as technical expertise. Rapid changes mean you need employees who are curious, willing to challenge established paradigms, and eager to embrace new approaches.

Equally important is teamwork. Being a good team member isn't just about cooperation; it's about having the courage to engage in difficult conversations and address issues constructively, without fear of conflict. Tackling challenges openly and without personal agendas is essential to achieving the best outcomes for the team.

Focus: In the short term, what are your primary goals and expectations for LATAM Cargo over the coming year?

Bianchi: I think 2025 already raises so many questions that, honestly, a year might feel like too long. Our biggest challenge in 2025 will likely revolve around how we adapt to a rapidly changing market. That's definitely going to be a major focus, but beyond that, the question is: how do we leverage the tools becoming available to make better decisions? Another key challenge will be pushing forward on sustainability issues. While the impact of tariffs and their effect on demand might dominate the conversation, we can't lose sight of the

urgent need to address emission reductions and other environmental challenges. These are significant issues for the industry, and we need to keep pressing forward, despite the inevitable distractions from other areas of the business. In 2025, the focus will be on agility—how we stay nimble and react quickly to short-term changes, while preparing the company for the next five years. Sustainability is another crucial priority. Even if 2025 unfolds smoothly, the world is still changing rapidly. For example, if the Red Sea becomes less of an issue for shipping or if the Trans-Siberian airspace opens again, it will shift how business is done between Asia and Europe. Regardless of the scenario, there will be significant changes—both positive and negative—and we must be ready to quickly adapt and seize opportunities to better serve our customers.

About LATAM Group

LATAM Airlines Group S.A. is the leading airline group in Latin America, with presence in five domestic markets in the region: Brazil, Chile, Colombia, Ecuador and Peru, as well as international operations within Latin America and to Europe, the United States, the Caribbean and Oceania. LATAM group cargo operators serve 162 destinations in 30 countries. The group has a fleet of Boeing 767, 777, 787, Airbus A321, A321neo, A320, A320neo and A319 aircraft.

LATAM Cargo Chile, LATAM Cargo Colombia and LATAM Cargo Brazil are the cargo subsidiaries of the LATAM group, having a combined fleet of 21 cargo aircraft. These cargo subsidiaries have access to the group's passenger aircraft and operate within the LATAM group's network, as well as on exclusive international routes for cargo transportation. »

Note: For information visit: <https://www.latamcargo.com/en/>





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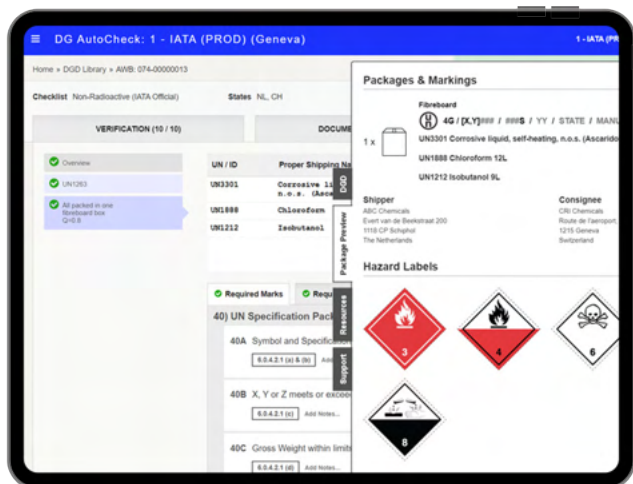
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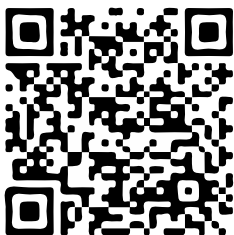


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Legal Perspective

AI in the Supply Chain Under Government Focus

by Jonathan R. Todd, Vanessa I. Gomez, Kristopher J. Chandler, & Megan K. MacCallum



Vanessa I. Gomez



Jonathan R. Todd



Kristopher J. Chandler



Megan K. MacCallum

The U.S. Department of Transportation is seeking input from industry stakeholders on the role of artificial intelligence (AI) in the supply chain. The DOT's Advanced Research Projects Agency—Infrastructure is one of many federal agencies that, together with the White House, are sharply focusing on the risks and opportunities of AI. This example signals the importance of seriously examining the commercial, compliance and national security implications of technological advances.

Five Immediate Areas of DOT Focus on AI

In a recent instance, the DOT requested comments by July 2, 2024, on the safe and responsible development and use of AI in the transportation sector. (See 89 FR 36849.) This inquiry focused on five key areas of concern: (1) Current AI applications in transportation, (2) Opportunities for AI in transportation, (3) Challenges of AI in transportation, (4) Autonomous mobility ecosystems, and (5) Other considerations in the development of AI for transportation. The DOT's request for information also warned against submitting confidential information in response, which understandably highlights the subject's highly sensitive and competitive nature.

Growing Trend of Federal Focus on AI

The federal government has taken a very indirect approach to addressing AI regulation. Like its approach to data privacy and personal information, the federal government has yet to adopt a comprehensive AI law providing compliance obligations for using and deploying AI tools. Instead, they have relied on enforcement by executive agencies of existing laws to address AI. Though there is no current federal omnibus regulation governing the use of AI tools, some federal agencies have clarified that existing statutes and regulations apply to business operations regardless of a business' use of AI tools. This means that if a law applies to your business, using an AI tool will not alleviate your compliance obligations under that law. Again, similar to the approach taken in the US as it relates to data security and privacy of an individual's personal information, to find a comprehensive law on AI, you need to look to individual states for how they are addressing the use and deployment of AI and the legal pitfalls that come with it.

In contrast, the federal government has taken a very hands-on approach to AI usage by federal agencies. In Mar. 2024, the Office of Management and Budget issued its first government-wide policy as memorandum M-24-10 titled "Advanced Governance, Innovation and Risk Management for Agency Use of Artificial Intelligence" (the "AI Memorandum"). Under President Biden's Oct. 2023 AI Executive Order, the AI Memorandum directs federal agencies to "advance AI governance and innovation while managing risks from the use of AI in the federal government, particularly those affecting the rights and safety of the public."

Specifically, the AI Memorandum's requirements and recommendations fall into four categories: (1) Strengthening AI governance, (2) Advancing responsible AI Innovation, (3) Managing risks from the use of AI, and (4) Managing risks in the federal procurement of AI. The risks explicitly addressed are those that "result from any reliance on AI outputs to inform, influence, decide or execute agency decisions or actions, which could undermine the efficacy, safety, equitableness, fairness, transparency, accountability, appropriateness or lawfulness of such decisions or actions. Most of the AI Memorandum applies to "all agencies defined in 44 U.S.C. § 3502(1)," while other provisions only apply to agencies identified in the Chief Financial

Officers Act. Certain requirements do not apply to intelligence community members as defined in 50 U.S.C § 3003. System functionality that “implements or is reliant on” AI that is “developed, used or procured by” the covered agencies is also subject to the AI Memorandum. Activity merely relating to AI, including regulatory actions for nonagency AI use or investigations of AI in an enforcement action and AI deployed as part of a component of a National Security System, are not covered.

The AI Memorandum addresses federal agencies’ use of AI and does not extend to the private sector. However, history shows that federal government use and guidance impact the development of best practices adopted by companies. As such, private sector companies using AI will benefit from formally assessing how their current AI practices and policies align with the AI Memorandum and future guidance on the federal government’s use of AI.

AI in the Supply Chain Concerns and Implications

Federal interest in exploring AI impacts specific to supply chain services and their national security implications has appropriately taken a broad-based approach. As a comprehensive policy statement, the Biden Administration released its Fact Sheet titled “New Actions to Strengthen America’s Supply Chains, Lower Costs for Families and Secure Key Sectors” on Nov. 27, 2023. Among its many recommendations were a Supply Chain Data and Analytics Summit and an AI Hackathon.

The nexus between AI and other emerging technologies and strengthening the domestic United States supply chain in new and novel ways is clear. The 2023 Fact Sheet is one step in a multiyear bipartisan trend of increased recognition that a country’s supply chain and national security are one and the same. This trend started before the COVID-19 disruptions, bringing the conversation into national discourse.

Stepping back five years, the Trump Administration’s Executive Order 13873 was issued in 2019 to address foreign exploitation of vulnerabilities in the information and communications technology and services supply chain. The concern at that time was that supply chain-related systems and processes were vulnerable to foreign adversaries due to their high-value target status as the veritable backbone of US critical infrastructure. This risk was addressed by assigning responsibility to the Commerce Department for assessing the risk of foreign parties and their domestic actors from acquiring, transferring or dealing in information and technology that could yield catastrophic effects for the homeland. Treasury, State, Defense, Homeland Security and other agencies support Commerce’s role in doing so. For example, Homeland Security will be responsible for identifying entities, hardware, software and

services that pose vulnerabilities to the US supply chain.

The Biden Administration continued to ramp up the focus on technological applications within the supply chain and their risks. In 2021, the Biden Administration published Executive Order 14034 with the goal of protecting American sensitive data from foreign interference. More recently, on Feb. 28, 2024, the Biden Administration published Executive Order 14117 to expand the scope of national security concerns addressed in 2019 by President Trump. The expanded scope of national security concerns focuses on minimizing access to Americans’ bulk sensitive personal data via data brokerages and supply chain agreements pertaining to third-party vendors, employment and investments. The Biden Administration highlights the concern that a supply chain stakeholder in a country of concern must meet compliance obligations to transfer Americans’ sensitive personal data to that country of concern’s intelligence services. The countries of concern include the People’s Republic of China, China’s Special Administrative Regions of Hong Kong and Macau, Iran, North Korea, Cuba and Venezuela.

Concerns over international trading relationships and connectivity echo in the recent DOT request for comment and other agency activities. In parallel, Commerce’s Bureau of Industry and Security (BIS) has expressed a focus on information and communications technology and services (ICTS) transactions that are essential to the connective vehicles (CV) supply chain. BIS has assessed the potential risks related to the design, manufacturing and implementation of ICTS in CVs due to CV connectivity to original equipment manufacturers, third-party service providers and devices like smartphones. A complex web of geopolitics, federal and state jurisdiction, private industry and consumer interests is emerging.

Private Industry’s Path Forward

There is little doubt that interest in AI and adjacent technologies is far from over. The five-year trendline of hardening supply chain protections, particularly from a technological perspective, proves this is not a flash-in-the-pan occurrence. The absence of substantial, comprehensive federal law on the subject does not mean that there are no rules. Instead, this is a moment when nimble multidisciplinary approaches are meaningful. Just as a commercial “arms race” occurs, the best and brightest companies carefully assess emerging best practices, the impact on existing compliance obligations and the threat of geopolitical risks.



NOTE: For additional information, please visit: <https://www.beneschlaw.com>

Legal Perspective

Inflation Strikes Again: Limitations of Liability for International Air Transportation are Rising

by Marc S. Blubaugh, Jonathan R. Todd, Christopher C. Razek



Marc S. Blubaugh



Jonathan R. Todd



Christopher C. Razek

The limitation of liability for cargo that is lost or damaged during international air transportation will increase on December 28, 2024, from 22 Special Drawing Rights ("SDRs") per kilogram to 26 SDRs per kilogram.

The change in international law is due to an increase under the Montreal Convention 1999 ("Montreal Convention"), formerly known as the Convention for the Unification of Certain Rules for International Carriage by Air, which applies to traffic with signatory nations. The change was recently announced by the International Civil Aviation Organization ("ICAO"), a United Nations agency that leads international alignment of technical standards and strategies for international air shipments.

How is the Limitation Calculated?: An SDR is a unit of monetary measure defined by the International Monetary Fund ("IMF"). Its value is determined by the IMF based upon a basket of five currencies: the US dollar, the euro, the Chinese renminbi, the Japanese yen, and the British pound sterling. The SDR metric is used to normalize international limitations across a number of transportation modalities including for certain ocean shipments (under the Hague-Visby Rules), for EU road shipments (under the Convention on the Contract for the International Carriage of Goods by Road). For illustration, as of November 25, 2024, one SDR was approximately equivalent to US \$1.31. Here, the increased limitation of liability for air cargo loss and damage will result in a new limitation of liability of approximately US \$34.00 per kilogram which is an increase from approximately US \$28.80 per kilogram.

How Inflation Impacts the Limitation: The Montreal Convention requires review of the established limitation of liability every five years. This review takes into account the effective rate of inflation. This 2024 increase is the fourth review since the treaty came into force in 2003. It amounts to an 18% increase over the prior limitation. The most recent prior increase in the limitation of liability occurred in December of 2019, resulting in an approximately 15.5% increase from 19 SDRs to 22 SDRs.

Practical Implications of the Increase: The Montreal Convention governs all international carriage of persons, baggage, or cargo performed by aircraft for reward between or within member countries. While the Montreal Convention does not technically govern United States domestic air shipments, many parties to domestic air transportation contracts also rely on the Montreal Convention in negotiating terms and conditions of carriage. In practice the limitation means that the recovery a commercial user of international air cargo services may recover is limited to the lesser of actual loss or the 26 SDR per kilogram measure of damages. Parties are free to contract for higher limitations at commensurate rates but may not contract for lower limitations.

What Does this Increase Mean for Shippers and Providers?:

The limitation in the Montreal Convention effectively creates a floor for a carrier's cargo liability exposure during international air shipments. Simply put, this increase in SDRs will potentially expose air transport providers, indirect air carriers, forwarders, and their insurers to approximately 18% greater cargo claims payments year over year. This also means that there will be a correspondingly greater recovery for shippers of those goods. It stands to reason that the cost of international air transportation services may see commensurate increases as service providers seek to internalize exposure.

Best Practices During Change: Now is the time for all parties involved in commercial air transportation to review and update their current template air waybills, contracts, or other service terms and conditions to conform with this change. In the absence of carefully updated terms, the parties to air transport risk falling appreciably outside market, which may impact volumes of tender or "leaving money on the table" for resolution of cargo claims, which may impact the total cost of transportation. »»

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Watching US & Global Regulatory Changes

by Bob Imbriani, Executive VP, International Team Worldwide,
President Airfreight Forwarders Association (AFA)



Bob Imbriani

In a US election year, our industry, along with much of the world, turns its gaze to Washington and other government centers, keenly observing how the new administration will navigate global trade and regulatory challenges. While the elections are critical to the future of the country and, to a degree, shape the way we do business, we need to understand and not lose focus on the fact that government at all levels is still functioning and there are new laws, regulations, bills, and proposals

that have a direct impact on our industry and global trade in general. Many of the existing bills before congress will continue their path through the approval process while others may be withdrawn, rewritten or replaced by new proposals.

There is much talk about the new administration initiating punitive tariffs against specific countries while trying to expand US exports. It remains to be seen how these potentially conflicting concepts will play out.

As an industry, we need to be aware of what is being discussed, debated, and passed into law at the US Federal and State level that directly affects our business and the business of our clients. It is also important to keep an eye on global regulatory changes.

There are a significant number of these bills and issues currently in front of lawmakers, with some already passed or in various stages of implementation. Many of these are on hold until the new Congress takes office, while others will be withdrawn or modified. A few will continue to move through the system. Here is a sampling of some of them::

- **H.R. 267:** Ceasing Age-Based Trucking Restrictions Act
- **H.R. 781:** GIG Act

- **H.R. 375:** Puerto Rico Air Cargo Industry Empowerment Act
- **H.R. 915:** This bill would establish interim standards related to goods shipment while pushing FMCSA to finalize a rulemaking on the issue. for the movement of goods by truck." It was approved 36-28, along party lines.
- **H.R. 3408:** This bill would require DOT to provide a status report on a pilot program to test long-haul trucking for those who are under 21. It was approved by voice vote.
- **H.R. 3372:** This bill would create a five-year opt-in pilot program to allow heavier trucks on interstate highways when they add a sixth axle. It was approved 33-27.
- **H.R. 3316:** This bill seeks to streamline the environmental permitting process by applying the One Federal Decision framework to port, airport and certain pipeline infrastructure projects.
- **H.R. 1500:** This bill would require DOT to set up a program that aggregates anonymized, third-party traffic data to inform future transportation planning. It was approved by voice vote.
- **H.R. 3395:** U.S. Supply Chain Security Review Act of 2023, by voice vote.
- **H.R. 886:** Save Our Seas 2.0 Amendments Act, by 55-9.
- **H.R. 3013:** LICENSE Act of 2023, by voice vote.
- **H.R. 3317:** Rolling Stock Protection Act, by voice vote.
- **H.R. 1836:** Ocean Shipping Reform Implementation Act of 2023, by 58-1.
- **H.R. 3365:** Supply Chain Improvement Act, by voice vote.
- **H.R. 2948:** Carrying Automobiles Responsibly and Safely (CARS) Act, by 30-29.
- **H.R. 3447:** To amend title 23, United States Code, to authorize a hydrogen powered vehicle, by 55-5.

Let's look at some specific issues that have recently been passed or are in various stages of review and implementation.

Federal Aviation Administration (FAA) Reauthorization Legislation: President Joe Biden has signed the Federal Aviation Administration (FAA) Reauthorization legislation, addressing

truck congestion issues at US airports. The law mandates the General Accountability Office to assess air cargo operations, focusing on truck delays and infrastructure deficiencies. The legislation allocates over \$105 billion for the FAA, including \$19.35 billion for airport infrastructure, marking a significant step towards resolving long-standing cargo congestion problems.

Federal Maritime Commission: Recent actions taken by the Office of Management and Budget (OMB) and the Federal Maritime Commission clear the way for the final rule on Demurrage and Detention Billing Practices to take full effect on May 28, 2024. The Commission issued its final rule on Detention and Demurrage Billing Practices on February 23, 2024, and gave notice of the May effective date, except for the "Contents of Invoice" section 541.6. The provision of the rule contains an information collection under the Paperwork Reduction Act and requires OMB review and approval. Invoices issued for demurrage or detention charges from May 28, 2024, must be fully compliant with all requirements of the Commission's final rule. Entities issuing non-compliant invoices or to the wrong parties are subject to enforcement action. Billing the proper party is an important part of the final rule. Last week, the Commission issued a Correction via the Federal Register to the previously published final rule. The clarification more clearly explained the rule's application to carrier-trucker relationships and reiterated who the rule allows demurrage and detention bills to be sent to. Parties receiving non-compliant invoices have several options for recourse. Parties may always seek resolution directly with the carrier issuing the invoice. The Commission has several options to assist parties receiving non-compliant invoices receive redress, including filing a Charge Complaint, requesting informal assistance from the Commission's Office of Consumer Affairs and Dispute Resolution Services, or filing an action before the Commission's Administrative Law Judges.

TSA: CCSSSP Change 12, a new SSPAC, is being rewritten and will come out before the end of the year.

USCBP: The U.S. Department of Homeland Security (DHS) announced the addition of 26 textile companies based in the People's Republic of China (PRC) to the Uyghur Forced Labor Prevention Act (UFLPA) Entity List. Effective May 17, 2024, goods produced by the named 26 entities will be restricted from entering the United States. By focusing on cotton manufacturers based outside of the Xinjiang Uyghur Autonomous Region (XUAR) that source cotton from the XUAR, their designation will increase transparency and ensure responsible

companies can conduct due diligence on their supply chains to ensure they do not include goods made with forced labor.

Due to specific threats to air cargo, CBP and TSA have instituted enhanced ACAS (Air Cargo Advanced Screening) requirements for shipments to the US that significantly increased the data elements required for this filing.

International:

European Union Artificial Intelligence Act: World's first comprehensive regulation: The European Union ("EU") Artificial Intelligence Act ("AI Act") gets final nod from EU Parliament. On March 13, 2024, the EU AI Act received its final assent from the EU Parliament with 523 votes in favor, 46 against and 49 abstentions, bringing it one step closer to adoption. This is a historic moment as the EU AI Act is the world's first comprehensive legislation regulating Artificial Intelligence ("AI") systems according to a risk-based approach.

EU ICS 2 Release 3: As of June 3, 2024, the EU Import Control System Release 3 will require Economic operators carrying goods by sea, inland waterways, road, and rail will have to submit a complete Entry Summary Declaration (ENS) dataset to ICS2. This includes postal and express carriers who transport goods using these modes of transport as well as other parties, such as logistic providers issuing transport documents to their clients, and in certain circumstances also final consignees established in the EU, will have to submit ENS data to ICS2.

The above are just a few examples of regulatory issues that affect our industry. My intent is to emphasize the importance of staying abreast of such governmental actions and to encourage proactive engagement in those issues where our industry voices are needed. This can be done by becoming directly involved or through our various industry associations. There is a saying: "If you are not at the table you may find yourself under the table".



NOTE: For additional information, visit: <https://www.teamwww.com/>

Industry News

Amerijet International Airlines Celebrates 50th Anniversary



Photo courtesy of Amerijet International Airlines.

Amerijet International Airlines proudly marks its 50th anniversary in December 2024. Founded in 1974 by David Bassett, the company began with humble beginnings, operating as a Part 135 air-taxi operator with a single leased airplane evolving into a market leader in the Caribbean and Central America operating twelve 767 freighters.

From the start, Amerijet has been committed to delivering exceptional customer service, with a focus on reliability and safety. These principles have been the cornerstone of the company's operations, building a reputation for trust and excellence across industries and regions.

Reflecting on this milestone, CEO Joe Mozzali stated, "For a company to achieve a 50th year anniversary milestone is extremely impressive, especially in the dynamic Latin America air cargo market. This is a direct reflection of our resilience while providing value and service to customers and communities. We could not do what we do without our most valuable asset 'our people'. I want to thank our employees for their dedicated efforts as well as our customers for their loyal support."

A year after its restructuring and transformation efforts, Amerijet has emerged as a stronger cargo airline, both operationally and financially. Scheduled Service and charter revenue November YTD have increased 18% and 39%, respectively. Amerijet is now well-positioned long term to remain a market leader in the Caribbean and Central America while executing our mission of transporting goods that enrich and connect the lives of our customers and communities.

As part of its 50th-anniversary celebrations, Amerijet invites employees, customers, and supporters to explore its history and achievements through its Anniversary Video, available at amerijet.com/Our History.

More About Amerijet

Amerijet operates a dedicated fleet of 767 freighters from its Miami International Airport hub, serving the Caribbean, Mexico, the Americas, and Europe. The Miami Hub location includes 235,600 square feet of dry warehouse space, 38,000 square feet of cooler space ensuring cold chain integrity for pharmaceuticals and perishables as well as seven dedicated 767 aircraft parking positions.

Offering scheduled and charter services across 20 company-managed and more than 200 partner locations, Amerijet's extensive network and 350+ interline routes provide seamless cargo connections to destinations worldwide.



Amerijet Media Contact:

Christine Richard, Sr. Director Marketing
crichard@amerijet.com

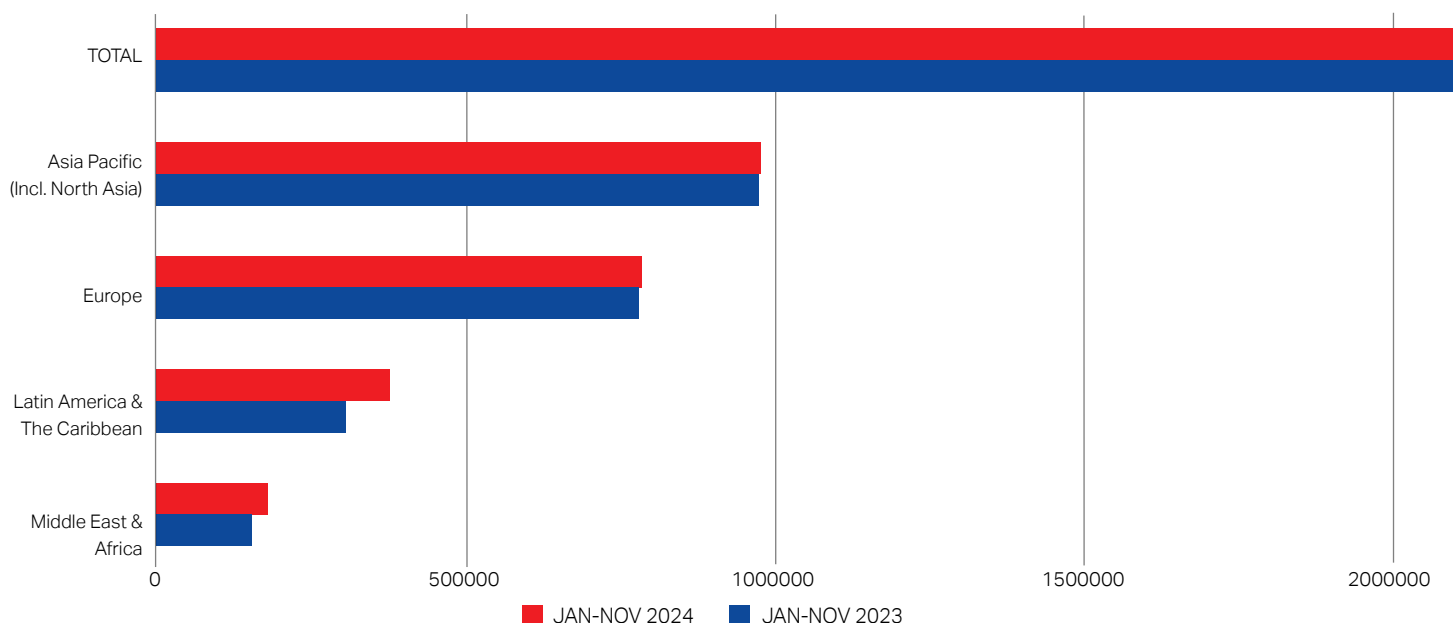


NOTE: For additional information, visit: www.amerijet.com

CASS-USA Market Monitor

CASS-USA Market Monitor appears in every issue of CNS Air Cargo Focus Magazine. The Market Monitor is designed to highlight market trends till the most recent data month available. It provides both the year-to-date activity and monthly air cargo traffic trends originating from the United States to other regions based on CNS CASS-USA data. Additional detailed reports are available to CASS-USA Participating Carriers and CNS Endorsed Agents.

WEIGHT IN TONS



Jan-Nov 2024 Weight in Tons		Jan-Nov 2023 Weight in Tons		Jan-Nov 2024/Jan-Nov 2023	
Region	Jan- Nov 2024	Region	Jan-Nov 2023	Region	% Change
Asia Pacific (incl. N. Asia)	977,656	Asia Pacific (incl. N. Asia)	974,506	Asia Pacific (incl. N. Asia)	0.3%
Europe	783,684	Europe	778,659	Europe	0.6%
LatAm & The Caribbean	377,657	LatAm & The Caribbean	307,003	LatAm & The Caribbean	23.0%
Middle East & Africa	180,942	Middle East & Africa	157,542	Middle East & Africa	14.9%
Total	2,319,940	Total	2,217,710	Total	4.6%

Jan-Nov 2024 Shipment Count		Jan-Nov 2023 Shipment Count		Jan-Nov 2024/Jan-Nov 2023	
Region	Jan-Nov 2024	Region	Jan-Nov 2023	Region	% Change
Asia Pacific (incl. N. Asia)	958,690	Asia Pacific (incl. N. Asia)	935,066	Asia Pacific (incl. N. Asia)	2.5%
Europe	755,367	Europe	743,968	Europe	1.5%
LatAm & The Caribbean	353,910	LatAm & The Caribbean	313,172	LatAm & The Caribbean	13.0%
Middle East & Africa	218,512	Middle East & Africa	211,279	Middle East & Africa	3.4%
Total	2,286,479	Total	2,203,485	Total	3.8%

NOVEMBER 2024

In November, US export revenue increased by 7% year-over-year (y/y), compared to 6% y/y in October. Yields were reported to decrease by 2% y/y in November and 6% y/y in October. US Tonnage to Asia Pacific and North Asia increased by 5% y/y in November and 3% y/y in October. Export tonnage to Europe increased by 5% y/y in November, compared to 15% in

October. Overall y/y results for Jan-November 2024 statistics reflected an 11% decrease in revenue and a decrease in yield of 15%.





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