CNS PARTNERSHIP CONFERENCE

San Francisco, USA
18-20 May 2026

PROGRAM

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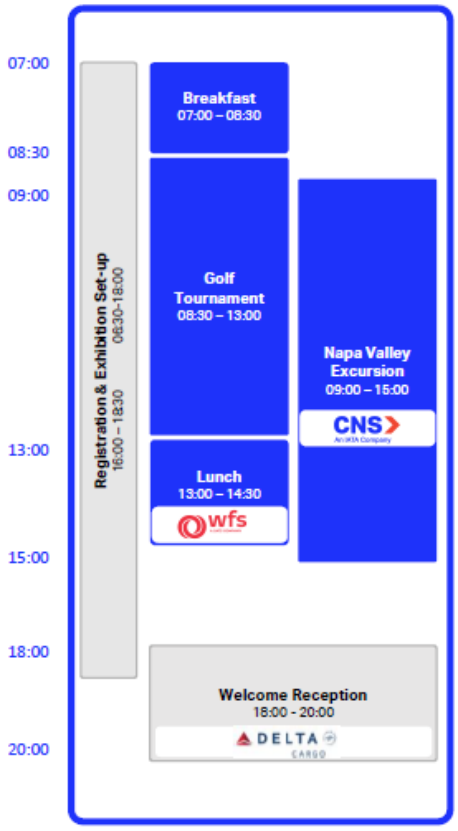
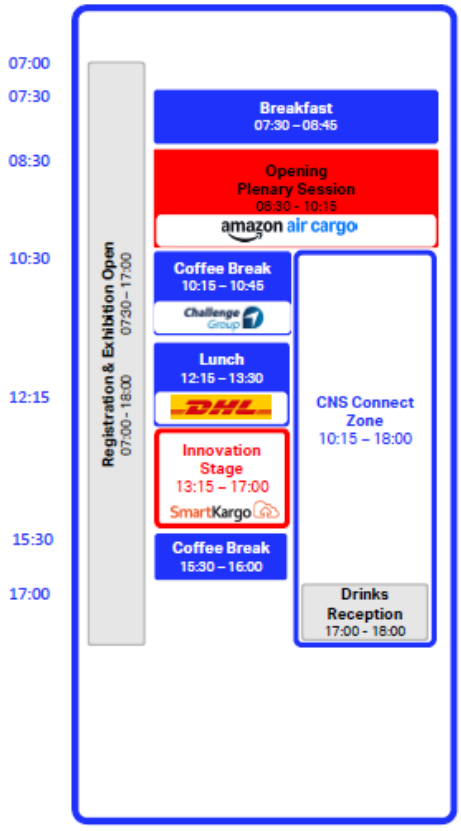
CNS PARTNERSHIP CONFERENCE 2026
Event Roadmap

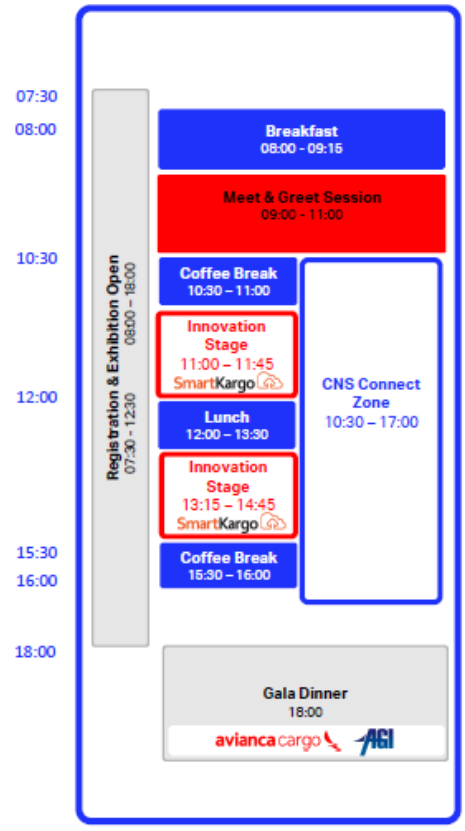
Monday, May 18



Tuesday, May 19



Wednesday, May 20



The version as of 20 May 2026. This document is subject to change.

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Monday, 18 May – GOLF TOURNAMENT

06:30 – 07:45 **SHUTTLE SERVICE**
Hilton San Francisco / Presidio Golf Course

07:00 – 08:30 **GOLF BREAKFAST**
Advance subscription and registration required

08:30 – 13:00 **CNS PARTNERSHIP GOLF CLASSIC.**
Advance subscription and registration required

13:00 – 14:30 **GOLF LUNCH** sponsored by wfs A SATS COMPANY

14:00 – 15:15 **SHUTTLE SERVICE**
Presidio Golf Course / Hilton San Francisco

18:00 – 20:00 **WELCOME RECEPTION** sponsored by DELTA CARGO
Grand Ballroom B

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Sponsored by CNS An IATA Company

Monday, 18 May – NAPA VALLEY EXCURSION

09:30 – 11.00 **TRANSFER**
Depart the Hilton San Francisco
Advance subscription and registration required

11.00 – 13.30 **TOUR AND LUNCH**
A private 2- hour experience including a guided tour of the production facility. Followed by a seated 3 course meal paired with wine.
Advance subscription and registration required

13.30 – 15.00 **TRANSFER**

18:00 – 20:00 **WELCOME RECEPTION** sponsored by DELTA CARGO
Grand Ballroom B

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amazon air cargo

Tuesday, 19 May

07:30 – 08:45 **BREAKFAST**
Grand Ballroom B

OPENING PLENARY — Grand Ballroom A

08:30 – 08:35 **Welcome Address CNS**
- **Alicia Lines, President, Cargo Network Services**

08:35 – 08:40 **Legal Brief**
- **Carlos Tornero, Director Legal Services, IATA**

08:40 – 08:50 **Keynote Speaker**
- **Brandon Fried, Executive Director, The Airforwarders Association**

08:50 – 09:10 **State of the Industry**
Gain insights into the current state of the U.S. air cargo industry, including key economic trends, operational challenges, and market dynamics. An IATA economist will present an analysis of financial performance, demand patterns, regulatory impact, and sustainability efforts shaping the sector.
- **Andrew Matters, Director Sustainability & Economics**

09:10 – 09:30 **Air Cargo Market Dynamics in a volatile world**
This presentation will cover very recent trends in air cargo from the Gulf conflict from a capacity and demand perspective. Furthermore, topics touched are: cross border ecommerce, the shorter and longer term impact of tariffs to air cargo, and industry sectors that are showing both decline and growth, with a deep dive into high tech. Finally, a medium term outlook on air cargo capacity will be addressed.
- **Marco Bloemen, Managing Director, Aevean**

09:30-10:15 **Tech-Powered Transport: Rethinking Air Cargo in the AI Era**
The CEO-level panel brings together senior leaders from leading airlines in Latin America, Asia, and North America to share strategic perspectives on how global cargo carriers are using tech to optimize the evolving and increasingly complex market environment.
The discussion will also tackle AI's opportunities and challenges that may impact air cargo. Panelists will offer insights into the key decisions shaping their organizations today, as well as their outlook ahead in a rapidly changing global landscape.
Moderator, Kes Nielsen, Director, Amazon Air Cargo
- **Diogo Elias, CEO avianca cargo**
- **Stephanie Penarete, VP Air Product, Americas, DSV – Global Transport and Logistics**
- **Stanislas Brun, Chief Cargo Officer, Etihad Cargo**
- **Salih Kamil Salihoğlu, Vice president of Cargo Sales, Turkish Airlines**

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Tuesday, 19 May

10:15-10:45 **NETWORKING BREAK** sponsored by **Grand Ballroom B**

CNS CONNECT ZONE — Grand Ballroom B

10:15 – 17:00 **CNS Connect Zone**

Optimize your networking and elevate your workday in the CNS Connect Zone. This dynamic space blends open work areas—perfect for catching up on emails—with private meeting pods designed for quick conversations and deeper discussions. It's where ideas take shape, connections grow, and those impromptu between-session meetings naturally unfold.

Use the conference app to connect with other attendees by chat and meet in the Connect Zone at a time that works for both of you.

12:15 – 13:30 **LUNCH BREAK** sponsored by **Grand Ballroom B**

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Sponsored by SmartKargo

INNOVATION STAGE

Grand Ballroom B

13:15 – 14:00

ONE Record: From Industry Vision to Operational Scale

The air cargo industry is shifting toward standardized, real-time data exchange through ONE Record. As adoption grows, the focus is moving from technical discussion to practical implementation and business value. This session will highlight how ONE Record improves visibility, automation, and collaboration, while sharing insights on implementation, challenges, and the steps needed to scale adoption.

Moderator Jonathan Parkinson, Head Cargo Digitalization, IATA

- **Stephanie Abeler, VP Americas, Lufthansa Cargo**
- **Jeff Ruane, Director International Air Freight, Radiant Global Logistics**
- **Scott Sangster, General Manager, Global Logistics Service Providers, Descartes Systems Group.**

14:00 – 14:15

AI-Driven Innovation Across the Air Cargo and Small Parcel Ecosystem

The next chapter of air cargo and small parcel delivery will be written in AI — but only by operators who have done the foundational work on data, process, and content understanding. SmartKargo shares how it is embedding agentic AI, machine learning, and predictive intelligence across the ecosystem to turn real-time signals into operating advantage.

- **Olivier Houri, EVP and Chief Revenue Officer, SmartKargo**

14:15– 14:45

From Compliance to Competitiveness: Digitalisation and Collaboration as Enablers for the Next Phase of a sustainable Air Cargo

Highlighting how freight forwarders can turn increasing regulatory and compliance requirements into a source of competitiveness and system-wide optimisation by leveraging digitalisation, driving sustainable efficiency across supply chains, and strengthening collaboration among all air cargo stakeholders.

The intervention will underline the importance of optimised and consolidated flows, data-driven decision-making, and modern, inclusive collaboration platforms — notably through the modernisation of the air cargo framework — to ensure resilience, transparency and long-term value creation for the industry

- **Stephane Graber, Director General, FIATA**

14:45 – 15:15

Smarter Payments, Stronger Cash Flow

Discover CNS FlexiPay and new payment options, designed to bring greater flexibility, speed, and efficiency to air cargo financial processes. FlexPay enables more flexible payment options, including the ability to process collect shipments with destination in the U.S., supporting improved cash flow management and a more streamlined payment experience across the cargo value chain.

- **Camille Chan, Product Manager CASS & PASS, IATA**.
- **Ricardo Van Eerderwijk, Key Account Manager CNS**

15:30 – 16:00

NETWORKING Break
Grand Ballroom B

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INNOVATION STAGE

Grand Ballroom B

16:00 – 16:45

Artificial Intelligence and Air Cargo: From Hype to Real Impact

As Artificial Intelligence moves beyond experimentation, this session explores how AI is beginning to deliver tangible value across logistics and air cargo. The discussion will focus on real-world applications, emerging use cases, and what airlines and cargo stakeholders should consider as AI adoption accelerates—connecting industry challenges with the innovation ecosystem in San Francisco.

Moderator Desiree Perez, Chief Operating Officer, EvolveWell.

- **Moritz Claussen, Founder & Co-CEO Cargo.One**
- **Alex Desbans, Airlines Forward Deployed Engineering, HappyRobot**
- **Todor Todorov, Director Sales & Handling West Coast, Lufthansa Cargo.**

17:00 – 18:00

COCKTAIL
CNS Connect Zone, Grand Ballroom B

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Wednesday, 20 May

08:00 – 09:15 **BREAKFAST**
Grand Ballroom B

MEET & GREET SESSION — Grand Ballroom B

09:00 – 11:00 **Meet & Greet**
A dynamic speed-networking session designed to create focused, high-value connections between airlines and freight forwarders. Participants will engage in a series of pre-scheduled one-on-one meetings, each lasting 15 minutes, booked through the conference app, allowing them to efficiently introduce themselves, exchange contacts, explore potential partnerships, and identify business opportunities in a fast-paced and structured format.
Don't miss this chance to expand your network and build valuable industry relationships.
Grand Ballroom B

10:30 – 11:00 **NETWORKING BREAK**
Grand Ballroom B

CNS CONNECT ZONE — Grand Ballroom B

10:30 – 17:00 **CNS Connect Zone**
Optimize your networking and elevate your workday in the CNS Connect Zone. This dynamic space blends open work areas—perfect for catching up on emails—with private meeting pods designed for quick conversations and deeper discussions. It's where ideas take shape, connections grow, and those impromptu between-session meetings naturally unfold.
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INNOVATION STAGE — Grand Ballroom B

11:00 – 11:45

E-commerce and Air Cargo: Scaling for Speed, Reliability, and Growth

This panel brings together industry leaders to discuss how airlines, freight forwarders, and logistics partners are adapting their networks, processes, and partnerships to support the evolving needs of global e-commerce. Topics will include capacity planning, operational resilience, data visibility, last-mile integration, and the challenges and opportunities presented by cross-border trade, returns, and regulatory changes.

Moderator Brandon Fried, Executive Director, Airforwarder Association.

- **Ignacio Conde, Head of Business Development, Amazon Air Cargo**
- **Luis Ramos, CEO, Awesome Cargo**
- **Yu-Hsuan Sung , CCO, Expressline Corp**

12:00 – 13:30

LUNCH BREAK
Grand Ballroom B

13:15 – 14:00

Dangerous Goods in Air Cargo: Addressing Hidden Risks and Industry Solutions

Hidden and undeclared dangerous goods continue to pose a growing challenge for the air cargo industry. This session will examine the current risks associated with undeclared DGR, the operational and safety implications for airlines and cargo stakeholders, and how the industry is responding through improved processes, training, and emerging technological solutions to strengthen detection, compliance, and risk mitigation.

Moderator Boris Padilla, Regional Head of Sales IATA

- **Charles Demovic, Manager of Stakeholder Engagement, FAA.**
- **Jennifer Kirklan, President AllTransPack.**
- **Edwin Quinonez, Regional Operations Coordinator, avianca cargo**

14:00 – 14:45

What's changing under the US ACE Export Manifest — and how should Air Cargo respond?

Join us for a panel focused on the US ACE Export Manifest for Air Cargo Test under the National Customs Automation Program. Industry experts will unpack the technical, regulatory, and operational implications of the current test for airlines, freight forwarders, and data service providers, highlighting key requirements, data expectations, and operational impacts.

Learn what's changing, how to prepare, and how this initiative advances accuracy, efficiency, and compliance in U.S. air cargo exports. Don't miss this opportunity to stay ahead of upcoming regulatory and digital transformation demands.

Moderator Vicente Herrera, Manager Cargo Customs Compliance, American Airlines

- **Kim Calicott ,VP Global Logistics & Export Compliance, Western Overseas Corp**
- **Scott Sangster, General Manager, Global Logistics Service Providers, Descartes Systems Group.**
- **Frank Diaz, Sr Director Sales & Marketing, Atlas Air**

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14:45 – 15:45 **Industry Solutions Spotlight**

This session will feature IATA experts presenting key industry solutions, including DG AutoCheck, CargoIS, and CEIV certifications.
Through concise presentations, attendees will gain practical insights into tools that enhance compliance, improve data visibility, and support operational excellence across the air cargo value chain.

- **Roman Orlik, Assistant Director DGR Solutions**
- **Philippe Siponen, Senior Product Manager Cargo BI**
- **Thierry Leger-Parizeault, Assistant Manager Special Cargo Certifications**

15:30 – 16:00 **NETWORKING BREAK**
Grand Ballroom B

18:00 **GALA DINNER** sponsored by avianca cargo and AGI
Grand Ballroom A

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Exhibitors

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