



**2008 ACI-NA Air Cargo Conference
March 26-27, 2008
Los Angeles, CA**

*Hosted by:
Los Angeles World Airports*

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TUESDAY, MARCH 25, 2008

5:00 – 7:00 pm

**Welcome Reception
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**GE
Security**

WEDNESDAY, MARCH 26, 2008

7:00 am – 3:30 pm

Registration

7:00 – 9:00 am

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

Canadian Airports Breakfast

8:30 – 8:45 am

Opening and Welcoming Remarks

Moderator

- Brian Pratte, Manager of Air Cargo Development, Reno-Tahoe Airport Authority, 2008 Chair, ACI-NA Air Cargo Committee

Speaker

- Gina Marie Lindsey, Executive Director, Los Angeles World Airports

- 8:45 – 9:30 am** **Session 1 The Changing Regulatory and Legislative Environment**
Moderator
- Greg Principato, President, ACI-NA
- Speakers
- Steve Alterman, President, Cargo Airline Association
 - Charles Chambers, Senior Vice President, Security and Facilitation, ACI-NA
- Congress is expected to move forward with security reforms, including changes to the FAA regulatory requirements and Reauthorization Bill, as well as the Open Skies agreement between the US and China. Air cargo security is seen by some in Congress as the weakest link in aviation security and recent changes in security and the 9/11 Bill, including the consideration of freight coming in foreign-owned planes, is a top priority as well as improving airport perimeter security and the security of the entire supply chain, including foreign cargo.
- 9:30 – 10:00 am** **Morning Break**
- 10:00 – 10:45 am** **Session 2 State of the Industry and Cargo Forecast**
Moderator
- Stephanie Nall, Editor, Pacific Shipper
- Speakers
- Russell Tom, Regional Director, Air Cargo Marketing, The Boeing Corporation
 - Mike Webber, President, Webber Air Cargo
- What does the future hold for the air cargo industry? Where is the world economy headed? This session will include discussion of the changing economics of the air cargo industry. The session will also provide an air cargo industry forecast, including discussion on global trends, specifics on freighters, and freighter vs. belly cargo.
- 10:45 – 11:00 am** **Morning Break**
- 11:00 am – Noon** **Session 3 The Airlines as Airport Customers**
Moderator
- Robert Moorman, Managing Editor, Air Cargo World Magazine
- Speakers
- Giulio Battaglini, President-Elect, Los Angeles Air Cargo Association
 - Steve Hornstra, Administrative Manager, FedEx LAX Hub Operations
 - Juan Manual Rodriguez Anza, General Director, Regional Cargo
 - Ian Morgan, Vice President, the Americas, Cargolux Airlines International S.A.
 - Leeanne Wintringer, Senior Manager, Cargo Services, US Airways
- Join this interactive discussion with airline representatives who will discuss why airlines choose certain airports and what that means to the industry.
- Noon – 2:00 pm** **Luncheon with Keynote Speech**

- 2:00 – 3:00 pm** **Session 4 Trucking Companies & Freight Forwarders as Airport Customers**
Moderator
- Brandon Fried, Executive Director, Airforwarders Association
- Speakers
- Chris Connell, President, Commodity Forwarders Inc.
 - Bryce Dalziel, U.S. Regional Manager, Hanjin USA
 - Keith Davis, Founder & President, Sterling Transportation
 - Tom Griley, President, Griley Air Freight
 - Tom Petrizio, Chief Executive Officer, Stevens Global Logistics
- This panel will discuss several critical issues that trucking and freight companies face when dealing with airports, including shipping trends, impacting trends on a global basis, general international trends, critical trucking issues, implications to airports and the future of the industry.
- 3:00 – 3:30 pm** **Afternoon Break**
- 3:30 – 4:30 pm** **Session 5a Development of Cargo Facilities & Infrastructure Finance**
Moderator
- Warren Jones, Aviation Development Manager, Hartsfield-Jackson Atlanta International Airport
- Speakers
- Robert Althuis, Chief Investment Officer, Lynxs Group
 - Stieg Hoeg, Airport General Manager, Prince George Airport Authority
 - Adam Whiteman, Managing Director, Frasca & Associates
- 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.
- 4:30 – 4:45 pm** **Second Afternoon Break**
- 4:45 – 5:30 pm** **Session 5b Financing and Cost Recovery of Cargo Facilities and Property Development**
Moderator
- Tom Phillips, President and CEO, Keiser Phillips Associates, LLC
- Speakers
- Louis Beauchemin, Chief Operating Officer, AeroTerm
 - Rich Wilson, Development Director, Ted Stevens Anchorage International Airport
- The financial “fundamentals” of the industry are continually changing and evolving. Keeping abreast of these changes can be difficult—especially keeping current on what is happening across various industry segments. This session will discuss key industry financial issues and their associated impacts, including why airports self-develop, what financing is accessible, and cost recovery.
- 6:30 – 8:30 pm** **Host Airport Event**

THURSDAY, MARCH 27, 2008

7:30 am – 3:00 pm Registration

7:00 – 9:00 am Continental Breakfast
Sponsored by  **DGI Training Center**
The Dangerous Goods International

8:00 – 9:15 am Cargo Committee Meeting

Moderator

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

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.

9:30 – 10:30 am Session 6 Cargo Security & Operations

Moderator

- Tom Anthony, Project Manager, DMJM

Speakers

- Doug Brittin, Air Cargo Manager, Transportation Security Administration
- Mark Mancuso, Security Manager, Parsons

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 how the new requirements have re-defined the airport operating environment and the implications this has for the air cargo industry.

10:30 – 11:00 am Morning Break

11:00 – 11:45 am Session 7 Greening Initiatives in the Cargo Industry from Implementation Perspectives

Moderator

- Steve Alterman, President, Cargo Airline Association

Speakers

- Roger Johnson, Deputy Executive Director, Los Angeles World Airports
- Sheila Thomas, Managing Director, Landrum & Brown

This session will discuss the greening initiatives that are taking place in the cargo industry, how the FAA is taking a proactive stance on the issues and emphasis on how the guidelines translate into implementation.

11:45 am – 1:15 pm Lunch

1:15 – 2:15 pm

Session 8 Cargo Opportunities in US International Agreements

Moderator

- David Whitaker, Vice President, Business Development & Communications for the Columbus Regional Airport Authority

Speakers

- Jack Boisen, Chairman, TIACA, Vice President of Cargo, Continental Airlines
- Nancy Sparks, Managing Director, Regulatory Affairs, FedEx

This session will include a discussion on what is and is not allowed in a bilateral agreement, as well as provide a brief introduction on what the bigger picture is globally and the prospect for direct open skies for cargo.

2:15 – 2:30 pm

Closing Remarks

Speaker

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

2:30 – 2:45 pm

Afternoon Break

2:45 – 4:00 pm

Session 9 Breakout Sessions

- **Marketing** – Ray Keiser, Keiser Phillips Associates, LLC
- **Operations** – Tom Anthony, Project Manager, DMJM
- **Planning and Development** – Mike Maynard, Senior Airport Planner, Wilbur Smith Associates
- **Financing** – Adam Whiteman, Managing Director, Frasca & Associates
- **Staffing Issues for Customs** – Bunny Schreiber, Aviation Cargo Specialist, Miami-Dade Aviation Department

There is nothing quite like sitting down with your fellow industry colleagues. There is always something new to learn and to share. This session provides a final face-to-face opportunity for continued in-depth discussions, comments, and questions on the significant issues concerning air cargo marketing, operations, planning and development, financing and staffing that were presented during the conference. Is there something you forgot to ask? Do you have a unique idea to share that resulted from the conference sessions? Join us for this dynamic conference conclusion.