



**CARGOMIND**

*We put a lot of thought in all we do.*

## **Embracing „E-Business“ – What's in it for FF?**

Uwe Glaser

# Experience

- 53 Years in Airfreight
- 8 Years Airline Industry
- 45 Years in Freight Forwarding (Self Employed 40)
- Cargoplan a Market Leader in Austria
- 600 Employees in 12 Countries sold to DP (DHL GF)
- Started Cargomind 11 Years ago
- Today in 11 Countries in Central and Eastern Europe and China

# Airline Communication

- Proprietary Networks (SITA, ARINC, ...)
  - Partially Airline owned
  - Type B Messaging
  - Limited Character Set  
(A-Z, 0-9, Full Stop, Hyphen, Space)
  - 50 Million Messages/Day
  - Connects Airlines, Airports, GHAs, but mainly closed to the outside world
- ▮ Freight Forwarder require direct, secure and cost free connections (eg AS4 over Internet)

# Airline Message Format

- Most airlines use CargoIMP Messages
  - Multiple Versions in use (18)
  - CargoIMP Messages put limitations on address fields & handling instructions
  - CCS must convert between Forwarders message version & airline capabilities
- ▮ Freight Forwarders require CargoXML Messages

# Present Multiple Steps to e-AWB

- Generate CargoIMP Messages  
(FWB, FHL, FSU, FNA)
- Select CCS and agree connection & usage fee
- Get PIMA address for each location  
*(Participant Identification and Message Addressing)*
- Carriers must record PIMA Address
- Sign multilateral eAWB agreement
- Select origins with each airline separately
- Verify destination unless airline supports  
„Single Process“

# Expectations of the Freight Forwarding Industry

- Direct Communication with Airlines using a secure and cost free communication standard (AS4 over Internet)
- Use IATA CargoXML Message Format
- Consistent status updates from booking through to delivery (CargoIQ) including offline airports
- A/L to share electronic AWB timely with their GSA
- Collect information about last mile delivery electronically and store against central tracking database



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**Thank you!**