



Critical Partnerships for Uncertain Times

2009 ACI-NA Air Cargo Conference
March 10-12, 2009
Memphis, TN

Conference Partners:



TUESDAY, MARCH 10, 2009

5:00 – 6:00 pm **Welcome Reception**

WEDNESDAY, MARCH 11, 2009

7:30 am – 5:00 pm **Registration Open**

7:30 – 8:30 am **Continental Breakfast**
Canadian Airport Breakfast

8:30 – 8:45 am **Opening and Welcoming Remarks**

Moderator

- Rich Wilson, Development Director, Ted Stevens Anchorage International Airport, 2009 Chair, ACI-NA Air Cargo Committee

Speakers

- Larry Cox, President and CEO, Memphis-Shelby County Airport Authority
Memphis International Airport
- Greg Principato, President, ACI-NA

8:45 – 9:15 am **Session 1 State of the Industry: Part I**

Moderator

- Mike Webber, President, MMW Consulting, LLC

Speaker

- Gert-Jan Jansen, Senior Vice President, Seabury Aviation and Aerospace

With the economy in turmoil, many in the industry have questions and concerns about where the situation is heading and what kind of effect these changes will have on the air cargo industry. This first half of the state of industry presentation will address the macro issues and challenges and offer some insights on what to expect in the coming year.

9:15 – 10:15 am

Session 2 State of the Industry: Part II

Moderator

- Mike Webber, President, MMW Consulting

Speakers

- James Masoero, General Manager, Delta Airlines
- Mark Ruel, Senior Manager, Cargo and Aviation Support, Greater Toronto Airports Authority
- Tina Sauter, Chief Operating Officer, Mallory Alexander International Logistics

Many businesses are already dealing with the effects of the current economic downturn, and are looking forward to a more stable future. This second half of the state of the industry presentation will discuss what the long-term implications are for the industry, including airports and indirect air carriers.

10:15 – 10:45 am

Morning Break

10:45 – 11:45 am

Session 3 The Changing Regulatory and Legislative Environment

Moderator

- Greg Principato, President, ACI-NA

Speakers

- Steve Alterman, President, Cargo Airline Association
- Patrick McCumber, Assistant Port Director - Tactical, U.S. Customs and Border Protection
- Mark Hansen, Lead Counsel, Regulatory Affairs, FedEx

This session will provide attendees with an update on current legislation, as well as the future of security practices, operating changes for carriers and the impact on airports.

Noon – 1:30 pm

Luncheon with Keynote Speech

Speaker

- William Logue, Executive Vice President and Chief Operating Officer, FedEx Express

1:30 – 2:30 pm

Session 4 Developing Partnerships for Financial Benefit

Moderator

- Bill Frainey, Assistant Vice President, Market Development, Dallas/Fort Worth International Airport

Speaker

- Mark Thorpe, Director of Air Service Development, Los Angeles World Airports
- Gary Deason, Director, Cargo, Winnipeg Aviation Authority
- Frank Chambers, President and CEO, Aviation Facilities Company, Inc.

This session will focus on how your airport can create financial benefits by establishing strategic relationships with their business partners through airport initiatives incentive programs, creative use/lease agreements, joint marketing efforts, new rates and charges, and initiatives for municipal partnerships.

2:30 – 2:45 pm

Afternoon Break

2:45 – 3:45 pm

Session 5 Building Relationships Within the Logistics Chain

Moderator

- Warren Jones, Aviation Development Manager, City of Atlanta, Department of Aviation, Hartsfield-Jackson Atlanta International Airport

Speaker

- Bill Liddicoet, Logistics Professional
- Chris Matney, Air Service Development Director, Indianapolis Airport Authority, Indianapolis International Airport

Within the logistics chain exist opportunities for airports to create a beneficial relationship with airlines, developers, and other cargo partners. This session will feature presentations from firms within the supply chain about building a quality partnership. The discussion will include working examples, as well as creative suggestions to begin thinking outside the box.

3:45 – 4:00 pm

Second Afternoon Break

4:00 – 5:15 pm

Breakout Sessions

- **Marketing/Business Development**
 - Dan Muscatello, Managing Director, Cargo and Logistics, Landrum & Brown, Inc.
 - Joe Richardson, Principal, JE Richardson Aviation Services
- **Environmental Issues**
 - Mike Maynard, Senior Aviation Project Manager, Wilbur Smith Associates
 - Alton Lanier, Manager of Environmental Services, Memphis International Airport
- **Revenue Generation/Optimization**
 - Warren Jones, Aviation Development Manager, City of Atlanta, Department of Aviation, Hartsfield-Jackson Atlanta International Airport
 - Mike Bednarz, Manager, Air Cargo Business Development, Port Authority of New York and New Jersey

There is nothing quite like sitting down with your fellow industry colleagues, as there is always something new to learn and to share. This session provides a face-to-face opportunity for continued in-depth discussions, comments, and

questions on the significant issues concerning air cargo marketing, environmental issues, and revenue generation ideas. Is there something you want to know? Do you have a unique idea to share that resulted from the conference sessions? Join us for this dynamic conference opportunity. There is no set agenda and participants are welcome to move between discussion groups.

6:00 - 9:00 pm

Host Airport Event

Location: Ground Zero Blues Club

Featuring: Cocktails, great food and live entertainment

Transportation: Ground Zero is within walking distance of the Peabody, just a couple of blocks, 3/10 tenths of a mile or 1,584 feet. Limited transportation will be provided by Blues City Transportation Service to Ground Zero from 5:45 pm through 6:15 pm and return to the Peabody from 8:30 pm to 9:00 pm.

Transportation is sponsored by: Blues City Transportation

Information: Ground Zero is owned by Morgan Freeman and is part of the world famous Beale Street area which is known for great music, sights, food, drinks and festive atmosphere.

11:15 pm – 1:15am

FedEx Facility Night Tour I

As part of the 2009 Air Cargo Conference, ACI-NA is pleased to offer you the opportunity to take part in a tour of the FedEx facility at Memphis International Airport during its overnight package sorting operations. The tour is approximately 2 hours long, from 11:15pm to 1:15am. **Participants will be meeting in the lobby at 10:15pm.**

The FedEx tours are now full. If you are interested in being put on a waiting list, please [click here](#), and complete the requested information.

For your own safety, anyone attending the tour may not consume alcohol within 8 hours of start time (3:30pm local time).

This opportunity is available only to those who are registered for the conference. If you are interested, please submit your personal contact information, including your name, title, company, and driver's license number**.

***Please note that this information was requested by FedEx and Memphis International Airport for the purposes of obtaining security clearances. ***

THURSDAY, MARCH 12, 2009

7:30 – 8:30 am

Continental Breakfast

8:30 – 10:00 am

Cargo Committee Meeting

Moderator

- Rich Wilson, Development Director, Ted Stevens Anchorage International Airport

The ACI-NA Air Cargo Committee is a dynamic group of highly talented and experienced air cargo and logistics professionals. Please join some of the “best minds of the business” to discuss the committee’s activities and agenda. Don’t miss this opportunity to discuss your interests, how you can participate, and how the committee can help you achieve your goals, make your views heard by policy-makers, and network with other cargo professionals.

10:15 – 11:15 am

Session 6 Cargo Security

Moderator

- Chris Bidwell, Vice President, Security and Facilitation, ACI-NA

Speakers

- Doug Brittin, Air Cargo Manager, Transportation Security Administration (TSA)
- Brandon Fried, Executive Director, Airforwarders Association (AfA)

New air cargo security requirements are having significant operational and related cost impacts on the industry. While the new air cargo rule was closely scrutinized and vetted by industry interest groups, and the Transportation Security Administration (TSA) endeavored to consider industry views in developing the new requirements, operational impacts are now being felt and challenges have surfaced. This session will discuss how the industry is meeting these challenges as well as the potential benefits of joint screening facility development and additional insights from an indirect air carrier perspective.

11:15 – 11:30 am

Morning Break

11:30 am – 12:30 pm

Session 7 Working Partnerships

Moderator

- Rich Wilson, Development Director, Ted Stevens Anchorage International Airport

Speakers

- Trey Hettinger, Airport Properties Manager, United Parcel Service (UPS)
- Mary Jane Olhasso, Economic Development Director, City of Ontario
- Bill Pettit, Airport Relations, FedEx Express

Successful partnerships often include partners outside the airport. The importance of working closely with the surrounding region and the economic development entities that provide much-needed regional support will be discussed. A detailed case study of how the partnership between LAWA, the City of Ontario, and AeroTerm will be discussed.

12:30 – 1:45 pm

Open Lunch

1:45 – 2:45 pm

Session 8 Views on Critical Issues and Partnership Opportunities

Moderator

- Tom Phillips, President and CEO, Keiser Phillips Associates, LLC

Speakers

- Steve Alterman, President, Cargo Airline Association
- Chris Bidwell, Vice President, Security and Facilitation, ACI-NA
- Brandon Fried, Executive Director, Airforwarders Association
- Barbara Vatie, Managing Director, Cargo, Air Transport Association (ATA)

At this roundtable discussion, attendees will have the opportunity to hear from several industry associations regarding the critical issues as it relates to the transportation of cargo, as they see them, which are facing both their constituencies and airports today. This will be an opportunity to see how potential partnerships are seen from the other side of the fence, and will offer new insight into what opportunities and options may be available to address the changing industry.

2:45 – 3:00 pm

Closing Remarks

Speaker

- Bill Frainey, Assistant Vice President, Market Development, Dallas/Fort Worth International Airport, Vice Chair of the ACI-NA Air Cargo Committee

3:30 – 5:00 pm

Speed Dating For Business

Participate in this exciting networking session where airports and associates can meet and exchange contacts for future business relationships! Contact Miranda Horan (mhoran@aci-na.org, 202.293.4530) to sign up today for the exciting opportunity.

11:15 pm – 1:15am

FedEx Facility Night Tour II

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FRIDAY, MARCH 13, 2009

9:30 – 11:00 am Memphis International Airport Tour*

The tour will include visiting the New Cargo Central, UPS facility, and Tennessee Air National Guard. Attendees will need to arrange their own transportation to the airport, and meet at a central location in the airport terminal at 9:30am. The tour will last approximately 90 minutes. Space is limited, so sign up today!

***If you are interested in registering for the Memphis International Airport tour, please [click here](#).**

ACI-NA AIR CARGO COMMITTEE

The Air Cargo Committee is committed to advancing the industry's understanding and knowledge of air cargo economics and practices. The committee's focus is to assist airport operators in the management of existing air cargo resources, maximization of potential air cargo opportunities and the enhancements of air cargo revenues.

2009 Air Cargo Committee Leadership

Chair

Rich Wilson, Development Director, Ted Stevens Anchorage International Airport

Vice Chair

Bill Frainey, Assistant Vice President, Market Development, Dallas/Fort Worth International Airport

Second Vice Chair

Mike Bednarz, Manager, Air Cargo Business Development, Port Authority of New York and New Jersey

Associate Representative

Tom Phillips, CEO, Keiser Phillips Associates, LLC

Immediate Past Chair

Brian Pratte, Manager of Air Cargo Development, Reno-Tahoe Airport Authority

At-Large Members

Mike Brady, Manager, Rickenbacker Business Development, Rickenbacker International Airport
Mark Ruel, Senior Manager, Cargo Aviation Support, Greater Toronto Airports Authority
Warren Jones, Aviation Department Manager, Hartsfield-Jackson Atlanta International Airport

Additional Conference Planning Committee Members

Sarah Berry, Aviation Development Assistant, Hartsfield-Jackson Atlanta International Airport
Brandon Fried, Executive Director, Airforwarders Association
Mike Maynard, Senior Aviation Project Manager, Wilbur Smith Associates
Dan Muscatello, Managing Director, Cargo and Logistics, Landrum & Brown
Cece Poister, Manager, Cargo Development, Pittsburgh International Airport
Joe Richardson, Principal, JE Richardson Aviation Services
Gina Ronzello, Director of Government Affairs, Cargo Airline Association
Mike Webber, President, MMW Consulting LLC
Richard White, Vice President, Properties and Airport Development, Memphis International Airport

Committee Secretaries

Liying Gu, Senior Director, Economic Affairs and Research, ACI-NA
Miranda Horan, Research Analyst, Economic Affairs and Research, ACI-NA