Welcome

Air Mail
For an efficient, safe, secure and seamless delivery

Andre Majeres
Head of e-Commerce & Cargo Operations
IATA
Competition Law Guidelines

This meeting is being conducted in full compliance with antitrust and competition law.

The following Agreements and Activities are Prohibited:

• Any collective agreement concerning prices or charges, allocating markets, territories, customers, suppliers, agents, etc.

It is Prohibited to disclose the following information:

• Individual airline cost, rates, charges, surcharges or customer

• Individual airline intentions regarding increasing, reducing or reallocating aircraft capacity

• Sensitive commercial or proprietary information without consent

Delegates are cautioned that any discussion regarding topics outside the scope of the agenda, either on the floor or off, is strictly prohibited. The foregoing applies equally to email discussions, instant messaging and social media discussions.
IATA Introduction
290+ airlines
83% of the world’s air traffic
35% of the global trade by value
Air Cargo: Supporting World Trade

$5.9 trillion Value of cargo moved by air

35% of total World Trade

1% by Volume
Serving the Industry

STANDARDS

ADVOCACY

SOLUTIONS
We make standards with the Industry

CSC Governance
07/05/2018
We collaborate with Industry Partners

**Our industry partners**

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<th>Logo</th>
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<td>Airlines for America</td>
<td>ICAO</td>
<td>IAEA</td>
<td>OIE</td>
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<td>PHARMA</td>
<td>AERO</td>
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<td>CITES</td>
<td>GLEC</td>
<td>International Post Corporation</td>
<td>SAE</td>
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<td>World Health Organization</td>
<td>DIGITAL TRANSPORT &amp; LOGISTICS FORUM</td>
<td>global shippers forum</td>
<td>ISO</td>
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<tr>
<td>Universal Postal Union</td>
<td>World Trade Organization</td>
<td>THE WORLD BANK</td>
<td></td>
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</tbody>
</table>

NB: Please note this is not an exhaustive list of the organizations we collaborate with, nor of the specializations within IATA Cargo.
Objective of the webinar: Create Awareness!

I. Safety is our number 1 priority

II. Electronic Advanced Data (EAD) requirements

III. The eCommerce challenge
Joint IATA and UPU webinar
introduction

13 April 2022
The Universal Postal Union

– Founded in Berne in 1874 (192 member countries)
– United Nations specialized agency (since 1948)

The Postal Network

– 320.4 billion letter-post items
– 5.2 million employees, more than 690,000 post offices
– More than 80% of traffic comes from industrialized countries

Activities

– Regulating worldwide traffic of international mail
– Establishing quality-of-service standards
– Establishing technical standards
– Maintaining a system for compensating countries known as terminal dues
– Promoting the development of modern products and services
– Monitoring market trends
– Promoting international cooperation and technical assistance
– Fostering a dialogue among all postal sector players
Improve the interoperability of network infrastructure, by ensuring quality of service, efficient and secure supply chains, the development of standards and of information and communication technologies (ICTs), and streamlined operational processes and regulations.”

Three pillars of the Supply chain:

- Security
- Customs
- Transport
Scale of the regulatory challenge

Universal Postal Union
Data transfer to be mandatory. Changes to the remuneration structures.

GDPR. EU General Data Protection Regulations legislation.

EU Regulation on cross-border parcel delivery services. EU digital strategy.

Import Control System 2. Pre-departure data requirements for aviation security.

E-privacy. Defining the need to “opt in” or “out” and its impact on DM.

Modernising VAT. EU legislation shifting the tax liability to the sender.

USO. Redefining the regulation in EU and how to finance the USO.

US Stop Act. Data requirement on all goods required to enter the US.

Multiplication of new regulations worldwide

Different answers to common challenges

Security

Fiscal revenues

New customs rules
Different standards... though very similar...

EDI, handling, customs filing, security screening...

Necessity to align...
Lithium Batteries in the Post

Vincent J. Desiderio
Hazardous Materials Program Specialist
U.S. Postal Inspection Service- Security Group
USPIS HAZMAT PROGRAM

“To protect the U.S. Postal Service and its employees, customers, business partners, and infrastructure from threats posed by undeclared and improperly prepared dangerous goods in the mail.”
WHAT ARE LITHIUM BATTERIES AND WHY ARE THEY IMPORTANT?
Lithium Metal Batteries
Lithium-Ion Cells
Lithium-Ion Batteries
Lithium-Ion Batteries

0.1 Wh  5.76 Wh  36 Wh  49 Wh  360 Wh  >5,000 Wh
HOW ARE LITHIUM BATTERIES REGULATED?
DG Regulations
# Lithium Batteries in the Post

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<thead>
<tr>
<th>UN Code</th>
<th>Domestic (USPS)</th>
<th>International</th>
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<td>PROHIBITED</td>
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<td>1g Per Cell or 2g Per Battery 8 Cells or 2 Batteries</td>
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</table>
WHY IS THIS IMPORTANT?
Shared Responsibility

AIR CARRIERS
RAW MATERIALS
The Post
MFRS
DISTS
Public
Business (e-Com)
Risk Spectrum: Shipper Types

Low Volume
Isolated Incidents
Possible Major Significance
Unlikely to Recur

The Wild West

High Volume
Frequent Incidents
Typically Minor Severity
Unlikely to Recur
The Nexus

MATERIALS
MANUFACTURERS
DISTRIBUTORS

AIR CARRIERS
SHIPPERS
THE POST
Resources and Initiatives
2022 Lithium Battery Guidance Document

Transport of Lithium Metal and Lithium Ion Batteries

https://www.iata.org/en/programs/cargo/dgr/lithium-batteries/
https://www.iata.org/contentassets/05e6d8742b0047259bf3a700bc9d42b9/lithium-battery-guidance-document.pdf
**UPU Joint Initiatives**

- Dangerous Goods Training (ICAO-UPU)
- IATA-UPU Mail Safety Guidelines*
- Dangerous Goods Search Tool (UPU)
- Equipment Containing Lithium Batteries (ECLB) Roadmap
- Lithium Battery Training (Multiple)

*https://www.iata.org/contentassets/15ee3a255dc447b886d9a7e91fa65dbe/mail-safety-requirements.pdf
THANK YOU!

VJDESIDERIO@USPIS.GOV
CARGO COMPARTMENT SAFETY OUTLINE

• ANNEX 6 - CONTEXT

• CHAPTER 15 – CARGO COMPARTMENT SAFETY
  • DOC 10102 - GUIDANCE FOR SAFE OPERATIONS INVOLVING AEROPLANE CARGO COMPARTMENTS

• COMPLEMENTARY STANDARDS
Annex 6 - Context

- Annex 6, Part I
- International Commercial Air Transport — Aeroplanes
  - Scheduled international air services and non-scheduled international air transport operations for remuneration or hire
Chapter 15

• Cargo compartment safety
  – Adopted March 2020
  – Applicable November 2020
Chapter 15

- 2 elements:
  - Operator risk assessment
  - Information from TC/STC holder
Operator risk assessment

• Originated from lithium battery work
  – Expanded to ALL items
    • Understanding that airworthiness issues not addressed
  – Includes cargo, baggage and mail
Operator risk assessment

• Risk from transport of items:
  – Need to consider all hazards
    • Special focus on fire
  – Possibility to overwhelm aircraft fire suppression
Operator risk assessment

- Risk assessment basis
  - Operations, not individual flight
    - Passenger flight, cargo
  - Periodic review
Operator risk assessment

- Risk assessment considerations
  - Elements described in Chapter 15
  - Not intended that operator ‘regulate’
  - Mitigations may be identified
Guidance material

• Risk assessment considerations
  – Describes Standards
  – Explains risk assessment process
  – Identifies mitigations
Guidance material

• Example - Supply chain:
  – Restrictions on types of cargo
  – Obligations/requirements on forwarders
  – Detection processes
Guidance material

- Example – Pax baggage:
  - Batteries, perfume etc.
  - Information to pax
- Staff training, clear guidelines
- Screening
Information from TC/STC

• Information on fire protection system
  – Demonstrated certification standards
  – Aeroplane flight manual
Guidance material

• Chapter 6 guidance
  – Classification
  – Details equipment and procedures etc.
Complementary Standards

• Annex 8
  – Airworthiness
  – Amendment 109 (Nov 22)
  – Requirement to provide information
Thank You
ICAO Annex 6, chapter 15

*Mandatory risk assessment on all items carried in an aircraft cargo hold*

Ed Boon | Operational Safety & Dangerous Goods Policies KLM Cargo

Arnoud Wink | Manager Border Control & Regulatory Affairs KLM Cargo
Concerns over large PEDs as Checked Baggage

“The new ban on PEDs in the passenger cabin therefore has the potential to create safety risks that could prove to be more harmful than allowing passengers to carry them as hand baggage.”

Source: https://www.eurocockpit.be/positions-publications/concerns-over-large-peds-checked-baggage
NEW RISK CARGO COMPARTMENT SAFETY PROVISIONS PROPOSED FOR ANNEX 6, PART I

Insert following new chapter:

CHAPTER 15. CARGO COMPARTMENT SAFETY

Note.— Guidance on the hazards associated with the transport of items in the cargo compartment, the conduct of a specific safety risk assessment in accordance with the Safety Management Manual (SMM) (Doc 9859), and the responsibilities for the transport of dangerous goods, is contained in the Cargo Compartment Operational Safety Manual [working title] (Doc 10102).

15.1 Transport of items in the cargo compartment

15.1.1 The State of the operator shall ensure that the Operator establishes policy and procedures for the transport of items in the cargo compartment which include the conduct of a specific safety risk assessment. The risk assessment shall include at least the:

a) hazards associated with the properties of the items to be transported;

b) capabilities of the operator;

c) operational considerations (e.g. area of operations, diversion time);

d) capabilities of the aeroplane and its systems (e.g. cargo compartment fire suppression capabilities);

e) containment characteristics of unit load devices;

f) packing and packaging;

g) safety of the supply chain for items to be transported; and

h) quantity and distribution of dangerous goods items to be transported.

Note.— Additional operational requirements for the transport of dangerous goods are contained in Chapter 14.
This is:
- 1 Shipment on AWB (hybrid scenario)

In fact:
- Multiple shippers
- Consolidation without Houseway bills (HWB)
- No CN avail (that would also be NOT ALLOWED)
- Can be considered co-loading
- Becomes mail when arrived on dest.
Mail and cargo cannot be interchanged

- Cargo on AWB is a consolidation of ‘House’ waybills
- The HWB is in this case (in fact) the receptacle
  - Mail is consolidation on recepticle level
    - Receptacle is a consolidation of postal items (of which in general 90% are individual identifiable packages)

- Consolidatie (Master)
  - Consolidatie (house = receptacle)
    - pieces (missing)

The issue; we don’t know what’s in the pieces
What keeps you awake at night?

Five compliance commitments:

- ✓ We know what we transport
- ✓ Catch discrepancies as early as possible
- ✓ No! ... means NO!
- ✓ Prepare for continuous change
- ✓ Integrate & innovate
The duty to investigate

Warsaw Convention 1929 + Montreal Convention 1999

Shipper Responsibilities

Art. 6: ...... to meet the formalities of customs, police and similar public authorities, shall deliver a document indicating the nature of the cargo.

Art. 10.1: The Shipper is responsible for the correctness of the particulars and statements relating to the cargo, ..... 

Art. 16.1: The shipper must furnish such information and such documents as are necessary to meet the formalities of customs, police and any other public authorities before the cargo can be delivered to the consignee.

Airline Responsibilities

Art. 6. This provision creates for the carrier no duty, obligation or liability resulting therefrom.

Art. 16.2 The carrier is under no obligation to enquire into the correctness or sufficiency of such information or documents.

The extensive scope of the applicable regulation in combination with the wilfulness criterion applied by the Dutch court, effectively resulted in a kind of strict liability for TSPs failing to obtain the required licence.
ICAO Annex 6, chapter 15 mandatory risk assessment
Major questions remain:

**Security**
Receptacles need 100% ‘Assessment complete’ (on piece level) – How is this arranged? Do we (the airline) get the result also?

**Safety**
How do we know what’s in the mailbag?
How does the DPO assess risk on their customer?
ULD (International Post Mail) Fire at ICN

- A fire broke out in the ULD waiting to be loaded on the aircraft in 01JAN2022.
- The ULD built up as only International mail from Korea.

List of mail commodity from investigation

Calendar box set
Snack, Sanitary ware, Noodle
dried laver, Noodle, Clothes  
Fashion Hats
Book
Clothes
Book
Snack clothes
Pants, Shirt, Clothes dress, Iron
Laver, Snack, Sunscreen
Instant foods, Household medicine, Cushions, Bath supplies, Instant foods

- Toy, Chocolate, Snack, Seaweed
- Vest
- Seaweed, Color cosmetics, Stomach medicine
- Earphones, Green tea, For electric lighting
- For anti-droplet, Earphones, Green tea,
Jelly, Candy, Postcard

- cracker, cookie, biscuit, Candy bag
- Diary
- Shoes
- Albums

NO Lithium Battery found at investigation for cause of fire
(No evidence left due to burn out)
Risk = Chance \times Effect

- What do we take on board?
- How do we know?
- How is this checked?
- How is it enforced?
- How is it communicated?

- How do we regulate it together?
Thank you . . .
ELECTRONIC ADVANCE DATA (EAD)

Progress on process

After handover to carrier

Update April 2022

IATA UPU Webinar April 13, 2022

Authors:
Wijnand Aalberts – PostNL
Bernard Heuzeveldt - KLM
Content of the presentation

• Background/introduction
• Basis: Global Postal Model
• Happy flow: item still in postal domain
• Referrals (general)
• Protocol in case of late referral (RFI/RFS/DNL)
• Additional information
• Way forward/call to action
Background/introduction

• Several countries or regions are working on introduction of new regulatory electronic advance data (EAD) requirements

• The basics of the EAD-requirements are approved by the International Civil Aviation Organization (ICAO) and the World Customs Organization (WCO) via the Joint WCO–ICAO Guiding Principles for Pre-Loading Advance Cargo Information (PLACI))

• Examples of countries and regions that are working on EAD-requirements are
  ❑ United States of America (Air Cargo Advance Screening – ACAS)
  ❑ Canada (Pre-Loading Air Cargo Targeting – PACT)
  ❑ European Union (Pre-Loading Advance Cargo Information – ICS2 PLACI)
  ❑ United Kingdom (Pre-Departure Information for Cargo Targeting – PreDICT)

• New regulatory requirements for European Union will become in place 1 March 2023

• Expectation is that other countries will follow soon
Between origin post, destination post and destination Authority information on item level is exchanged resulting in either an item allowed to be transported or not transported. When it is not allowed to be transported the item will not be handed over to the carrier.

Note: GPM does not include transshipment /transfer/transit filing yet. This is under development
Referrals

• For airmail the Post is responsible as EO (Economic Operator) to file EAD to authority. This is based on mail items. Carrier only files the ICS.

• Referral are responses from authority [*4] that require (direct) attention

• Speedy back and forth communication channel between origin post, destination post and destination authority must exist to answer [*4+, 4] to referrals.
  • No existing (UPU or IATA) messaging between DO and carrier for referrals

• Late referrals are referrals that are received by the origin DO after physical handover to carrier

• When late
  • For these cases there must be an agreed protocol between origin Post and carrier
  • Post and carrier processes must have an exception handling process in place

* - refers to Global Postal Model
Referral scenarios

Source: EU guidance on air cargo referral protocols

Figure 1: Overview of the referral scenarios
Agreed: communication via CARDIT AR-flag + status 0 or 1
Under discussion between UPU and IATA:
Posts state that late RFI/RFS do not constitute imminent threat and therefore should keep moving.
Some carriers state that no referral should fly and AC response must be received.
Late referrals - DNL

Narrative:
DNL protocol
- Origin DO contacts carrier immediately with consignment number and receptacle ID and, if known, ULD number and which authority
- Carrier/ GHA goes into DNL protocol
- Origin DO informs destination / transit / transshipment authority to acknowledge DNL
- DNL protocol triggers specific carrier case team to resolve the issue liaising with local and destination authority and DO

Info needed:
- receptacle nr
- referral type
- ULD nr
- Requesting authority
Additional information

- The IATA–UPU expert team on EAD will supplement the protocols with a clear statement on the existing regulations, responsibilities and technical requirements for compliance.

- Also the following relevant information will be included in the documentation regarding the protocols:
  - excerpt of the relevant WCO–ICAO principles;
  - terminology and definitions of terms;
  - Global Postal Model (GPM);
  - Framework of a DNL protocol.
Way forward

• The presented procedures can be used as the draft framework to be tailored and fine-tuned locally between airlines, handlers and posts, based on the specific local situation of Posts and airlines

• Some aspects are still under discussion. The EAD-expert team is aiming to have these aspects clarified around summertime, but this is also depending on input from discussions between UPU and European Union

• Any update will be communicated via the regular communication channels of UPU and IATA

• But posts and carriers need to start as soon as possible to prepare and plan to start the work on developing a localized version of the general protocol based on the local situation and the currently available information

• This “call to action” will be included in the final version of the protocols

• Last but not least: the localized protocols need to be authorized by the relevant local security authority as this triangular protocol (post-airline-security authority) is key to achieving compliancy with the security levels required by the EAD-enforcing countries
Thank you for your attention
Electronic Advanced Data (EAD)

IATA-UPU Webinar (13 April 2022)

Luc Larrieu-Sans, Leg-2.com
Stéphane Herrmann, UPU
Agenda

- EAD Check API
- AR Flag in CARDIT
- CARDIT/RESDIT to XML Cargo converter
EAD Check allows **designated operators and carriers** to check that the mail they are sending, receiving or processing in open transit, closed transit or transshipment complies with the EAD requirements.

The UPU’s Postal Technology Center has developed API methods in QCS Big Data to allow retrieving the EAD status for individual mail items, and for all mail items within a receptacle.

The API methods can be called by any IT system used by designated operators and carriers.

- **November 2021**
  - Available for IPS users (112)
  - Upgrade to the latest version planned/to be planned by each post

- **November 2021**
  - API available for all posts and carriers

- **April 2022**
  - Upgrade of IPS.post planned (81 users)
The **API request** sent to CDS/QCS Big Data allows specifying either

- a S10 mail item identifier or
- a S9 receptacles identifier

The **API response** from CDS/QCS Big Data returns for each mail item in the request:

- Item identifier
- Whether or not an ITMATT was sent for the item
- List of referrals (ITMREF messages) of type RFI, RFS or DNL for the item.

For each referral:

- Referral type
- Whether it was responded or not (i.e. if a REFRSP message was sent, linked to the ITMREF)

Support of ASC to be implemented in 2022
Outbound mail: Item level, receptacle level, consignment, closure

Handover of receptacles from posts

Open & closed transit

Transhipment

Inbound receptacles and mail items

• EAD Check provides the status of individual mail items
• The status is not included in any EDI messages
EAD Check API

AR Flag in CARDIT

CARDIT/RESPIDT to XML Cargo converter
EAD Check will help designated operators assess whether an action should be taken before closing the consignment.

Implementation of AR Flag in IPS/IPS.post/IPS Cloud:

- **Consignment closure: receptacle scan**
  - **No EAD check alert**
  - **EAD Check alert**
    - **Action taken:** Mail item removed from receptacle, RfS/RfI responded...
    - **Action confirmed:** No ITMATT exchanges with destination, item contains only document...
  - **Consignment closure**
    - CARDIT sent with AR Flag set to 1
Agenda

- EAD Check API
- AR Flag in CARDIT
- CARDIT/RESDIT to XML Cargo converter
UPU has developed a tool to convert CARDIT-RESDIT messages into Cargo-XML messages.

Airlines that do not have the ability to perform the conversion can request the UPU to perform the conversion and make the Cargo-XML messages available through APIs.

If airlines are interested in testing, please contact UPU.
Leg-2.com has helped some non EU postal operators to implement CARDIT / RESDIT exchanges with the Airmail Data application.

Several tests have been conducted in the first quarter of 2022.

- Easy identification of the AR flag segment when it exists
- Setting up an alert both for the airline and the postal operator if the AR flag segment is missing while the destination requests it.
- CARDIT messages converted in CARGO-IMP messages if necessary.
- Satisfactory usage of the UPU XML conversion tool
Thank you!

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Founder & CEO Leg-2.com  
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Stéphane Herrmann  
Lead Technical Account Manager, UPU  
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e-Commerce

Andre Majeres
Head of E-Commerce & Cargo Operations majeresaa@iata.org

19 April 2022
E-Commerce Global Distribution - 2019

Source: Statista
* Figures currently including services, already identified source for potentially excluding services, at sales levels, potential to include share of the top-50 players by country
Consumer behavior changed in 2020

Worldwide E-Commerce reached $5 Trillion in 2021

Source: https://www.emarketer.com/; https://www.freightwaves.com
E-Commerce - Volume growth - 2021

- North America: 33.9%
- South America: 34.8%
- Europe: 26.5%
- Russia & Central Asia: 32.9%
- Asia Pacific: 22%
- Middle East & Africa: 30.4%
Forecasts have underestimated e-Commerce

Global E-Commerce Sales 2017-2025

- Forecast 2014
- Actuals

USD$ trillions

Year

Consumer behavior during the pandemic

2.05 billion
People are shopping online in 2020

In 2021, online buyers predicted to reach 2.14 billion

Shift in consumer priorities due to COVID-19

Disposable gloves +670%
Bread machines +652%
Cough medicine +535%
Dried grains & rice +386%
Weights +307%
Toilet paper +190%

Luggage -77%
Cameras -64%
Bridal clothing -63%
Men's formal wear -62%
Gym bags -57%
Golf clubs -33%
Anchored trend or addiction?

E-commerce moved 10 years in 90 days

According to McKinsey & Co.*, “E-commerce has moved 10 years ahead in just 90 days.” However, there has also been a decrease of 60% in postal parcels sent, due to lack of capacity.

*Details to be confirmed

iata.org/ecommerce
Thanks to the global roll-out of vaccinations, consumers are slowly returning to brick-and-mortar stores, supermarkets, restaurants, and cultural events.

But even if we can already start to feel like we are returning to a sense of normalcy, the transition will take time.
COVID-19 has grown E-Commerce exponentially across the world, especially in the U.S., Latin America, Europe and China.
A few numbers... from the giants

Alibaba - 84.5 Bn$

JD - 48.7 Bn$

More than 80% of 11.11 orders were predicted by Cainiao’s AI algorithm based on shopper’s behavior.
80% Cargo represent today approximately 35% of airlines' revenues... and approximately 18-20% of air cargo is eCommerce, forecasted to be 22% in 2022.

Source: ICAO, McKinsey, PwC Analysis
The COVID-19 crisis has accelerated the expansion of e-Commerce towards new companies, customers, and product types.

The pandemic has added diversity in a sector that was already very dynamic, with many different players, big and small, and various business models.
Air cargo models & e-tailers

**Owned and fully dedicated air transport capabilities**
Firms reduce their dependence on 3rd party carriers, limiting risks and increasing margins.

**Air freight shippers**
Companies move the goods to fulfillment centers in freight format and perform local ground distribution in the destination country.

**Hybrid model**
Mixed-use of internal and external capabilities to move freight to fulfillment centers, and also shipping of single parcels to consumers via air cargo.

**Air parcel shippers**
Firms rely on standard Courier-Express-Parcel & airmail. It is common for marketplaces due to their high dispatch fragmentation.
## Five strategies for transformation

<table>
<thead>
<tr>
<th>Identified pain points</th>
<th>Focus on e-commerce products &amp; services</th>
<th>Digitize to increase speed</th>
<th>Build into own system</th>
<th>Shift to cargo</th>
<th>Compete through responsiveness and VAS</th>
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**80%**
- Of cross border e-commerce is transported by air

**36%**
- Air cargo airline revenue in 2020

**82%**
- Of consumers want recyclable packaging
COVID-19 has accelerated e-commerce penetration and solidified the shift in consumer behavior.

e-commerce is key for industry prosperity/survival

carriers need to address existing pain points through the 5 strategies in order to adapt to e-tailers needs
Before the pandemic, e-Commerce was key to air cargo...

Now air cargo is key to e-Commerce
Thank you

More information, insight articles and the IATA e-Commerce Monitor are available at www.iata.org/ecommerce

Andre Majeres
Head of E-Commerce & Cargo Operations
majeresa@iata.org
E-Commerce digitalization & IATA

Henk Mulder
Head, Digital Cargo
IATA
Why digitalization of air cargo? Why now?

By 2025: 24.3% of the global economy is digital (vs 15.5% in 2016)\(^1\)

1) Oxford Economics

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19 April 2022
Digital needs for e-Commerce

**Visibility**
- Real time issue detection and management

**Trackable**
- Customer process transparency and predictability

**Fast**
- Avoid data lag. No time to "look for data"

**Shared data**
- Access to heterogeneous and shared supply chain and logistics

**End-to-End**
- Shipper to consignee and multimodal

19 April 2022
Information exchange in air cargo

- From sequential messaging to data sharing
- From airline-forwarder to end-to-end and multimodal
ONE Record: driving digital transformation

Direct connectivity without intermediaries

Data access and visibility

Digital Transformation
ONE Record global deployment
ONE Record use cases

- Airport hub: 6
- Truck & road: 3
- Tracking devices: 2
- Customs: 2
- Pharma: 2
- Data enrichment: 2
- Data hosting: 2
- Airport Authority: 2
- CO2 tracking: 1
- Legacy interfacing: 1
- Distribution: 1
- Perishables: 1
- Customer Centric: 1
- End to End Logistics: 1
Cooperation is the opportunity

e-Commerce is a global

e-Commerce uses most transport modes

e-Commerce uses most logistics channels

e-Commerce accesses many types of shippers, small & large

e-Commerce accesses many customer segments
Thank you

Henk Mulder
Head, Digital Cargo
IATA
Paper-free transports

Webinar
13-04-2022
Paper-free transports

- The number of EDI messages and the quality of them have increased over the years
- Both Posts and Carriers wish to improve our common processes using EDI
- Paper-free transports is one of the topics we are working on
- Paper-free transports started as an activity within Engage. Now it is a global activity
- At the latest meeting in the UPU transport group an updated guideline for creating paper free transports was presented.
The Guidelines includes

- Background information
- Preconditions for paper-free transport
- Minimum requirements
- Scope of implementation
- Preparation and communication
- Paper-free operational and messaging procedures
- Checklist for implementing paper-free transports
- Template for Tripartite agreement
- Description of available tools
Paper-free transports - process

1. Interest in paper-free transport
   - Contact carrier and partner Post
     - Particles Interested?
       - Y: Parties use the checklist
         - Checklist OK?
           - Y: Prepare tripartite agreement
           - N: Corrective actions
         - N: Corrective actions
       - N: Stop - no paper-free transport
     - N: Stop - no paper-free transport
   - N: Stop - no paper-free transport

2. Pilot needed?
   - Y: Arrange pilot (period, follow-up structure)
     - Implement pilot
       - Pilot successful?
         - Y: Continue?
           - N: Stop - no paper-free transport
         - N: Stop - no paper-free transport
       - N: Stop - no paper-free transport
   - N: Send copy of agreement to transport@upu.int
     - Paper-free transport
IATA UPU Contact committee decided to create a database with contacts to Posts and Carriers that are ready to implement Paper-free transports.

For further information please contact

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Questions?