



CHANGE IS THE NORM - DIFFERENT IDEAS FOR DIFFERENT AIRPORTS

2010 ACI-NA Air Cargo Conference
March 9-11, 2010
 Seattle, WA

Conference Partners:



TUESDAY, MARCH 9, 2010

5:00 – 6:00 pm Welcome Reception

WEDNESDAY, MARCH 10, 2010

7:30 am – 3:30 pm Registration Open

8:00 – 8:30 am Continental Breakfast

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

Moderator

- Bill Franey, Assistant Vice President, Market Development, Dallas/Fort Worth International Airport, 2010 Chair, ACI-NA Air Cargo Committee

Speaker

- Mark Reis, Aviation Director, Seattle-Tacoma International Airport

Conference agenda updated February 22, 2010

8:45 – 9:45 am

Session 1 The Changing Legislative and Regulatory Environment

Moderator

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

Speakers

- Steve Alterman, President, Cargo Airline Association
- Debby McElroy, Executive Vice President, Policy and External Affairs, ACI-NA
- Gina Ronzello, Vice President of Legislative Policy, Cargo Airline Association

Whether it's good for air cargo or bad for air cargo, the one thing that can be counted on is that regulatory environment is changing. Is cap and trade dead in Congress? How is the Stimulus impacting airports? Are there any regulatory surprises coming? These are questions that everyone should be asking. This session will address these issues and offer insight to the future.

9:45 – 10:00 am

Morning Networking Break

10:00 – 10:45 am

Session 2 State of the Industry

Moderator

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

Speaker

- Bob Dahl, Managing Director, Air Cargo Management Group

2009 was an interesting year for air cargo, to say the least. Are we recovering in 2010? What are the forecasts telling us? Do we believe them? Who should we believe? Ned Laird from Air Cargo Management will offer his insight and views based on almost four decades of experience in the air cargo industry. Never one to hold a verbal punch, Ned's experience across all aspects of air cargo will make for a fascinating session.

10:45 – 11:45 am

Session 3 Cargo Security – Implementation Challenges

Moderator

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

Speakers

- Doug Brittin, Air Cargo Manager, Transportation Security Administration (TSA)
- Brandon Fried, Executive Director, Airforwarders Association (AfA)
- Tom Green, Senior Manager, Air Cargo Operations and Development, Port of Seattle, Seattle-Tacoma International Airport

Security is always on everyone's mind. Cargo may be the unseen passenger, but the cargo security is becoming more visible every day. This panel discussion will look at security from the perspective of the airport, the airlines, and freight forwarders. There will not be any presentations at this session, just good old-fashioned discussion and debate, and the opportunity for those in the audience to get their questions answered.

11:45 am – 12:00 pm Second Morning Networking Break

12:00 – 1:30 pm

Cargo Committee Meeting (Open to all attendees)

Moderator

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

12:30 – 1:30 pm

Box Lunch Served During Committee Meeting

1:30 – 2:30 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 this great opportunity.

2:00 pm

Boeing Tour and Future of Flight

We are pleased to announce that SEA-TAC and The Boeing Corporation are offering a tour of the Boeing Everett facility for this year’s attendees! Participants will depart from the conference hotel at 2:00pm, and have the opportunity to enjoy the Future of Flight exhibition, and tour the Everett product line.

This event is free of charge, but is available only to the first 50 people.

For more information and to sign up for this exciting event, please [click here](#) and complete the requested information. **The deadline for signing up is February 28th, 5pm EST. Only those who are registered for the conference can sign up, so be sure to visit the [ACI-NA Air Cargo Conference website](#) to register today!**

7:00 – 9:00 pm

Host Airport Event

Location: Boeing Museum of Flight

Details: Come and join your fellow attendees at this year’s Airport Event hosted by Seattle-Tacoma International Airport. The event will take place at the Boeing’s Museum of Flight, located just a little bit south of downtown Seattle, with transportation being provided by SEA-TAC. Attendees will enjoy a private reception and have access to the museum’s exhibits. Be sure to add this special event to your calendar! Bus will depart the hotel at 6:30pm.

THURSDAY, MARCH 11, 2010

8:00 am – 12:00 pm

Registration

8:00 – 8:30 am

Continental Breakfast

8:30 – 9:30 am

Session 4 Meeting the Marketing Challenge

Moderator

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

Speaker

- Cece Poister, Manager, Cargo, Pittsburgh International Airport
- Dan Muscatello, Managing Director, Cargo and Logistics, Landrum & Brown

So you want more air cargo business? How do you market your airport most effectively? What do your business partners want? This session will discuss how an airport can better understand its "local" market, examine what air carriers are looking for in considering expanding or beginning service at an airport, and look at how market opportunities in both the domestic and international arenas are changing.

9:30 – 10:30am

Session 5 Future of Planning and Developing Cargo Facilities

Moderator

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

Speakers

- Steven Bradford, President, Trammell Crow Company
- John Cammett, President, Aeroterm
- Bob Caton, Vice President, AMB Property Corporation
- Frank Chambers, Director, Former Chairman and CEO, Aviation Facilities Company, Inc.

How do you best plan for and develop air cargo facilities and infrastructure? Money is tight; and communities, airport boards, and financiers demand top quality planning to ensure their support. This session will provide actual case studies of successful planning and financing for air cargo facilities and infrastructure. Learn first hand what to consider and options for development.

10:30 – 10:45 am

Morning Networking Break

10:45am – 12:00 pm

Concurrent Session 1a Strategic Land Use Roundtable Discussion

Moderator

- Dan Muscatello, Managing Director, Cargo and Logistics, Landrum & Brown, Inc.

Participant

- William K. Prather, Vice President, L.C. Fulenwider, Inc.

The session will discuss the critical challenges confronting an airport as it moves from considering development options to creating a strategic plan that will move the facility towards implementation. This will include the "nuts and bolts" of working with 3rd party developers for landside development - key lease terms and other issues that make it easier to work with a private developer of multi-tenant projects. The discussion will also explore the issues associated with FAA land-release in conjunction with collateral development.

10:45am – 12:00 pm

Concurrent Session 1b Cargo Handlers Roundtable Discussion

Moderator

- Brandon Fried, Executive Director, Airforwarders Association

Participants

- Phil Harnden, Vice President, Commercial and Corporate Services, Americas Menzies Aviation
- Ray Jetha, Director, Cargo Airport Services USA, LLC
- Tom Wheeling, President/COO, IASAir, Inc.

This roundtable panel will discuss several critical issues that cargo handling companies face when dealing with airports, including shipping trends, impacting trends on a global basis, general international trends, critical handler issues, implications to airports and the future of the industry.

12:00 – 1:30 pm

Luncheon with Keynote Speaker:

Speaker

- Dave Brooks, President, Cargo Division, American Airlines

1:30 – 2:30 pm

Session 6 Economic Impact of Cargo

Moderator

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

Speakers

- Mike Maynard, Senior Aviation Project Manager, Wilbur Smith Associates
- Warren Jones, Aviation Development Manager, Hartsfield-Jackson Atlanta International Airport

Moving air cargo along the logistics supply chain requires the services of many stakeholders, with airports at the heart of the process. Whether in supplying direct or indirect jobs, or other economic activity, airports can serve as significant drivers of the region's economic growth. This session will discuss the economic impact of cargo and look at how an airport generates economic activity while also looking at some examples of how cargo growth has affected airports.

2:30 – 3:30 pm

Session 7 Meeting Management Challenges

Moderator

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

Speaker

- Brian Kinsey, Airport Assistant Director/Marketing and Business Development, St. Louis International Airport
- Joe Richardson, Principal, JE Richardson Aviation Services, LLC

3:30 – 3:45 pm

Afternoon Networking Break

3:45 – 4:45 pm

Session 8 Financing Roundtable Discussion

Participants:

- Sheri Ernico, Director, Jacobs Consultancy
- Jessica Soltz-Rudd, Senior Director, Frasca and Associates, LLC
- John Sorensen, Senior Vice President, Unison Consulting, Inc.

4:45 – 5:00 pm

Closing Remarks

Speaker

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

FRIDAY, MARCH 12, 2009

9:30 – 11:00 am SEA-TAC Airport Tour

If you are interested in registering for the SEA-TAC Airport tour, please contact Miranda Horan at mhoran@aci-na.org.

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.

2010 Air Cargo Committee Leadership

Chair

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

Vice Chair

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

Second Vice Chair

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

Associate Representative

Bob Caton, Vice President, AMB Property Corporation

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

Tom Green, Senior Manager, Air Cargo Operations and Development, Seattle-Tacoma International Airport

Mark Ruel, Senior Manager, Cargo Aviation Support, Greater Toronto Airports Authority

Additional Conference Planning Committee Members

Wayne Duzita, Vice President, IAT Management LP

Brandon Fried, Executive Director, Airforwarders Association

Dan Muscatello, Managing Director, Cargo and Logistics, Landrum & Brown

Tom Phillips, President, Keiser Phillips Associates, LLC

Cece Poister, Manager, Cargo Development, Pittsburgh International Airport

Gina Ronzello, Director of Government Affairs, Cargo Airline Association

Committee Secretaries

Liyang Gu, Senior Director, Economic Affairs and Research, ACI-NA

Miranda Horan, Research Analyst, Economic Affairs and Research, ACI-NA