



World Cargo Symposium 2012

Cargo Executive Summit

JOHORE room
By Invitation Only

Wednesday – 14 March 2012

World Cargo
Symposium 2012

"Partnership at Work"

13-15 March 2012

Kuala Lumpur,
Malaysia



09:00 – 11:00

Chairman's opening remarks

Des Vertannes, Global Head of Cargo, IATA

ACAS, Supporting Efficient Supply Chain

Douglas A. Smith, Assistant Secretary Office of the Private Sector, Department of Homeland Security

The Development of the Freighter Market

The development of the freighter market based on the Airbus cargo market outlook and the role and viability of mid-size freighters in a volatile market environment as mean to mitigate risks

Andreas Hermann, Vice President Freighters, Airbus

Commercial Dynamics of Air Cargo

Brian Pearce, Chief Economist, IATA

Growing the Air Cargo Pie

The audience will be divided into small groups for a brainstorming session, followed by a feedback session.

Moderator: **Glyn Hughes**, Director Cargo Industry Management, IATA

11:00 – 11:30 Executives coffee break (in the room)

11:30 – 12:45 e-Cargo: Obstacles to Success

The audience will be divided into small groups for a brainstorming session, followed by a feedback session.

Moderator: **Glyn Hughes**, Director Cargo Industry Management, IATA

Chairman's Closing Remarks

Des Vertannes, Global Head of Cargo, IATA

12:45 – 14:00 Networking lunch