Cargo iQ Basics

March 2022
More than 950 locations in 190 countries

12 million shipments airport-to-airport

4 million shipments door-to-door

More than 100,000 lanes worldwide

CARGO iQ
visibly better
Cargo iQ Milestones

- Foundation of Cargo 2000
- Inter-CDMP messaging
- Cargo iQ Management Team
- Creation of quality reports
- 1st Exception Handling Codes
- New Master Operating Plan
- Rebranding to Cargo iQ
- New offset database (ENCORE)
- Introductory training launched
- Service for SME companies
- Creation of Master Operating Plan
- Airport-to-airport specifications
- Inclusion of CDMPs
- Carrier-forwarder offset database
- Inclusion of ground handlers
- Industry Master Operating Plan
- Audit by external auditing company
- Door-to-door specifications
- Warehouse and ramp handover events
Management Team Setup

Membership Development, Finance, External Representation, Strategy Development

Reporting & Smart Data, Finance

Implementation and Quality Assurance

Technology and Data

Executive Director, Cargo iQ

Assistant Manager, Cargo iQ

Manager Implementation & Quality Assurance

Manager Technology
Mission and Vision

Voting Members
- AGM

Chosen Representatives
- Cargo iQ Board

Execution
- Management Team
- Working Group
- Board Committees

A Drive for Quality, Collaboration, Reliability, Trust & Innovation
## The Cargo iQ Board

### Composition
- 6 Forwarders
- 6 Carriers
- 1 Industry Associate (GHA, IT or RFS)

- Each member chosen as a person and as a company.
- Board members are appointed for 2 years, every year half the board is re-elected.

### Board Members
- Henrik Ambak - Chair, Emirates SkyCargo
- Kerstin Straus – Vice Chair, Kuehne + Nagel
- Jens Appel, Lufthansa Cargo
- George Efklolidis, IAG
- Gerald Suckling, Qatar Airways
- Frosti Lau, Cathay Pacific
- RJ Pegels, KLM Cargo
- Bjoern Eckbauer, Schenker A.G
- Peter Baumgartner, CEVA
- Arlet Gamboa, DHL GF
- Uwe Glaser, Cargomind
- Clark Fritzsch, Hellmann
- Hendrik Leyssens, Swissport
Plan · Deliver · Learn | Together
Cargo iQ has developed a Master Operating Plan (MOP) which describes the movement of a shipment and information from shipper to consignee in 19 key steps.
Our Master Operating Plan is the adopted industry standard for processes from shipper to consignee. **STANDARDS**

Our external, independent auditors guarantee our members are dedicated to true, transparent quality. **CERTIFICATION**

Single best source for performance data in our industry. Over 110 million lines of data per year. **INFORMATION**

Performance and planning data: improve processes, by station, milestone or partner. **PROCESS**

Compare your performance to the overall industry on various KPI’s, every month. **BENCHMARKING**

60 plus members, including airlines, forwarders, GHAs, and IT companies, collaborate globally. **COMMUNITY**
## Membership Categories

<table>
<thead>
<tr>
<th>Member category</th>
<th>Who does it apply to?</th>
<th>Size</th>
<th>Size determinant (MAWBs/shipments per year)</th>
<th>Annual Fee</th>
<th>Voting rights &amp; certification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full member</td>
<td>Founding airlines and forwarders; membership since more than 10 years</td>
<td>S</td>
<td>$\geq 0$ MAWBs</td>
<td>CHF 6,000</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>M</td>
<td>$&gt; 25,000$ MAWBs</td>
<td>CHF 10,000</td>
<td>Yes</td>
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<tr>
<td></td>
<td></td>
<td>L</td>
<td>$&gt; 150,000$ MAWBs</td>
<td>CHF 20,000</td>
<td></td>
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<tr>
<td>Full member</td>
<td>Airlines and forwarders</td>
<td>S</td>
<td>$\geq 0$ MAWBs</td>
<td>CHF 7,500</td>
<td>Yes</td>
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<tr>
<td></td>
<td></td>
<td>M</td>
<td>$&gt; 25,000$ MAWBs</td>
<td>CHF 12,500</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L</td>
<td>$&gt; 150,000$ MAWBs</td>
<td>CHF 25,000</td>
<td></td>
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<tr>
<td>Full member</td>
<td>CDMP IT providers; Active Industry stakeholders (GHA at a single location)</td>
<td>S</td>
<td>$\geq 0$ MAWBs</td>
<td>CHF 7,500</td>
<td>Yes</td>
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<tr>
<td></td>
<td></td>
<td>M</td>
<td>$&gt; 500,000$ MAWBs</td>
<td>CHF 10,000</td>
<td></td>
</tr>
<tr>
<td></td>
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<td>L</td>
<td>$&gt; 1,000,000$ MAWBs</td>
<td>CHF 20,000</td>
<td></td>
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<tr>
<td>Full member</td>
<td>Industry Associates (GHAs, road feeders)</td>
<td>S</td>
<td>$\geq 0$ shipments</td>
<td>CHF 7,500</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>M</td>
<td>$&gt; 500,000$ shipments</td>
<td>CHF 12,500</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>L</td>
<td>$&gt; 1,000,000$ shipments</td>
<td>CHF 25,000</td>
<td></td>
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<tr>
<td>Associate Member</td>
<td>Airlines, forwarders, IT providers, GHA, RFS</td>
<td>Any</td>
<td></td>
<td>CHF 10,000</td>
<td>No</td>
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<tr>
<td>Strategic Associate</td>
<td>Any other industry participant</td>
<td>Any</td>
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<td>CHF 5,000 + cost of reporting</td>
<td>No</td>
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<tr>
<td>SME direct</td>
<td>Small &amp; medium Forwarders / Carriers</td>
<td>Any</td>
<td>$&lt; 30,000$ MAWBs</td>
<td>CHF 500 to CHF 5,000</td>
<td>Possible</td>
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<tr>
<td>SME indirect</td>
<td>Forwarders / Carriers via an Intermediary</td>
<td>Any</td>
<td></td>
<td>CHF 0.20 transactional costs per AWB</td>
<td>No</td>
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</tbody>
</table>
Contact Information

Lothar Moehle
Executive Director
Phone  +49 176 803 95 325
E-mail  moehlel@iata.org

Chris Davies
Technology & Product Manager
Phone  +41 22 770 20 21
E-mail  daviesc@iata.org

Laura Rodríguez
Manager Implementation & Quality Assurance
Phone  +41 22 770 26 42
E-mail  rodriguezl@iata.org

Megha Palkar
Assistant Manager
Phone  +41 22 770 20 80
E-mail  palkarm@iata.org