

The background of the cover is a night-time photograph of a city skyline, likely Miami, with several tall buildings illuminated against a dark blue sky. In the foreground, there is a body of water reflecting the city lights, and a row of palm trees along the waterfront. A large palm tree trunk is visible on the left side of the frame. The text is overlaid on the top left portion of the image.

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Miami, USA  
13-15 May 2025

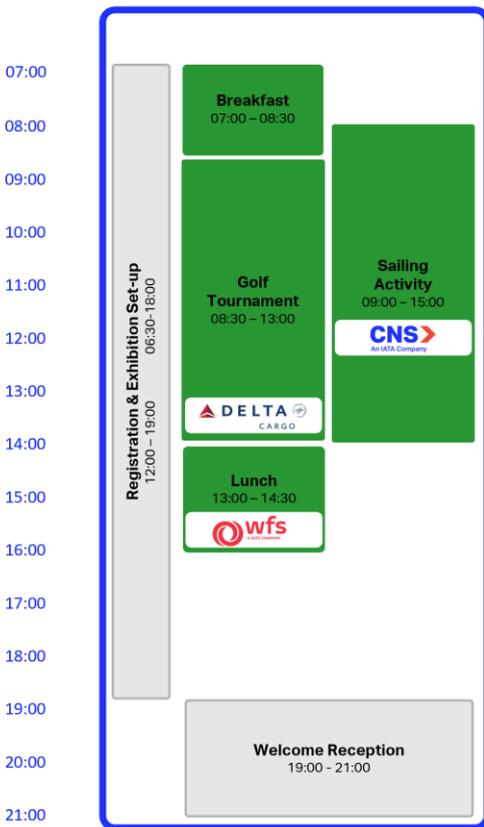
**PROGRAM**

**CNS**   
An IATA Company

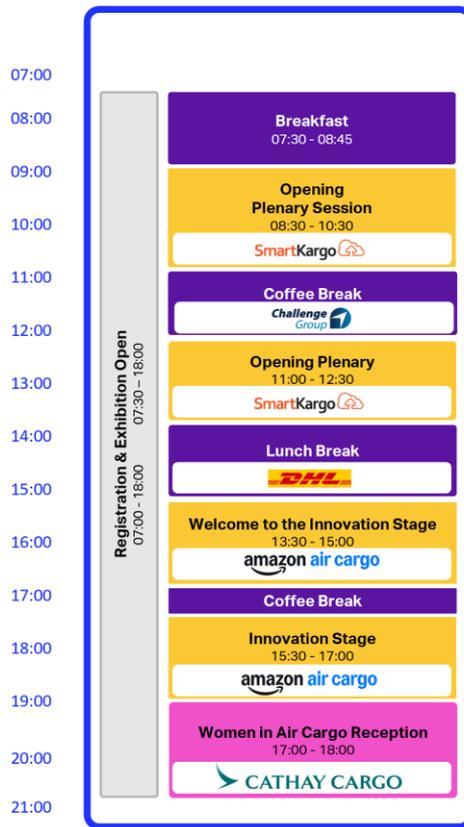
# CNS PARTNERSHIP CONFERENCE

## CNS PARTNERSHIP CONFERENCE 2025 Event Roadmap

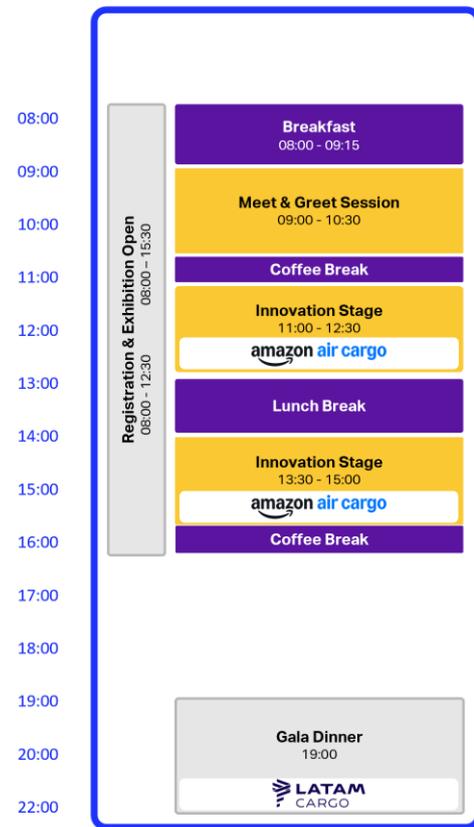
### Tuesday, May 13



### Wednesday, May 14



### Thursday, May 15



The version as of 24 April 2025. This document is subject to change.

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**Tuesday, 13 May - GOLF**

**07:00 – 08:30**      **GOLF REGISTRATION AND BREAKFAST**  
*Advance subscription and registration required*  
Orchid Lounge & Terrace

**08:30 – 13:00**      **CNS PARTNERSHIP GOLF CLASSIC** sponsored by  
*Advance registration required*  
Miller Course



**13:00 – 14:30**      **GOLF LUNCH** sponsored by  
Orchid Lounge & Terrace



**19:00 – 21:00**      **WELCOME RECEPTION**  
Cascata Pool

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## Tuesday, 13 May - SAILING

09:00 – 15:00

**SAILING ACTIVITY** sponsored by



09:00

**Meeting Point and Coach Transfer**  
Majestic Porte Cochere

10:00

**Arrival at Bayside Marina and Boarding**

10:15

**Sailing** from the south to Biscayne Bay sail in Biscayne National Park in the Atlantic Ocean  
Stretch out and soak up the sun, enjoy a relaxing swim and enjoy the many water toys (Noodle floats & aqua jump, swim mats, use of swim masks)

12:30

**Lunch break**

**Cruising** past Fisher Island where Oprah, Jennifer Lopez and many other celebrities have homes. On return, cruise through the Government Cut and the busy port of Miami, home of many cruise lines.

14:15

**Bus pickup and Coach Transfer**  
Bayside Marina

15:00

**Arrival at JW Marriott Miami Turnberry Resort & Spa**

19:00 – 21:00

**WELCOME RECEPTION**  
Cascata Pool

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Opening Plenary  
sponsored by:



## Wednesday, 14 May

### OPENING PLENARY

Conference Center South  
Royal Ballroom

08:30 – 08:35

#### Welcome Address CNS

- **Alicia Lines**, President, Cargo Network Services

08:35 – 08:45

#### Welcome Address - Miami Dade County Authorities

08:45 – 08:55

#### Welcome Address – Freight Forwarding Community

- **Brandon Fried**, Executive Director, Airforwarder Association

08:55 – 09:00

#### Legal Brief – CNS General Counsel

- **Carlos Tornero**, General Counsel, Cargo Network Services

09:00-09:15

#### Welcome Address – Keynote CNS Member.

- **Patrick Moebel**, President, FedEx Logistics

09:15-09:35

#### 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 impacts, and sustainability efforts shaping the sector.

- **Andrew Matters**, Director Sustainability & Economics, IATA.

09:35-10:05

#### Powering the Future of Sustainable Air Cargo

Explore key initiatives driving sustainability in air cargo, with a focus on SAF adoption and emissions tracking. Panelists will discuss the challenges and opportunities of integrating SAF in cargo operations and the role of CO<sub>2</sub> Connect in enhancing emissions transparency. Gain insights into how these efforts align with industry goals and the path to a greener future.

Moderated by **Michael Schneider**, Assistant Director Environmental Programs, IATA

- **Josie Barbara**, General Manager, Delta Cargo

10:05-10:35

**NETWORKING BREAK** sponsored by  
Exhibition Hall, Majestic Ballroom



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Opening Plenary  
sponsored by:



## Wednesday, 14 May

### OPENING PLENARY -

Conference Center South  
Royal Ballroom

10:35-11:20

#### Leadership in Air Cargo: Navigating Trade Policies and Global Market Shifts

This exclusive panel brings together top air cargo CEOs to discuss how U.S. trade policies are shaping the future of global commerce. From regulatory shifts to economic strategies, panelists will explore the challenges and opportunities these changes present for the industry. Gain firsthand insights into how leaders are navigating market disruptions, geopolitical tensions, and supply chain transformations to drive resilience and growth.

Moderated by **Peter Cerda**, Regional Vice-President The Americas, IATA

- **Andrés Bianchi**, CEO, LATAM Cargo
- **Peter Penseel**, President, Delta Air Lines Cargo
- **Stephanie Abeler**, VP Americas, Lufthansa Cargo

11:20 – 11:50

#### Digitalization + Facilitation= Efficiency/Excellence

The integration of digitization and advanced electronic information, aligned with international standards and seamless collaboration across the entire supply chain—including authorities—has enabled MIA Airport to efficiently process over 89% of flower imports into the United States with speed and precision. Join this panel to discover how the entire supply chain has achieved efficiency and excellence in processing flower imports and explore strategies to expand these streamlined processes to other air cargo products requiring swift clearance across the U.S.

Moderated by **Brendan Sullivan**, Director Cargo, IATA

- **Daniel Leng**, COO, LATAM Cargo
- **Brian Hogdes**, Managing Director, Strategy & Planning, American Airlines Cargo

11:50 – 12:05

#### Keynote SmartKargo,

- **Olivier Hour**, EVP & Chief Revenue Officer (CRO), SmartKargo

12:05 – 12:30

#### New Security Requirements From the U.S. Government (ACAS)

Ensuring compliance with Air Cargo Advance Screening (ACAS) requirements is essential for maintaining the security and efficiency of air cargo operations. ACAS enhances supply chain protection by requiring advance electronic data submission for risk assessment before cargo is loaded onto aircraft bound for the United States. However, compliance can present challenges, including data accuracy, integration with existing logistics systems, and potential delays in cargo clearance. This panel will explore the critical role of ACAS in air cargo security, the common obstacles in meeting its requirements, and strategies to ensure seamless compliance while maintaining operational efficiency.

Moderated by **Christian Piaget**, Head Cargo Boarder Management, IATA

- **Anne Schultz**, Head of Production Americas, Lufthansa Cargo
- **Brigitte Putman**, Manager Cargo Compliance & Quality Control, United Airlines
- **Vladimir Camacho**, VP- Accounts & Business Development, SmartKargo
- **Brandon Fried**, Executive Director, Airforwarder Association

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Innovation Stage  
sponsored by:



## Wednesday, 14 May

12:30 – 13:30

**LUNCH BREAK** sponsored by  
Exhibition Hall, Majestic Ballroom



### INNOVATION STAGE -

Conference Center South  
Majestic Ballroom

13:30 – 13:35

**Welcome to the Innovation Stage**

13:35 – 14:00

**Building Future-Ready Air Cargo Partnership**

In today's air cargo landscape, strategic partnerships are essential for growth and efficiency. This panel gathers industry leaders to explore how collaboration is driving innovation, improving operations, and enhancing the customer experience. Through real-world examples, we'll highlight how partnerships are creating value across the supply chain—for airlines, freight forwarders, and customers alike.

Moderated by **Guillermo Ochovo**, Director Consulting, Cargo Facts

- **Stacy Martinez**, Head Business Development and Sales, Amazon Air
- **Diogo Elias**, Senior Vice President, avianca Cargo.

14:00 – 14:30

**Dangerous Good Panel**

Proper handling of dangerous goods is critical to air cargo safety. This panel will highlight the importance of responsible DG management, the risks posed by hidden dangerous goods, and the tools available to identify and mitigate these threats. Industry experts will discuss best practices and strategies to enhance compliance, reduce risk, and ensure the secure transportation of hazardous shipments

Moderated by **David Wall**, Director Safety and Cargo Compliance & Cargo Solutions

- **Salih Kamil Salihoglu**, Vice President of Americas, Turkish Cargo

14:30 – 15:00

**CO2 Connect**

Learn how IATA CO<sub>2</sub> Connect provides accurate, industry-approved CO<sub>2</sub> emissions calculations using real airline data. This session will highlight the tool's benefits for air cargo stakeholders and invite more airlines to contribute data, supporting greater transparency and sustainability in the industry.

- **Pedro de la Fuente**, Senior Manager Sustainability, IATA.

15:00 – 15:30

**NETWORKING BREAK**

Exhibition Hall, Majestic Ballroom

15:30 – 16:00

**The Impact of Certification in Driving Excellence in Air Cargo**

Join industry leaders as they delve into the transformative impact of certification on the air cargo supply chain and highlight how it drives a culture of continuous improvement, fosters collaboration, and cultivates credibility and trust within the industry.

- **Thierry Leger**, Assistant Manager Cargo Certifications, IATA
- **Daniela Vial**, Product Development Director, LATAM Cargo

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Wednesday, 14 May

**INNOVATION STAGE -**

Conference Center South  
Majestic Ballroom

**16:00 – 17:30**

**Women in Air Cargo Panel**

This panel explores how diversity in all aspects strengthens the air cargo industry, fostering innovation, resilience, and business success. Industry leaders will discuss the crucial role people play in shaping a more inclusive and dynamic sector, highlighting strategies to embrace diverse perspectives for sustainable growth.

Moderated by **Andress Lam**, Head of Cargo Digital, Cathay Cargo

- **Janice Kwan**, Cargo Global Partnerships Manager, Kathay Cargo.
- **Stephanie Penarete**, Head of Air Freight Americas
- **Samira Benomar**, Procurement Manager Americas
- **Jessie Orme**, Global Partnership Manager, Cathay Cargo

**17:00 – 18:00**

**WOMEN IN AIR CARGO RECEPTION** sponsored by  
Majestic Ballroom & Foyer



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Thursday, 15 May

## MEET & GREET SESSION -

Conference Center South  
Royal Ballroom

09:00 – 10:30

### Meet & Greet

An exclusive networking opportunity designed to foster meaningful connections between airlines and Freight Forwarders. Participants can pre-schedule meetings to exchange contacts, explore potential partnerships, and discuss business opportunities in a dynamic, fast-paced format. Don't miss this chance to expand your network and build valuable industry relationships.

10:30 – 11:00

### NETWORKING BREAK

Exhibition Hall, Majestic Ballroom

## INNOVATION STAGE -

Conference Center South  
Majestic Ballroom

11:00 – 11:30

### Cargo Account Settlement System (CASS) – Update.

11:30 – 12:00

### Sustainable Decarbonization of Aviation in Latin America: Study by MIT financed by LATAM Airlines Group and Airbus

The study "Sustainable Decarbonization of Aviation in Latin America: Assessment of Emission Mitigation Policies, Aviation Demand, and Aircraft Fuel Consumption through 2050" aims to analyze the alternatives for achieving the goal of net-zero CO<sub>2</sub> emissions by 2050 in the aviation sector in Latin America and to make recommendations for the development of public policies, focusing on six specific countries: Brazil, Chile, Colombia, Ecuador, Mexico, and Peru.

12:00 – 12:30

### Building the cargo value chain workforce of the future

Explore the latest trends and opportunities in cargo training, including industry-led programs designed to develop the next generation of air cargo professionals. This session will highlight Western Michigan University's integration into the CNS Cargo Path, emphasizing the importance of collaboration between academia and industry to attract and train new talent.

- **Jose Solorzano**, Manager Industry Solutions, IATA
- **Dr. Selim Ozyurek**, Faculty Specialist, Western Michigan University

12:30 – 13:30

### Lunch Break

Exhibition Hall, Majestic Ballroom

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Thursday, 15 May

## INNOVATION STAGE -

Conference Center South  
Majestic Ballroom

13:30 – 14:00

### Data Analytics Solutions – Unlocking Insights with CargoS

Discover how IATA's CargoS provides comprehensive market intelligence for the air cargo industry. This session will demonstrate the platform's capabilities, including access to data from over 80,000 unique trade lanes, enabling users to analyze market trends, benchmark performance, and make informed business decisions. Learn how CargoS can enhance your strategic planning and operational efficiency.

- **Philippe Siponen**, Senior Product Manager Cargo BI, IATA

14:00 – 14:20

### FIATA Presentation –

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

### NETWORKING BREAK

15:00 – 15:30

Exhibition Hall, Majestic Ballroom

19:00

**GALA DINNER** sponsored by  
Majestic Ballroom, Foyer & Porte Cochere



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