

AIRPORT SERVICES ASSOCIATION

MADRID, SPAIN

NOVEMBER 18, 2013

**WELCOME TO THE ULD WORLD:
A RISKY BUSINESS WITHOUT ULD CARE**

Presented by

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President ULD CARE / Chairman IATA ULD Panel / Air Canada



ULD FACTS

UNIT LOAD DEVICE = containers and pallets

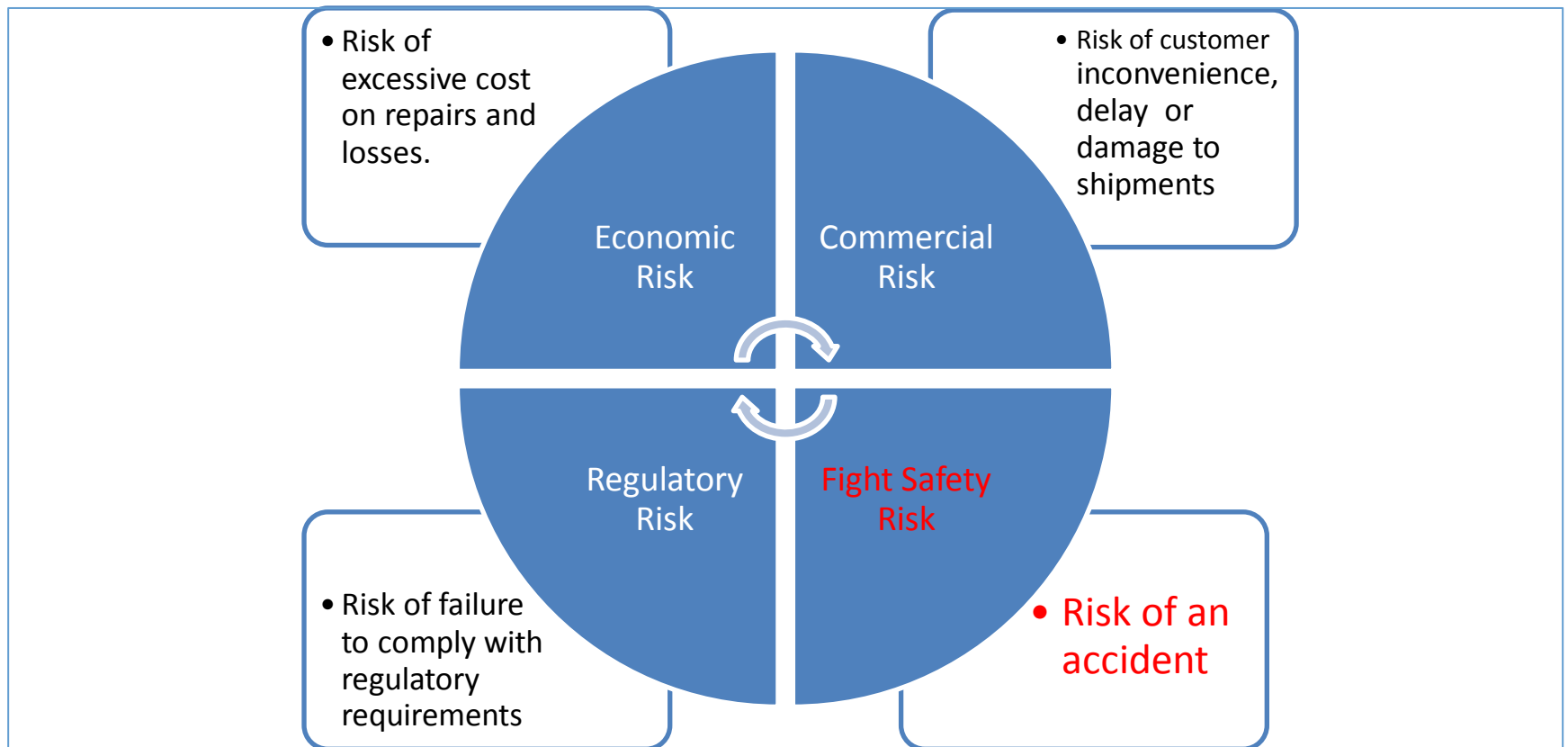
95 % of All Baggage and Cargo on Wide Body Aircraft are Loaded on ULDs

There Can Be No Wide Body Operations Without ULDs!

No ULDs - No Business \$\$\$



ULD AND RISK



COST OF OWNERSHIP

ULD Count: around 1.5million Units

ULD Value: over US \$\$\$ 1 billion Dollar

Cost for ULD Repairs: US\$ 300 million

ULDs lost or scrapped: US\$ 35 million

Aircraft holds & equipment damage caused by ULDs: US \$100 million



Above numbers are estimates of global count and cost on a yearly basis

ULD, RESPONSIBILITY AND SAFETY

The typical ULD operational chain illustrates how many different parties may at some time or other play a role in ULD operations. The critical point is that each of these parties must fulfill their responsibilities correctly if the airline, as the ultimate responsible party, is to be able to meet its obligations to comply with the Weight and Balance Manual.

Airlines can never relinquish their responsibility to operate their ULDs safely, regardless how much they may outsource their activities; Service Providers must never fail to meet their obligations to perform their ULD related services, in a safe and efficient manner.

WE ALL ARE IN THIS TOGETHER !



Compliance Airworthiness Regulations Education



ULD CARE VISION

The vision of ULD CARE is that regardless of location or process, any ULD shall, at all times and by all parties, be handled, stored, transported and otherwise used in a responsible manner by persons who are suitably trained, managed and supported such that ULD assets may be operated at all times in a manner that is both efficient and meets all regulatory requirements.

ULD CARE GOALS

Facilitator for all ULD Related Matters

- ULD Training
- Networking
- Generic ULD Content Enhancement in SLAs
- Compliance to Safety Audit Protocol(IOSA/ISAGO)
- Catalyst for collaborative ULD efforts

ULD Asset Transfer System

- Tracking ULD Asset Transfers across the ULD Logistics Chain
- Premier Multilateral Service Provider
- Smart phone App with static ULD information and data capture link to System
- Auto LUC/MUC capability on other propriety Smart phone apps *

* See GHI August 2013 publication “Back to Basics – ULD Sector” article

AIRLINE MEMBERS



NON-AIRLINE MEMBERS

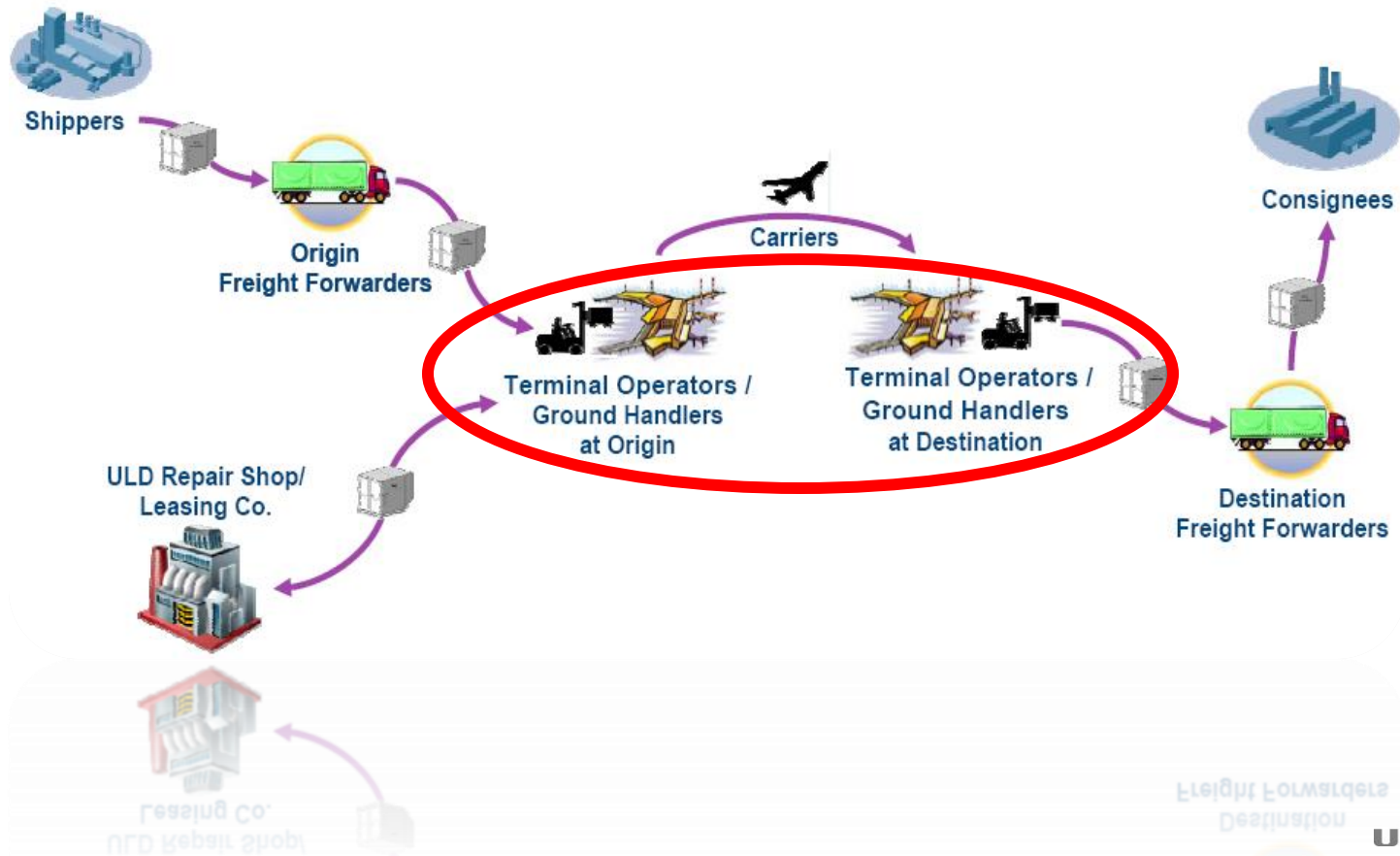


WHO IS MISSING?

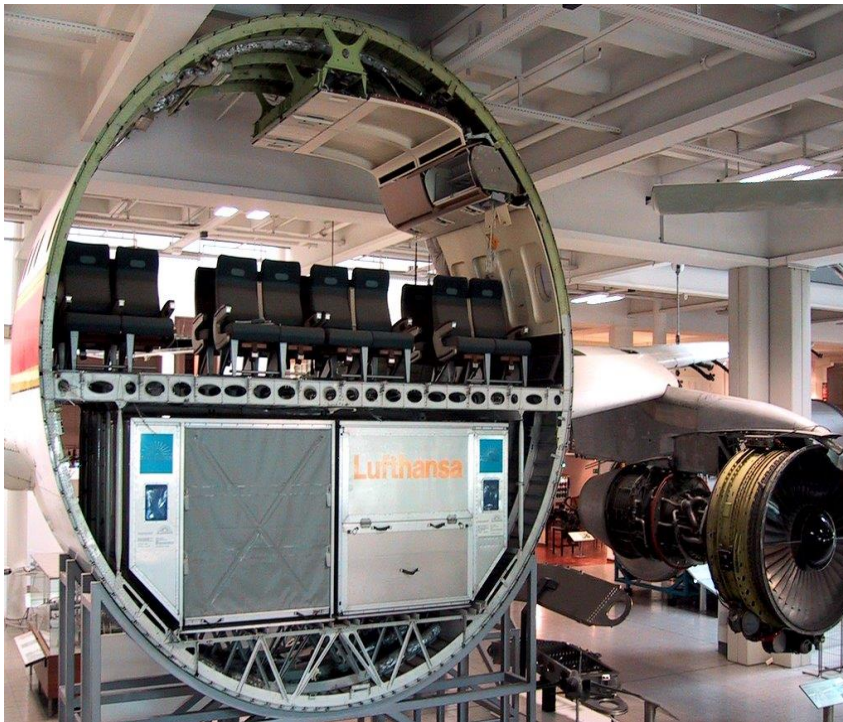
GROUND HANDLERS

CARGO FORWARDERS

Typical ULD Operational Chain



ABOVE AND BELOW THE WING



Passengers in Seats

Baggage/Cargo in ULD's

The GHA Community and ULD

- We estimate that 40% of direct or indirect GHA activities involve containers and pallets
- Ground handlers often blamed by airlines for not taking proper care of their ULDs
- Ground Handlers often squeezed by other parties when it comes to providing adequate ULD management
- Shortage of relevant information on ULD operations for Ground Handlers
- Insufficient ULD content or compensation in SLA

GHA and ULD CARE

Working Together can Better
Address these Issues

Through collaboration ground handlers
become a part of the solution instead
of being *perceived* as part of the
problem

ASA and ULD CARE

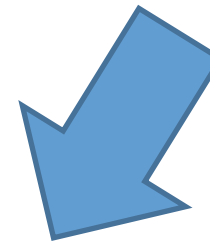
ASA

Global platform for the ground handling industry



ULD CARE

Specialist knowledge and focus in the field of ULD



Join forces to deliver efficient ground operations that support ULD safety standards and economic scales required by the aviation authorities and the airlines

Benefits of Partnership

- Combine the reach and depth of ASA membership with the focus of ULD CARE when addressing issues around ULD & Ground Handling .
- Linkage between ULD owners and Ground Handlers through engagement with ULD CARE.
- Collaborative approach on initiatives such as:
 - Training
 - Standards
 - Compliance
 - Responsibilities

ULD CARE MEMBERSHIP VALUE / BENEFITS

Annual conference participation for 2 delegates

ULD CARE Board Representation

Bi-monthly Newsletter

Global ULD Asset Transfer System

Be Part of the Solution for ULD related matters

Use of ULD CARE logo

Cost of Annual Membership: \$US 2500



VISIT OUR WEBSITE

www.uldcare.com

The screenshot shows a Windows Internet Explorer browser window displaying the ULDCARE website. The browser's address bar shows the URL <http://www.uldcare.com/>. The website header features the ULDCARE logo with the tagline "Compliance Airworthiness Regulations Education". Navigation links include "Home" and "Contact Us". A menu bar lists "ABOUT ULDCARE", "ULD ASSET TRACKING", "CARE", "MEMBERSHIP", and "NEWSLETTER".

The main content area is divided into several sections:

- ULD Asset Tracking:** A blue box with the text "ULDUC is the ultimate ULD Control System of ULDCARE. If you're a ULDCARE member and already have your dedicated License and password, you may enter the ULDUC System from here." with a "ULDUC System" button.
- Learn why we CARE:** A blue box with the text "Find the ULDCARE registration about Compliance, Airworthiness, Regulations and Education." with a "Read more" button.
- Annual Conference & Events:** A section featuring a calendar for May 2013. The calendar shows dates from 1 to 31. Below the calendar, it lists "Upcoming events":
 - 26th IAGC Ground Handling Conference (May 5-8, 2013 - Vancouver, Canada)
 - ULD CARE Annual Conference 2013 (May 6-8, 2013 - Vancouver, Canada)
- ULD CARE News:** A section with two news items:
 - Apr 26, 2013: "ULD CARE launches its first newsletter!" with a "Read more" button.
 - Apr 12, 2013: "ULD CARE launches its new website." with a "Read more" button.
- ULD FLIGHT MANAGEMENT:** A blue box with the text "ULD CARE is the ultimate ULD Control System of ULDCARE." with a "ULD CARE" button.
- Newsletter:** An orange box with the text "Get the latest news and updates about ULDCARE." and a "Subscribe For Free" button.

The browser's taskbar at the bottom shows the system tray with the date and time: 3:02 PM, 5/4/2013. The taskbar also displays icons for various applications and the system clock.

Muchas Gracias

salamat po	Dankie	tak	Shukran	Dank u
xie xie	kiitos	dekuji	merci	efharisto
sukria	thanks	arigato	dziekuje	terima kasih
asante	obrigado	spasibo	kamsa hamnida	
istutiy	grazie	dêkuji	do jeh	Danke