



20th – 22nd September 2023 – Grand Hyatt, Athens

The Changing World of Air Logistics

Wednesday 20th September 2023

08.00 - 12.30 Exhibitors' Set-up and Registration

11.00 – 12.30 Innovation Showcase - (10-minute presentations)

Host - Chris Notter - Welcome

Session 1 – 11.10 - 11.20

Session 2 - 11.20 - 11.40

Session 3 - 11.40 - 11.50

Session 4 - 11.50 - 12.00

Session 5 - 12.00 - 13.00

12.30 - 14.30 Exhibition Opens & Welcome Lunch

14.30 - 17.30 1-2-1 Meetings

14.15 - 14.30 Welcome from the Chairman – Des Vertannes, ACHL Chairman

14.30 – 16.00 ACHL 2022 summary, the Conference voted to adopt the following two goals as a mission to bring forward at the 2023 year's event. These being.

1. Implement/ adopt digitalisation (digitised solutions) within your company's processes to circa 60/70 % of company activity. Identify barriers preventing this goal for develop-ing solutions at the 2023 conference.

Moderator: Des Vertannes

16.00 - 16.30 Refreshment Break and Viewing of Exhibition

16.30 – 17.30 ACHL 2022 summary continues

2. To identify, encourage and develop diverse talent, provide mentorship, Companies that adopted the goal to join the panel.

17.30 - 18.00 Refreshment Break and Viewing of Exhibition

19.00 - 21.30 Evening Networking Dinner and Networking in The Exhibition Hall

Thursday 21st September 2023

08.00 - 17.00 Registration

09.00 - 09.05 Welcome from the Chairman – Des Vertannes, ACHL Chairman

09.05 - 09.20 Industry Update

An update on the air cargo industry: recent developments, players who have made an impact, and positive changes.

09.20 - 11.00 Cargo's Digital & Environmental Transformation,

Financial benefits yet to be realised!

Reduce costs, reduce your CO2 footprint, improve quality, achieve compliance, and increase customer satisfaction, how your role is so critical and soon will be compulsory!

Technology, the overlooked element in environmental objectives, cost reduction, staffing concerns, marketing support for airlines in developing high value products, compliance with directives to come from the UN, ICAO, and governments worldwide re digitization and Data Corridor mandates.

11.00 - 11.45 Refreshment Break and Viewing of Exhibition

11.45 - 13.30 The global changing face of air logistics – who's in control and is a one stop shop, be it BCO or forwarder really want?

- Forwarders and Shipping companies buying into airlines or starting own integrator style offerings like, LH investment by K/Nagel, AF/KL by CMA CGM who own Ceva as example, MSC own a/c JV with Atlas, Maersk Air own airline plus internal forwarding. All with objective of serving BCO directly or thorough own controlled forwarders.
- Independent Forwarders argue that BCO don't want this?? Explain!
- What does this mean for independent airlines (i.e., EK, EY, UAL, Turkish etc) How do they mount a competitive solution as above-named shipping companies and owned forwarders will surely put all high revenue cargo on their own services.
- What does it mean for BCO, do they really object to this, and if independent forwarders and airlines want their business what products do they need to now offer?

13.30 - 15.00 Lunch with Industry Friends and Viewing of Exhibition

15.00 - 17.15 Quality and Compliance - Existing quality programs, do they meet the industry's needs?

17.15 - 17.30 Closing of the conference - Des Vertannes, ACHL Chairman

17.30 - 18.30 Refreshment Break and Viewing of Exhibition

**19.00 - Meet in the Hotel Lobby: Coaches will be departing for Networking Dinner
(Dress Code Casual)**

22.30 – 1st Coach departing Back to The Hotel

23.00 – 2nd Coach departing Back to The Hotel

23.30 – 3rd Coach departing Back to The Hotel

Last Coach – Midnight

Friday 22nd September 2023

08.30 - 10.00 Registration

09.00 - 13.00 1-2-1 Meetings

09.00 – 09.15 Welcome Back from the Chairman

09.30 - 11.00 The airline industry struggles to compete against the e-Commerce companies, mega companies such as Amazon and Cainiao control their own lift and market, how can the industry support the thousands of companies looking for an alternative?

Can scheduled airlines and/or forwarders meet the challenge of delivering a product that meets the e-Retailers demands to remain competitive? Do one stop mega companies have an edge due demand for multi modal systems in new environment?

11.00 - 11.45 Refreshment break and Viewing of Exhibition

11.45 - 13.15 Airlines approach to products, and what their offering will be in their strategy to remain relevant for high value verticals. (Assuming by now the audience gets it re Mega's keeping all valuable cargo on won controlled lift etc.) like Maersk, MSC, CMA CGM , Amazon, Cainiao,

**13.15 - 13.30 Closing Remarks, Action Points and 3 S.M.A.R.T goals
Des Vertannes - ACHL Chairman**

13.00 - 14.30 Lunch - End of Conference