



**20<sup>th</sup> – 22nd September 2023 – Grand Hyatt, Athens**

**The Changing World of Air Logistics**

**Wednesday 20<sup>th</sup> 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 Bob Rogers, ULD Care

Session 2 - 11.20 - 11.30 "Transforming the Landscape of Air Cargo Handling"  
Hans van Schaik, Sales Director, SACO

Session 3 - 11.30 - 11.40 Jin Li, CEO, iTran

Session 4 - 11.40 - 11.50 Solution leaders at Unisys will present on new, innovative solutions designed to optimize the way logistics companies operate their business. Make sure to attend to see how Unisys is helping organizations drive digital transformation to improve customer experiences.

Caroline Woodland, Senior Director Emerging Solutions, Unisys

Sharon Huang: Solution Director, Quantum IQ, Unisys

Session 5 - 11.50 - 12.00 Yuval Baruch, CEO, Hermes Logistics Technologies

Session 6 - 12.10 - 12.20 Vitaly Smilianets, CEO and Founder, Awery Aviation Software

Session 7 - 12.20 - 12.30 Adam Barrington-Spencer, VP Customer Success &  
Commercial Ops, Unilode

12.30 - 14.30 Exhibition Opens & Welcome Lunch

14.30 - 17.30 1-2-1 Meetings

14.30 – 15.20 **Open Plenary**

**Welcome from the Chairman – Des Vertannes, ACHL Chairman & Bob Rogers, VP & Treasurer, ULD CARE**

ACHL 2022 summary. The Conference voted to adopt the following two goals as a mission to bring forward at the 2023 year's event:

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

Vivien Lau, Chief Executive, Jardine Aviation Services

Sean Tinney, VP, Global Enterprise Computing Solutions, Unisys

Peter Hewett, Director Global Cargo, Security & Network Operations, Dronamic

**ULD CARE** – Digital ULD transfers

15.20 – 16.00 To identify, encourage and develop diverse talent, provide mentorship.

**Moderator for session 2 – Chris Notter**

**Panel**

Wilson Kwong, CEO, HACTL

Dirk Goovaerts, CEO Continental Europe, ME & Africa, and Global Cargo Chair, Swissport

Kai Domscheit, CEO, CHI

Celine Hourcade, Founder & Managing Director, CHANGE HORIZON

16.00 - 16.30 **Refreshment Break and Viewing of Exhibition**

16.30 – 17.30 **ACHL 2022 summary continues**

**Attracting young talent: Enhancing Appeal and Incentives for the Next Generation**

To effectively attract young talent, organisations need to adapt their strategies and offer compelling incentives that resonate with the aspirations and expectations of the younger workforce.

**Moderators for session - Chris Notter & Abedin Dula, Account Executive, VRR**

**Panel**

Kristin Beck, Management Advisor, BeCon

Christian Leffler, Project Manager, BeCon

Sara Van Gelder, Director of Products, nallian

Tal Leemor, VP of Marketing and Partnerships, hoopop

Arpad Szakal, Principal Consultant, CORMIS PARTNERS

17.30 - 18.00 **Refreshment Break and Viewing of Exhibition**

19.00 - 21.30 **Welcome Reception & Dinner in The Exhibition Hall**

**Thursday 21st September 2023**

08.00 - 17.00 **Registration**

09.00 - 17.30 1-2-1 Meetings

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.

Stan Wraight, President & CEO, SASI

09.20 - 11.00 **Cargo's Digital & Environmental Transformation**

**Financial benefits yet to be realised**

Reduce costs, cut 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.

**Moderator: Janet Wallace, MD, Cargo Operations & Transformation, Air Canada**

**Panel**

Amar More, Co-founder & Chief Executive Officer, Kale Logistics

Zach Oakley, Deputy Director of Operations & Planning, Chicago Rockford

Dr.-Ing. Jan-Wilhelm Breithaupt, Vice President Global Fulfillment Management, Lufthansa Cargo

Nicholas Xenocostas, Chief Commercial Officer, CHAMP Cargosystems

Thomas Schurmann, Head of Cargo Operations & Delivery, Etihad Cargo

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 what BCOs or forwarders really want?**

- There has been a blurring of traditional roles, including some shipping companies buying into forwarders and airlines, or starting their own integrator-style offerings, like CMA CGM (owner of Ceva) investing in AF/KL; MSC's a/c JV with Atlas; Maersk's own airline plus internal forwarding – with an objective of serving BCOs directly or through own-controlled forwarders. Meanwhile, some airlines (e.g. Lufthansa) are investing in their own customs broker and freight forwarding businesses, to further tap into the e-Commerce market.
- What does this mean for independent airlines (i.e., EK, EY, UAL, Turkish, etc.)? How significant a challenge or threat is this? How do they mount a competitive solution (for example, if the above-named shipping companies and owned forwarders put high-revenue cargo on their own services)?

- Independent forwarders argue that BCOs don't want this. What are the pros and cons?
- What does it mean for BCOs? Do they really object to this? And if independent forwarders and airlines want those BCOs' business, what products do they need to now offer?

**Moderator: Henrik Ambak, SVP, Cargo Operations Worldwide at Emirates**

**Panel**

Kendy Choi, Senior Manager, Cargo Business Development, Cainiao Network

Jannie Davel, SVP Air Cargo, MSC

Joost van Doesburg, Head of Cargo, Amsterdam Airport

Lars J.T. Droog, Director, Global Logistics Strategy & Corporate Sustainability, Cytek Biosciences

Asok Kumar, Executive Vice-President, Global Head of Airfreight, DB Schenker

13.30 - 15.00 **Lunch with Industry Friends and Viewing of Exhibition**

15.00 - 16.30 **Quality and Compliance – Existing quality programmes: do they meet the industry's needs?**

**Moderator - Brigitte Gledhill, CargoForwarder Global**

**PANEL**

Brendan Sullivan, Global Head of Cargo, IATA

Bob Matharoo, Head of Cargo, Bournemouth Airport

Lothar Moehle, Executive Director, Cargo iQ

James Wyatt, General Manager, aeroconcept

Kai Domscheit, CEO, CHI

16.30 - 17.15 **Innovating the Future of Aviation: Introducing the ALIA Platform**

Drawing inspiration from the elegance of nature, the ALIA Platform represents a revolutionary concept in aviation, unlocking novel avenues for transportation.

Patrick Buckles, Chief Revenue Officer, Beta Technologies

17.15 - 17.30 **Closing of today's 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 – 2<sup>nd</sup> 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 giants, where 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 to demand for multi-modal systems in the new environment? What are the implications for cargo handling and handlers? Will we see more carriers investing in their own (e-commerce) freight forwarding capabilities?

**Moderator – Chris Notter, Independent**

Dennis Lister, Senior Vice President – Product & Innovation, Emirates SkyCargo

Conor Brannigan, CEO, Magma, Aviation

Guillaume Crozier, SVP Cargo UAE, dnata

Mark Sutch, Chief Commercial Officer, IndiGo

11.00 - 11.45 **Refreshment Break and Viewing of Exhibition**

11.45 - 13.15 **The Industry's Approach to Air Logistics Services**

How can airlines ensure their products and their offering remains relevant, particularly for high-value verticals? Can we assume some loss from airlines of high-yield cargo to the own-controlled lift operated by Maersk, MSC, CMA CGM, Amazon, Cainiao – or freight forwarders? How can stakeholders respond to this? What do freight forwarders want, and how are they adapting to these changing dynamics? If we see more carriers (airlines and shipping lines) investing in their own freight forwarding capabilities, how will this affect forwarder-carrier (and other) relationships?

**Moderator – Des Vertannes, ACHL Chairman**

Jeff Riddel, VP of Ground Operations, Atlas Air

Patrick Buckles, Chief Revenue Officer, Beta Technologies

Lars J.T. Droog, Director, Global Logistics Strategy & Corporate Sustainability, Cytex Biosciences

Asok Kumar, Executive Vice-President, Global Head of Airfreight, DB Schenker

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

**Des Vertannes - ACHL Chairman**

13.30 - 14.30 **Lunch - End of Conference**