

IATA WORLD CARGO SYMPOSIUM

Lima, Peru
10 – 12 March 2026

HORIZON STAGE AGENDA

TAKING PLACE DURING NETWORKING BREAKS

Kindly sponsored by:

PROS B2B
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Host Airline



Tuesday, 10 March

10h30 – 10h45

The Biological clock: From Cold Chains to Product Vitality crossing the Atlantic
Guillermo Vega, Regional Manager Safety, Security & Quality Assurance, SAASA (Servicios Aeroportuarios Andinos)

Latin America's position as a global powerhouse in agro-exports makes the efficiency and reliability of the cold chain more critical than ever. This presentation explores the essential role of temperature-controlled logistics in preserving the lifespan and quality of perishable products transported by air. We will examine the "weakest link" challenges that threaten product vitality and highlight the transformation underway as the industry embraces innovation and practical, scalable solutions.

10h45 – 11h00

AI Agents Automating Cargo Operations End to End
Adrian Varez, Enterprise Account Executive, HappyRobot

Air cargo operations remain highly manual and fragmented, relying on complex coordination across multiple systems and teams. In this session, we'll explore how AI agents can automate cargo workflows end to end. From booking and pricing to documentation, exception handling, and post-flight operations. Drawing on real-world deployments with leading airlines, we'll share how agent-based systems are driving measurable efficiency gains, improving operational resilience, and enabling airlines to scale cargo operations more intelligently.

11h00 – 11h15

Meet ResAI: Your Agentic AI Booking Workforce
Onur Ekinci, Lead Product Manager, Turkish Technology

ResAI is your virtual workforce powered by agentic AI. It autonomously handles the entire quote-to-book process — from RFQs received by email or voice to pricing, follow-ups, and confirmation — eliminating manual back-and-forth communication. Operating 24/7, ResAI enables faster response times, lower cost per booking, and higher revenue conversion in highly competitive cargo markets.

11h15 – 11h30

From Compliance to Cargo Resilience: The Safety Operating System for Modern Air Freight

Reuben Mann, Senior Director of Marketing, TrustFlight
Steve McMenemy, Managing Director, Redline Assured Security
Shabita Sumaraj, Head of Humanitarian Services, Kenyon

Air cargo faces rising complexity: evolving security threats, tightening oversight, and operational disruption when incidents occur. In this session, TrustFlight, Redline Assured Security, and Kenyon International Emergency Services present a practical "Safety Operating System" approach for modern air freight, connecting prevention, day-to-day operational control, and emergency response into one auditable model.

Tuesday, 10 March

- 12h45 – 13h00** **A Bold Move for a Fresh Alternative**
Luis Felipe Rivas, CEO, Terminal Logistics
Cesar Bolarte, Chairman, Frio Aero
- 13h00 – 13h15** **Smarter Revenue in Motion: Optimizing Air Cargo Pricing**
Ben Schaudinn, Product Manager, PROS B2B, now Conga
In this session, Conga will show how air cargo organizations can shift from static rate management to intelligent, real-time revenue optimization. Learn how dynamic pricing, willingness-to-pay modeling, and capacity-aware opportunity cost calculations help protect margins and maximize yield. Discover how omni-channel integration and rule-based price steering ensure consistent, flexible pricing across every touchpoint. We'll also preview innovations in allocation optimization, capacity forecasting, and AI-driven workflows designed to power the next generation of autonomous revenue management.
- 13h15 – 13h30** **Making eCommerce Work via ONE Record – Insights from the Digital Testbed Air Cargo**
Oliver Ditz, Project Manager Digital Air Cargo, Fraunhofer IML
Drawing on real use cases from the Digital Testbed Air Cargo (DTAC), this talk highlights key challenges of eCommerce in air cargo and shows how ONE Record can help make eCommerce work in real operations. It highlights typical pain points such as fragmented data and regulatory requirements, and how a shared data backbone can reduce friction across the supply chain.
- 13h30 – 13h45** **Safe, Smart, Approved: The Regulatory Journey of Air Cargo Devices**
Floris Kleijn, Director of Digital Solutions, Avius ULD
Ildiko Marcze, Manager Digital cargo, IATA
In an industry where safety, reliability, and compliance are non-negotiable, securing regulatory approval for air-cargo tracking devices remains a complex challenge for manufacturers and airlines alike. This presentation explores the regulatory landscape shaping device approvals and highlights how the IATA Air Cargo Device Assessment brings clarity, consistency, and confidence to the process, making air cargo tracking not only smarter, but seamlessly compliant.

Tuesday, 10 March

15h15 – 15h30

Protection Beyond Limits

Craig Fleming, Solution Consultant Team Lead, SkyCell AG

Pharmaceutical supply chains have long been hampered by limited visibility, legacy systems and risk-averse assumptions. What if, instead, we combined real-time ULD telemetry, an integrated compliance platform and coordinated intervention workflows between airlines and ground handlers to detect and resolve problems before they become failures — reducing excursions, protecting product integrity and restoring regulatory confidence?"

15h30 – 15h45

Mapping the Future with the 2026 Air Cargo Technology Radar

Patricia Fernandez Varela, Manager Cargo Innovation and Efficiency, IATA

The 2026 IATA Air Cargo Technology Radar assesses 24 technologies across six operational domains, drawing on insights from more than 120 industry professionals. This session presents the key findings, highlights year-over-year shifts from 2025, and examines where industry expectations are converging and what it means for the future of air cargo.

15h45 – 16h00

A positive impact on the environment in compliance with industry-specific standards

Daniela Stange, Manager Sustainability, IATA

As environmental and sustainability compliance requirements rapidly evolve and increasingly shape competitiveness, this session explores a structured approach to meeting sustainability expectations across environmental, social, and governance domains. The methodology presented supports streamline preparation, minimizes resource demands, enables organizations to respond proactively, and creates competitive advantage.