IATA
Cargo Security & Facilitation Forum

29 – 30 October 2019, Amsterdam, Netherlands
IATA Cargo Security & Facilitation Forum

29 – 30 October, Amsterdam, Netherlands
Welcome Address

Gordon Wright
Head, Cargo Border Management
IATA
IATA Competition Law Compliance

Do not discuss:

- Pricing, including fares, service charges, commissions, etc.
- Bids on contracts or allocation of customers
- Geographic/Product market allocations and marketing plans, including
  - Expanding or withdrawing from markets
  - Group boycotts
  - Your commercial relations with agents, airlines or other third parties

Any discussion aimed at influencing the independent business decisions of your competitors

You will be asked to leave the meeting, and the meeting may be terminated, if the above-mentioned discussions occur.

Remember: All discussions count, even informal ones outside the meeting room!
Thank you to all our sponsors!
Keynote Speech

Ailsa Nicol
Communications Manager
Global Alliance for Trade Facilitation
THE ROUTE TO SIMPLE, FAST AND COST-EFFECTIVE TRADE

Ailsa Nicol, Global Alliance for Trade Facilitation

IATA Cargo Security and Facilitation Conference, 29 October 2019
IMPACT - THE TRADE FACILITATION AGREEMENT

**BUSINESS**
Reduce trade costs by **14.3%** and boost global trade by **USD 1T**

**GOVERNMENT**
Drive efficiency of border agencies and enhance revenue collection **30%** reduction in physical inspections in Colombia

**CONSUMER**
Deliver better value for consumers and protect food security, as well as create **20M** jobs, mostly in developing countries
GLOBAL PROJECT PORTFOLIO

MIDDLE EAST & NORTH AFRICA
- Morocco: Implementing
- Tunisia: Scoping

ASIA & THE PACIFIC
- Sri Lanka: Implementing
- India: Regional - South Pacific Scoping
- Vietnam: Implementing
- Bangladesh: Pre-scoping

AFRICA SUB-SAHARAN
- Ghana: Implementing
- Kenya: Implementing
- Malawi: Implementing
- Nigeria: Scoping
- Zambia: Implementing
- Senegal: Pre-scoping

LATIN AMERICA & THE CARIBBEAN
- Brazil: Implementing
- Colombia: Implementing
- Costa Rica: Scoping
- Regional - AEO: Implementing
HOW BUSINESS WORKS WITH US

MULTINATIONALS
- Contribute expertise, best practices and resources in-kind
- Connect us with subsidiaries, clients and supply chain companies
- Act as our ambassadors

LOCAL BUSINESSES
- Join our in-country public-private dialogues and working groups to design and implement projects
- Contribute expertise and resources in-kind

WHY BUSINESSES JOIN US
- Improve the ease of doing business and open up new markets
- Build trust and productive working relationships
- Become a recognised leader in trade facilitation and sustainable development
The solution must address at least one article of the WTO Trade Facilitation Agreement.

The solution you propose must be aimed at encouraging inclusive economic growth in a developing or least developed country.

The project must have at least two Alliance partners willing to champion it.

That means being involved from start to finish, contributing in kind expertise and resources and being an advocate for the project. The best projects with the greatest impact are usually built through collaboration, so talk with other companies and develop your ideas together.

The Alliance's core principle is public-private dialogue and any project idea brought forward by global companies must be validated in-country to ensure it has broad support from the local business community and that both government and business are willing to work together to implement it.

Be aimed at a broad social good – will benefit all, not just one company.

Have at least two Alliance partners willing to champion it.

Be validated in-country through public-private dialogue.
WE NEED YOUR HELP

Talk to your colleagues across the world – what border issues could we tackle together?

Think about which markets are important for your business

Think about what expertise and resources you could contribute
Session 1:
Explosive Detection Dogs (EDD) Benefits and Limitations

Moderator:
Abhi Chauhan
Cargo Security
Delta

Panelists:
Howard Stone, VP Aviation Security, UPS
Alex Rodriguez, Compliance Manager, MSA Security
Warren Miller, Manager of Global Initiatives, TSA
Jeff Koehl, Director Cargo Operations, Global K9 Protection Group
Thank you to our sponsor!
Networking break 10:30 – 11:00

Kindly sponsored by;

Viking

IATA CARGO SECURITY & FACILITATION FORUM

Amsterdam, Netherlands
29-30 October 2019
Session 2: EU regulatory Update on Air Cargo

Francesco Faiulo
Policy Officer – European Commission
DG Move
Session 2:
EU Regulatory Update on Air Cargo

Mr. Francesco Faiulo
Aviation Security Policy
DG MOVE, Unit A5 - Security
Content of the presentation

The (new) aviation security strategy of the European Union

EU policy and regulatory update on aviation security, including on air cargo
The EU aviation security strategy

Risk-based approach through outcomes-focused measures

Critical look to the current aviation security configurations

Better use of intelligence

Innovation

Differentiation

Alternative/Equivalent means of compliance

The value and role of the baseline measures

The EU Wise-Persons Group
EU policy and regulatory update
EU policy and regulatory update

Traceability and accountability of security measures applied to cargo and mail*

➢ Transit and transfer consignments arriving from any third country, whose accompanying documentation does not comply with the requirements and international standards/best practices (e.g. CSD), shall be screened before the subsequent flight

EU policy and regulatory update

Contingency measures following the withdrawal of the United Kingdom from the European Union*

1. Recognition of the equivalency of the UK AVSEC regime
   → One-Stop Security maintained

2. Mechanism of re-attribution to the EU Member States of all UK-designated ACC3 and RA3/KC3 operators

3. Possibility for UK-approved EU Aviation Security Validators to seek approval in another EU Member State

EU policy and regulatory update

The new EU Background Check regime* – First phase

1. By 31 July 2019 background check for all persons responsible for the implementation of screening, access control or other security controls elsewhere than in security restricted areas.

   Persons having completed a pre-employment check before that date shall undergo a background check by 30 June 2020 at the latest.

EU policy and regulatory update

The new EU Background Check regime – Second phase

By 31 December 2020, two categories of background check:

**Enhanced background check (reinforced with intel, etc.)**

for all persons having access to SRA including those who are responsible for the implementation of screening, access control or other security controls in SRA.

**Standard background check (the current type)**

for persons not having access to SRA or those implementing screening, access control or other security controls outside the SRA. Member States can decide to opt for the enhanced background check for all persons.

Frequency: Background checks shall be subjected to a mechanism of continuous review or be repeated every twelve months (enhanced) / three years (standard)
EU policy and regulatory update

The new EU Background Check regime – Additional requirements

By 31 December 2020:

The security programme of operators and entities shall include an internal policy enhancing staff awareness and promoting culture on security

Additional competencies related to insider threat and radicalisation added to training requirements
EU policy and regulatory update

Cybersecurity measures in aviation security - By 31 December 2020

Airline and airport operators to identify and protect their critical information and communications technology systems and data from cyber-attacks which could affect the security of civil aviation

Critical information and IT systems and data, as well as the detailed measures to be identified by the operator and included in the security programme

Member States to identify the specific authority or agency competent for the coordination and/or monitoring of the cyber-related provisions

Compliance achieved if operator/entity applies separate cybersecurity requirements arising from other EU or national legislation

EU policy and regulatory update

Cybersecurity measures in aviation security - By 31 December 2020

Background check for persons having administrator rights or unsupervised and unlimited access to critical information and communications technology systems and data used for civil aviation security purposes

Persons implementing the measures shall have the skills and aptitudes required to carry out their designated tasks effectively.

Persons having access to data or systems shall receive appropriate and specific job related training commensurate with their role and responsibilities, including being made aware of relevant risks.
EU policy and regulatory update

EU approval of security equipment – upcoming legislation

EU centralized approval of equipment successfully completing the ECAC Common Evaluation Process through its Common Testing Methodology

Approved equipment receiving an ‘EU stamp’ and being listed in the Union Database for harmonised deployment and mutual recognition throughout the Union

Member States may derogate by applying higher standards and shall notify the Commission

Estimated entry into force: Q4/2020
EU policy and regulatory update

Explosive Detection Dogs → Upcoming Guidance & review of legislation

• EU legislation in place since 2010
• Higher interest of Member States and operators for EDD
• Issues in the interpretation of some requirements
  ➢ suitable screening method for cargo
  ➢ training
  ➢ approval procedure
  ➢ ‘foreign’ dogs
  ➢ quality control
  ➢ REST methodology
  → Clarifications needed

Possible legal amendments in some areas (testing and REST) in year 2020
EU policy and regulatory update

Security measures for EU in-bound cargo and mail

• **ACC3 regime**: in place since 1 February 2012
  • Lessons learnt
  • Engagement and commitment of operators
  • International acceptance of the concept

• **PLACI**: next step as part of the EU action plan
  • International acceptance
  • Agreed ICAO-WCO principles
  • Interservice cooperation
  • Industry engagement
Questions?
Session 3: AEO 2.0 Enhancement vs Extinction
What might the future look like?

Dietmar Jost
Customs Security Advisor
GEA
AEO 2.0
Standardize a Global Standard

Dietmar Jost
Customs and Security Advisor
Global Express Association
• 84 AEO programs operational; 20 under development
• ~73,000 companies world-wide have AEO status
  – China: ~33,000
  – EU: ~24,000
  – US: ~12,000
  – Paraguay: 1
• Many global operators; SMEs?
• SAFE FoS adopted in 2005; reviewed every 3 years
• 163 countries signed letter of intent
SAFE FoS ≠ Global Standard

• 84 AEO programs, based on SAFE, but different:
  – focus on exports or imports,
  – non-inclusion of all economic operators in the program,
  – disproportionate costs to meet AEO criteria and requirements vis-à-vis benefits,
  – entry barriers such as a minimum turnover and/or a minimum number of Customs declarations,
  – requirements of submission of financial guarantee,
  – many other government agencies involved in clearance process, but not included in AEO programmes,
  – overall challenges with regard to the modernization and performance of Customs, including level of automation, paper-based clearance, release time, absence of a security/bond system, and
  – challenges to SMEs.
AEO – Current Challenges

- Countries seek MRAs to promote their exports, mainly to US, EU, CN
- AEO treatment often *not* (much) better than other operators
- Customs (and other border agencies) too often lack
  - Skilled work force
  - Automation
  - Risk Management
  - Audit capabilities
  - Funding
  - Integrity
The MRA Spaghetti Bowl

Currently 71 out of 33124 possible combinations among WCO Members (182)
- Mutual Recognition without MRA
- Stricter Standards
- Minimum Standards
- Minimum common Benefits
- Account-based Management
- All border agencies
- Broader user base
- Technology
- WCO validation of country’s program

AEO 2.0 – The Idea
Next Steps

• AEO 2.0 Concept paper prepared by WCO and discussed at 22nd SAFE WG
• SAFE Review Cycle 2021, or beyond
• WCO validation of WCO members requires political will of WCO members and resources at WCO
About GEA and the Express Industry

- Over 30 million shipments daily
- 220 countries and territories
- 1,700 aircraft
- 200,000 ground vehicles
- 3 million jobs world-wide (direct, indirect, induced)

Source:
Frontier Economics, Express Delivery and Trade Facilitation: Impacts on the Global Economy, January 2015
Thank you

Global Express Association
info@global-express.org
www.global-express.org
Session 4: Carrier Risk Assessment System Live Demonstration

Arnoud Wink
Operational Integrity, Compliance & Safety
KLM Cargo
The Duty To Investigate...
Lack of equipment means some Dutch soldiers can’t patrol in Mali: AD

Libya: “It is nothing new that France is violating the arms embargo”

According to UN sources, the Dutch Ministry of Defence is contributing to the UN-mandated mission in Mali, which is under the control of the Malian government. The mission is funded by the United Nations.

The extensive scope of the applicable regulation in combination with the willfulness criterion applied by the Dutch court, effectively resulted in a kind of strict liability for TSPs failing to obtain the required licence.
examples

The duty to investigate
Shipper MBDA City Robinson
The “What”

• We need FWB / FHL prior to acceptance (6.3 MOP)
• We check on shipper / consignee / countries / commodity descriptions / HS code / SHC
• Verify against:
  – EU sanctions list
  – UN sanctions list
  – OFAC list
  – Own lists
• Present the result (hit) in one tool: AWACS
• Validate the shipment as good to go or investigate / stop
• Start switching to the use of HS codes
Commodity descriptions

- General Cargo
- Consol
- Spare parts
- Various goods
- Samples
- Devices
- And so on...

But also:
- Sporting accessoires
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<th>Last message date</th>
<th>Air reference</th>
<th>Origin</th>
<th>Destination</th>
<th>Agent Name</th>
<th>Commodity</th>
<th>Reason</th>
<th>Regulator</th>
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<td>07429055556</td>
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<td>COCKPIT AND ARMOR PARTS 2 PANEL UNITS PA CKED IN 1</td>
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<td>Freight might contain military goods</td>
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</table>
CHAPTER 93

ARMS AND AMMUNITION; PARTS AND ACCESSORIES THEREOF

Notes

1. This chapter does not cover:
   (a) goods of Chapter 36 (for example, percussion caps, detonators, signalling flares);
   (b) parts of general use, as defined in note 2 to Section XV, of base metal (Section XV), or similar goods of plastics (Chapter 39);
   (c) armoured fighting vehicles (heading 8710);
   (d) telescopic sights or other optical devices suitable for use with arms, unless mounted on a firearm or presented with the firearm on which they are designed to be mounted (Chapter 90);
   (e) bows, arrows, fencing foils or toys (Chapter 95); or
   (f) collectors’ pieces or antiques (heading 9703 or 9706).

2. In heading 9306, the reference to ‘parts thereof’ does not include radio or radar apparatus of heading 8526.

| 9303 20   | Other sporting, hunting or target-shooting shotguns, including combination shotgun-rifles: |
| 9303 20 10 | Single-barrelled, smooth bore ......................................................................................... |
| 9303 20 95 | Other .............................................................................................................................. |
| 9303 30 00 | Other sporting, hunting or target-shooting rifles ............................................................... |
| 9303 90 00 | Other .............................................................................................................................. |
| 9304 00 00 | Other arms (for example, spring, air or gas guns and pistols, truncheons), excluding those of heading 9307 |
Dank U
Thank you to our sponsor!
Networking Lunch 12:30 – 14:00

Kindly sponsored by;
Session 5: Implementing Protocols for ACAS/PLACI in your Global Network

Michael Ford
VP of Government and Industry Affairs
BDP International Inc
PLACI / ACAS IN A GLOBAL NETWORK

Michael Ford | Vice President of Government and Industry Affairs | BDP International
About BDP International

Privately held non-asset-based corporation founded in 1966

Annual sales of $2.8 billion

250,000+ monthly transactions

5,000 employees and 144 offices serving 133 countries

Primary industries: Chemical, Projects, Oil & Gas, Life Sciences, Retail & Consumer Goods, and Industrial

One single global operational system
ACAS

✓ Worked with USCBP on ACAS Pilot program since 2011
✓ Program differs from a consolidator of cargo versus express carriers
✓ Lessons learned becomes important area for how to implement a successful program when in pilot phase
How we implemented

1. Started small with a few countries in the EU. Data streams were reviewed.

2. Increased activity with shipments from two countries in Asia.

3. Then waited for data quality assurances and started to develop out test cases.

4. 4 countries with data were being sent multiple times during the week within the first year.
Maintaining the status quo as airlines are mandated to ensure ACAS/PLACI risk assessment and screening has been completed prior to foreign pre-departure

Operational, economic and competitive challenges throughout the inbound aviation supply chain
Challenge #2

- In-bound data transmission requires earlier in the transportation timeline, (pre-arrival to a pre-departure), will result in significant operational and cut-off time changes.

- Current practice manifests are created by airlines using paperwork pouches tendered by freight forwarders when cargo is delivered to the airline dock.

- The manual data entry process for HAWB-level AMS transmission is not generally completed by the airlines until well after flight departure.
Internal review

- Manage across several departments
- Different systems
- Different processes
- Not everyone was the same
What was needed?

- Trying to create some type of internal standard to follow
- Regional practices have been in place for long period of times
- Working with the airlines
- Data has been consistent
- Getting overseas staff to understand US regulations
- Is this duplicative work?
Data requirements

The Best Party in the Supply Chain should be active and sending:

- Shipper Name and Address – individual name or name of business and a valid street address with city/province, country and postal code.
- Consignee Name and Address – individual name or name of business and a valid street address with city/province, country and postal code.
- Total Quantity – based on the smallest external packing unit.
- Total Weight – total weight of cargo expressed in pounds or kilograms.
- Cargo Description – generic cargo descriptions should be avoided.
- Air Waybill Number (must be included as the Unique Transmission Identifier).
- The house air waybill (HAWB) number is a mandatory data element.
- The master air waybill (MAWB) number is a mandatory data ways.
“Ensure that we know how to deal with exceptions”

- **MAWB:** 123-45678907
- **Origin:** Egypt
- **Destination:** Washington, DC
- **Cargo description:** UNSOLICITED GIFT
- **Weight:** 25 kg
- **Reason for the screening request:** Shipper is possible subject of interest, first time shipper/consignee, routing, cargo description and weight.
- **Please reply to all indicating the screens/examinations which were conducted, location of foreign exam, and the disposition of the screen. Also, please indicate the final routing of the shipment once it is known.**
Implementation

01

ONE SIZE FITS ALL?

02

LOCAL / REGIONAL / GLOBAL

03

COMMUNICATION (NOT VIA POWERPOINT)
Setting up the right processes for success

- Involvement of all departments (Systems, Operations, Management, Compliance and Finance)
- Reviewing and using all current “data” elements that are available (without creating new work)
- “Time” of all work flows (by regions)
- “Work flows” that involved the pick up all the way through to delivery to airlines docks.
- Setting in motion the processes for ACAS and molding them into all other airfreight programs (PLACI and others)
WHY?

Supporting international air cargo security harmonization, ACAS:

✓ Reduces paper processes, increasing participant convenience
✓ Being able to adapt to real-time in mitigating all security threats
✓ Improves air cargo security through targeting and risk management
✓ Achieves enhanced security while minimizing the impact to free flow of commerce
## ACAS, PLACI and other programs

<table>
<thead>
<tr>
<th>BDP saw this as an opportunity to engage early with CBP to assist in learning about the consolidated order</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sending advance data and achieving the regulatory requirement in the US</td>
</tr>
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We consolidate orders around the world in our own network – big difference
Excellent practice

Setting up a GPC – Your Go to!

- Almost a 24/7 role

Your export becomes the import
Future program for advanced data

- Building and understanding the data streams and workflow processes allows other programs to be implemented without much change/additional costs.
- Data request need to be standard (ocean not so).
- Timing of data is key.
- House details versus Master.
As countries implement their programs of risk/security the "old days" will not work

Change is here

Industry needs to adapt to the change

Governments need to also adapt
PLACI / ACAS IN A GLOBAL NETWORK

Michael Ford | Vice President of Government and Industry Affairs | BDP International
Session 5b: TSA Air Cargo Division Update

John Beckius
Executive Director, Air Cargo Division
Policy, Plans and Engagement
TSA
Session 6: Cargo Targeting System for Air

Robert White
CTS Project Manager,
Enforcement & Compliance Sub-directorate
WCO
Introduction WCO

• Independent intergovernmental body whose mission is to enhance the effectiveness and efficiency of Customs administrations.

• The WCO represents 183 Customs administrations across the globe that collectively process approximately 98% of world trade.
Introduction WCO CTS

• IT application enabling the risk assessment and targeting of import, export, transit and transshipment cargo across the full range of Customs risks.

• Operating in maritime container and air cargo domains including express shipments.

• Developed and owned by the WCO.

• Available to all WCO Members without purchase or licence fees.
WCO CTS Solution

Electronic Data Inputs
- Manifest, bill of lading & air waybill data from carriers, freight fwds, data handlers, government

WCO CTS
- Data analysis & profiling
- Auto profiling & alerts
- Watch Lists
- Database

Targeting Outputs
- Potential Targets for Further Investigation
- Specific Shipments For Inspection
WCO CTS Deployments

- Bahamas, Jamaica
- Chile,
- Panama
- Georgia, Ukraine
- Kenya
- Maldives, Sri Lanka
- Philippines, Singapore.
WCO supplied deployment package consists of:

- Pre-deployment assessment.
- Hardware (if required).
- Software.
- Manifest/Bill Data assistance
- User training and mentoring.
- Technical support.
- Application Maintenance.
WCO CTS Air Cargo

• Available from 2017 after pilots in New Zealand and Panama.
• Single system covering containers and air cargo.
• Existing deployments upgraded.
• Included in all new deployments.
• Standardized data filing using IATA C-XML or WCO CTS XML formats.
Benefits WCO Members

• Fulfills key Customs goals and international instruments:
  – WCO Revised Kyoto Convention – Sections 6.3 & 6.4
  – WCO SAFE Framework of Standards – Standard 2
  – WTO Trade Facilitation Agreement – Standards 7.3 & 7.4

• Replacing inefficient manual processes.

• No cost software / low overhead / complete package / sustainability.

• Proven, effective solution.
  – Intuitive and user friendly.
  – Quick and simple access to manifest information.
Benefits Air Industry

• Standardized system available to all WCO Members.
• Standardized data filing using IATA C-XML format messages.
• Enables quicker, more effective risk assessment by Customs.
• Enables informed facilitation of cargo not deemed high risk.
For further information:

Robert.White@wcoomd.org
Networking break 15:30 – 16:00
Joint Session

Lithium Battery Workshop, Cargo Security & Facilitation Forum and Air Cargo Operations

Moderator:
Dietmar Jost
Customs & Security Advisor
GEA

Panelists:
Howard Stone, VP Aviation Security, UPS
Liz Merritt, Managing Director Cargo, A4A
Alex Rodriguez, Compliance Manager, MSA Security
Eric Gillett, Policy Specialist Dangerous Goods, UK CAA
Jimmy Pang, Managing Director, Alliance Knowledge Mngt Ltd

IATA CARGO EVENTS
Amsterdam, Netherlands
29-31 October 2019
IATA Lithium Battery Workshop:
Safety Risk from Undeclared/Misdeclared Lithium Batteries

Eric Gillett, Policy Specialist Dangerous Goods
29th October 2019
Undeclared/Misdeclared in Cargo
How can product designers, manufacturers and distributors be made more aware of UN 38.3 test requirements and dangerous goods shipping requirements?

• Establish national regulations requiring importer to obtain evidence of tests
• Reshaping consumer demand by focusing on verifiable test status during marketing
• Global access to test credible test reports via databases
• Measures to stop abuses of certification marks, e.g. UL
• States to promulgate IATA lithium battery guidance, e.g. via social media
How can counterfeit, poorly manufactured or untested batteries be prevented from entering the supply chain, or be intercepted at the earliest opportunity?

- Further scrutiny of the supply chain by air operators stemming from emerging ICAO Annex 6 requirements
- ICAO to resolve responsibilities of freight forwarders and explore opportunities for detection through screening (Flight Ops WG-Safe Carriage of Goods)
- IATA commitment to develop protocol for sharing non-compliance data between members without breaching anti-trust regulations
- Enhancement of IATA Air Cargo Agent accreditation process
Detection through screening

- Lithium batteries within small parcels are identifiable through visual x-ray
- UK cargo sector is developing similar methodologies but recognising that cargo packages and consignments are often larger making visual screening more complex.
Automated Screening Solutions

- On advanced screening equipment, algorithms can be developed to detect particular dangerous goods
- Good potential for machine learning (AI) solutions
- Operational within one UK express courier sector site
- Low False Alarm Rate
Workshop Questions

How can freight forwarders, air operators and their agents leverage existing data to identify potential shipments of undeclared or misdeclared dangerous goods?

• Potential electronic systems to analyse:
  • Air waybill and customs declaration data using natural language processing and fuzzy matching against list of dangerous goods from the ICAO Technical Instructions, synonyms, etc.
  • Package mass density
  • Shipper/forwarder compliance history data
Workshop Questions

How can the various regulators and other agencies collaborate more effectively on investigation and enforcement?

• CAA to establish working group with Customs, Office for Product Safety (trading standards), etc. to develop agency agreements for sharing intelligence and collaborative enforcement.

• Better coordination of related activities by ICAO, Universal Postal Union, IATA, World Customs Organisation, International Federation of Freight Forwarders Associations (FIATA) and The International Air Cargo Association (TIACA)
Thank You

Niá:wen

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masi chok

T’ooyaksiy nisim

Gracias

màhsì’

Merci

Obrigado

Se:kenh:

Miwigweh

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Day 1 Closing Remarks

Gordon Wright
Head, Cargo Border Management
IATA
Thank you to all our sponsors!
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Welcome Reception 18:00 – 19:30
Exhibition Hall area

Kindly sponsored by; PayCargo