

e-AWB workshop



Competition law - IATA

Participants are reminded that the following guidelines must be strictly adhered to at all times.

Competition Law Compliance

1. Follow the agenda

2. Do not discuss

- Pricing, including rates and service charges commissions
- Bids on contracts allocation of customers
- Geographic/Product market allocations and marketing plans, including expanding or withdrawing from markets
- Group boycotts
- Standard Setting that could be construed as a group boycott or otherwise unreasonably restrain trade
- Your relations with agents, airlines or other third parties
- Any discussion aimed at influencing the independent business decision of competitors

You will be asked to leave the meeting, and the meeting may be terminated, if such discussions occur

3. Remember: All discussions count, even informal ones outside the meeting room!



Who is represented at the workshop

- Airlines
- GHAs
- Authorities
- Forwarders
- CCS

Why are we here?

Airlines



Handling Agents



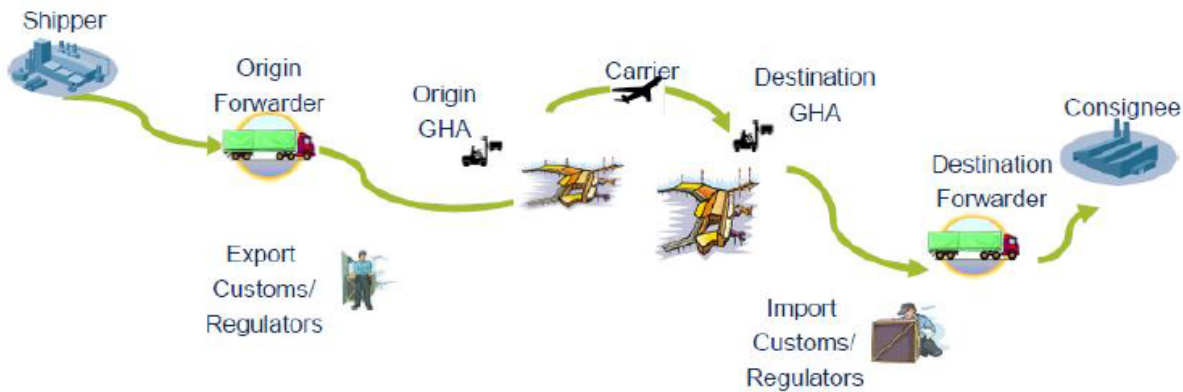
Roll out in the Nordics

- Launch of joint initiative between IATA and leading airlines for a Nordic e-AWB Roll-out at Nordic Air Cargo Symposium on 8th April 2014
- Effective 1st May, FWB message before Goods Acceptance (GAC) is mandatory
- During May/June – Workshops in Denmark, Sweden, Norway and Finland hosted by leading Airlines on behalf of IATA
- August 14th – e-AWB and Single process launch in Nordics
- 2015 – Roll-out in Baltics and Iceland



Status

- Launched by IATA in 2006, e-AWB is an industry-wide initiative involving:
 - Airlines, Forwarders, GHAs, Shippers, Authorities
- e-AWB is about building a paper free air cargo supply chain by replacing paper documents with electronic messaging
- Goal for the industry:
 - 22% by end of 2014
 - 45% by end of 2015
 - 80% by end of 2016



What's in it for me?

- **Cost reduction**
 - Eliminate paper handling, transporting and processing cost (eliminates data re-capture)
- **Time**
 - Reduce Freight wait time
- **Quality**
 - Data quality means customer satisfaction
- **Compliance**
 - Worldwide Customs & Security information digitally available
- **Sustainability**
 - Contribute to environment by reducing paper consumption

Current status of e-AWB in the Nordics

Best country in Nordics - Denmark ranks 25 in the world for e-AWB country of origin

Country	Rank	JAN14	FEB14	MAR14
Hong Kong (SAR), China	1	50.263	32.616	56.939
United Arab Emirates	2	23.718	23.479	26.275
United States of America	3	17.640	16.883	19.540
South Korea	4	13.548	13.646	16.457
Singapore	5	14.425	13.092	15.532
Netherlands	6	6.510	6.541	7.073
France	7	5.517	5.538	6.775
United Kingdom	8	6.473	5.845	6.532
Germany	11	3.120	3.185	3.499
Spain	16	2.803	2.720	2.719
Denmark	25	716	810	895
Sweden	43	68	63	130



Denmark versus the nordic countries

2014	Jan	Feb	Mar	Apr	%
Denmark	716	810	895	897	10,5
Sweden	68	63	130	259	1,3
Finland	13	15	10	30	0,2
Norway	21	25	28	25	0,4

Requirements from Forwarder side – Multilateral Agreement

- Requirements that the IATA e-AWB multilateral Agreement is signed
- Once Airlines and Forwarders have joined the agreement:
 - Airline and Forwarder have bilateral discussions to determine start date and locations
 - Airline sends “Activation Notice” to Freight Forwarder confirming bilaterally decided location(s) and dates



Signed Multilateral Agreement in DK

Schenker A/S	Blue Water Shipping
Maersk Logistics Denmark A/S	LEMAN Intl. System Transport A/S
Scan Global Logistics A/S	RÖHLIG DANMARK A/S
DSV Air & Sea Holding	Agility A/S
Toll Global Forwarding	DACHSER Denmark A/S
Expeditors Denmark A/S	World Courier Denmark A/S
JAS Forwarding	Airlog Group Denmark A/S
DHL Global Forwarding A/S	Inter-Scan Sea & Air A/S
Panalpina Denmark	Hellmann Worldwide Logistics A/S
UPS SCS Denmark APS.	

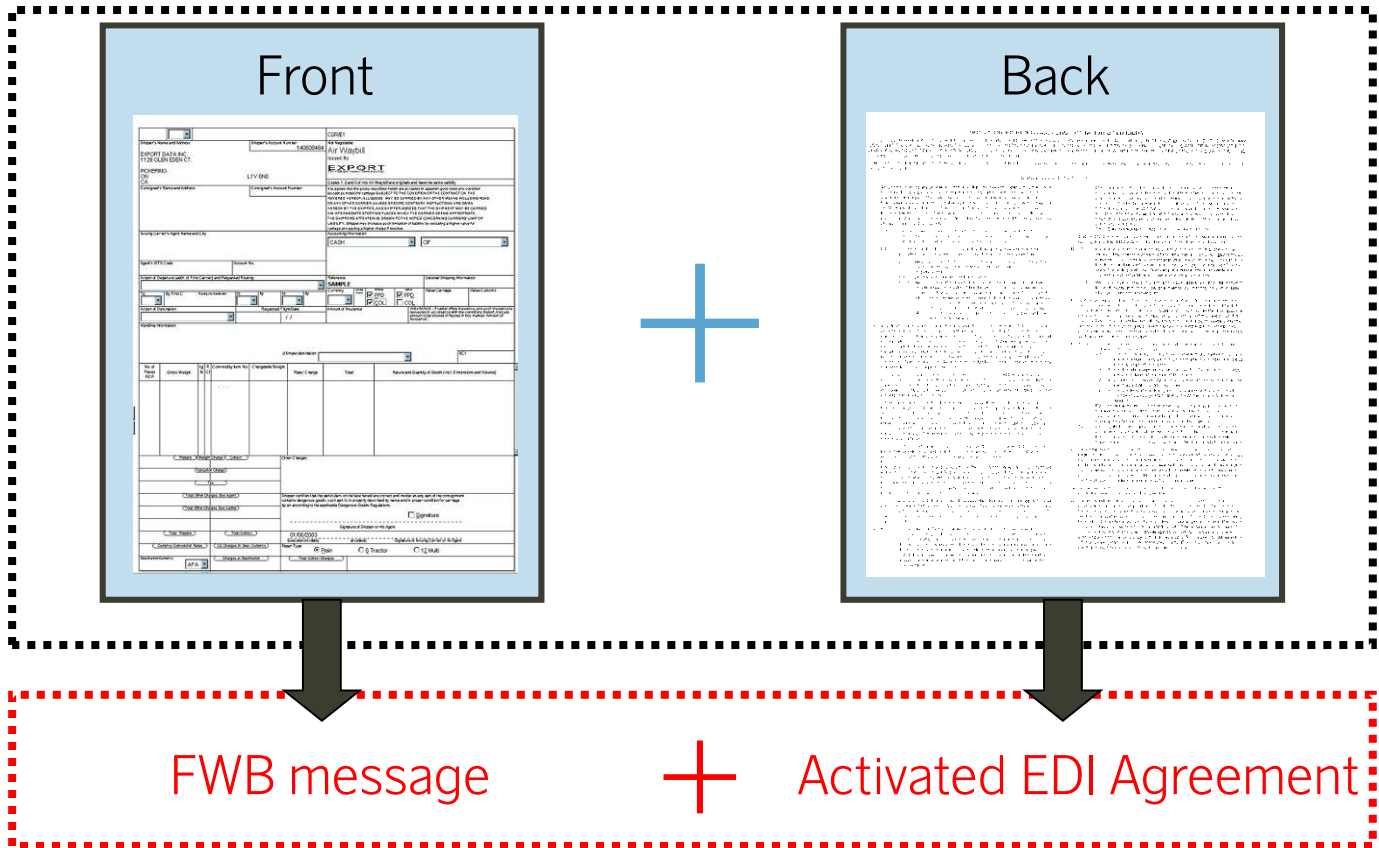


Signed Multilateral Agreement - Airlines

Air Baltic Corporation	KLM Cargo
Air France	Korean Air Lines
American Airlines	LAN Cargo S.A.
British Airways	LOT Polish
Cargolux	Lufthansa Cargo
Cathay Pacific Airways Limited	Malaysia Airlines/MASkargo Sdn Bhd
China Airlines Limited	Qantas Freight Enterprises
China Southern Airlines	Qatar Airways Q.C.S.C
Delta Air lines	Scandinavian Airlines
DHL Aero Expreso,S.A.	Singapore Airlines Cargo Pte Ltd
Emirates Airlines	Swiss International Air Lines Ltd
Etihad Airlines	Thai Airways International
Finnair Oyj	Turkish Airlines
Iberia Lineas Aereas de Espana S.A.	United Airlines

e-AWB is an electronic contract

Paper
AWB



e-AWB

NO NEED TO PRINT , HANDLE OR ARCHIVE PAPER AWB ANY MORE

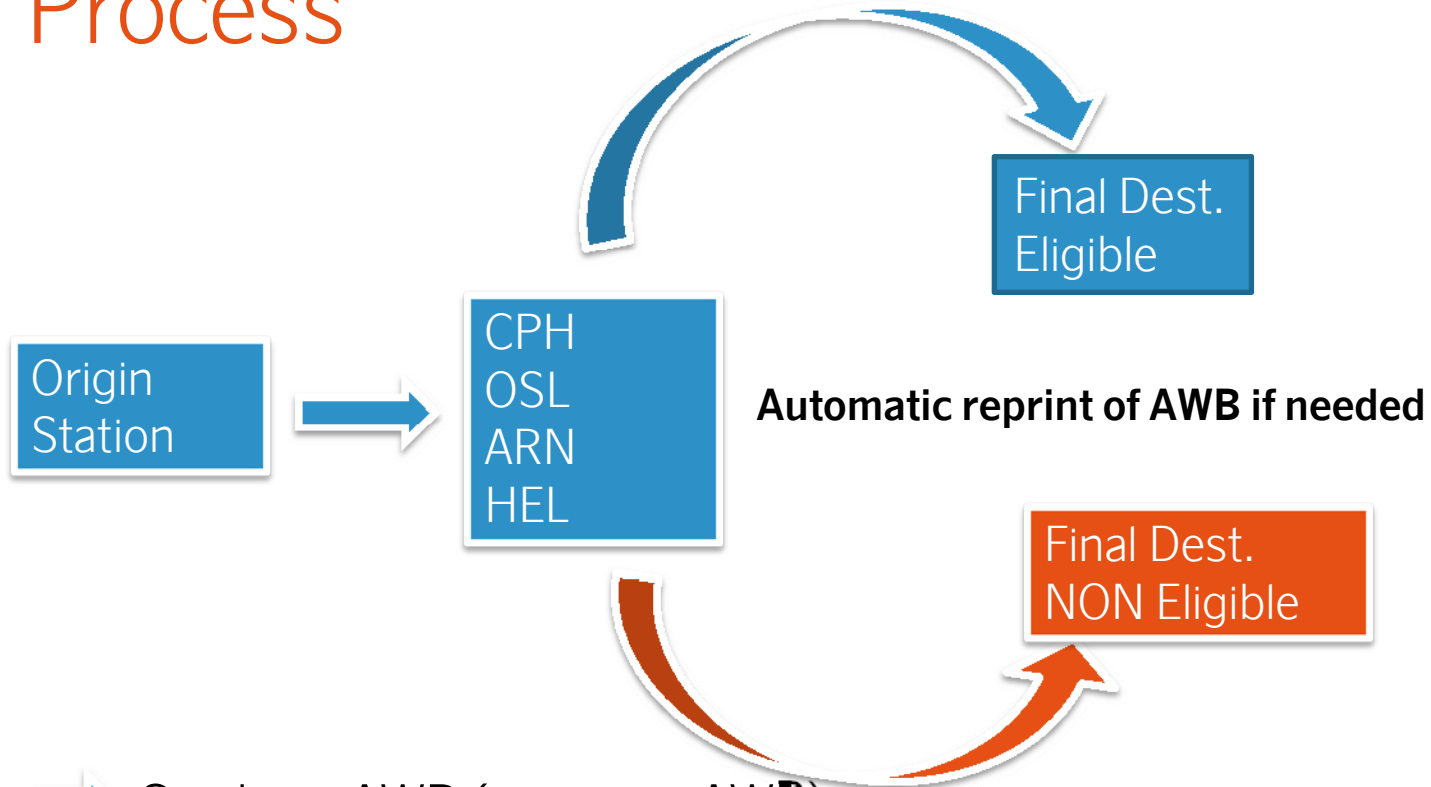
The Contract obtains its legal status by an electronic combination of:

- **The FWB message sent by the forwarder to the airline**
- **The FSU/RCS message sent in return by the airline to the forwarder**
- **Document Pouch, properly labeled according to IATA's Recommended Practice 1600u**

Under Single Process a Forwarder always sends electronic data to the airline and never delivers a paper AWB with the cargo.



Where can e-AWB be used – Single Process



➡ Can be e-AWB (no paper AWB)

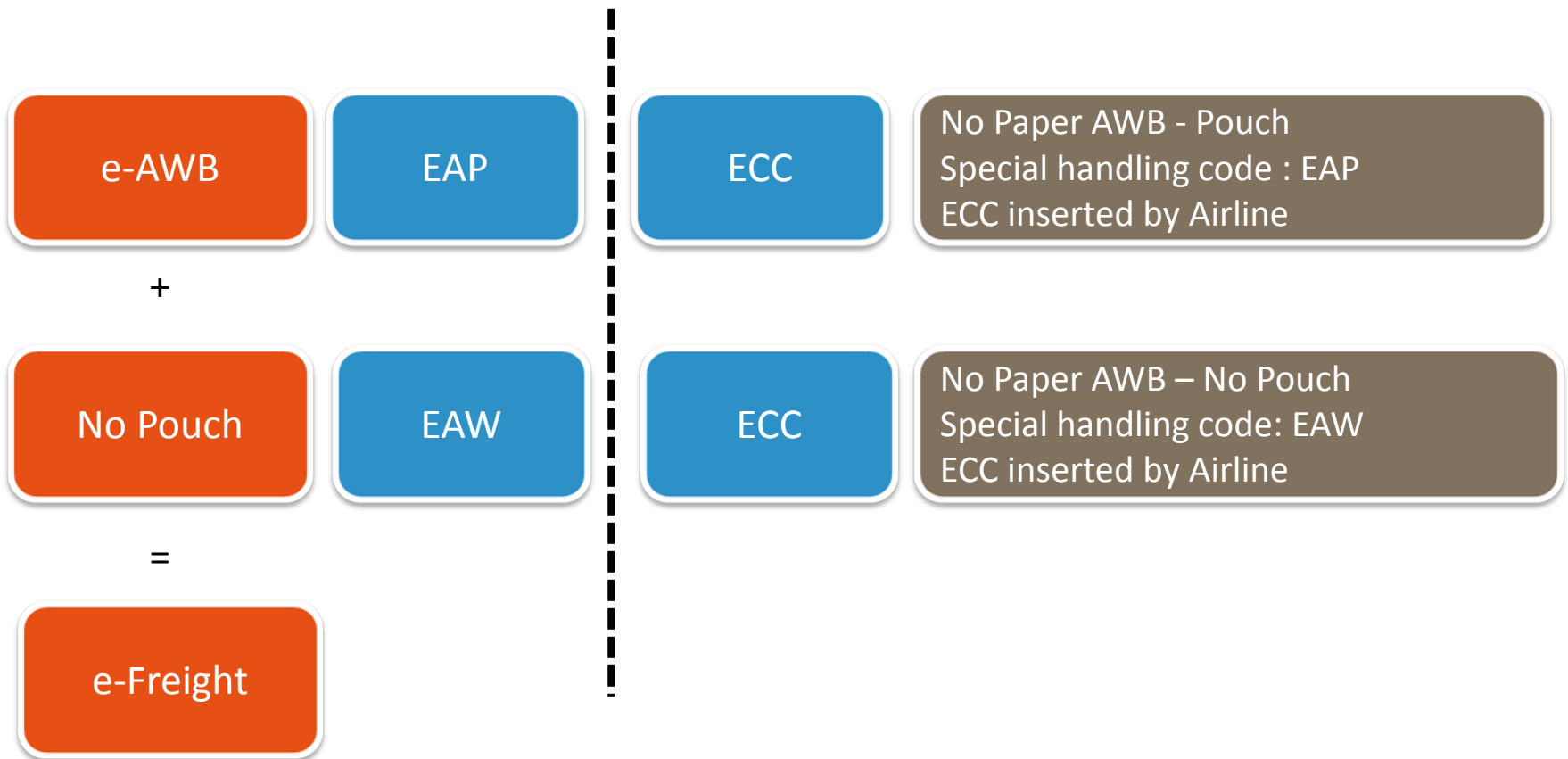
➡ Orig./HUB will reprint AWB for final leg to non eligible countries

Where can e-AWB be used

- The e-AWB can be used on routes where the country of origin and the country of destination have ratified either Montreal Convention (MC99) or Montreal Protocol (MP4)



ECC code by Airline

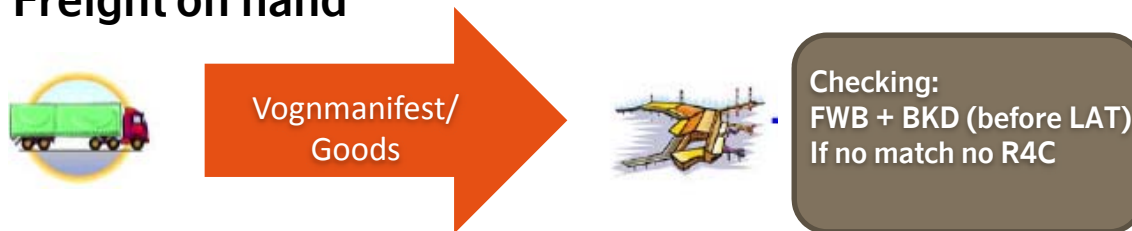


E-AWB electronic process

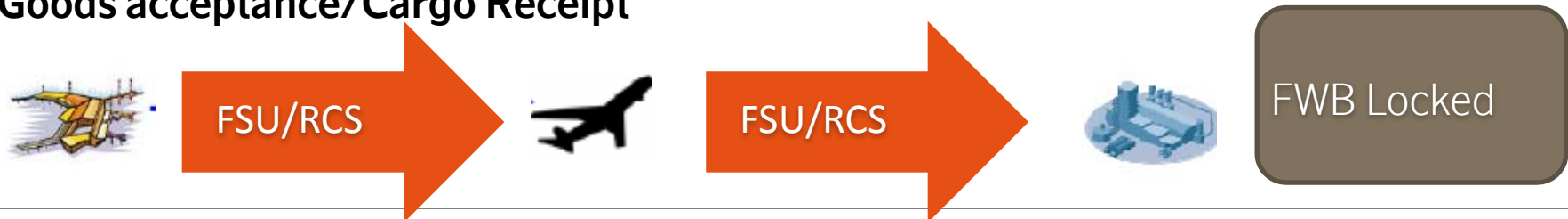
Before acceptance



Freight on hand



Goods acceptance/Cargo Receipt



Checklist for Forwarders

- ✓ Sign Multi-lateral agreement IATA
<http://www.iata.org/whatwedo/cargo/e/eawb/page/multilateral.aspx>
Remember to include all your branches to the agreement
- ✓ Check message capabilities (FWB version 16 – FHL version 4)
- ✓ Ensure that you have the capability to send, receive and archive FWB and FHL, FNA, FSU/RCS (optional FSU/FOH) messages (or equivalent XML messages)
- ✓ Ensure that FWB quality and quantity is at or very close to 100% on regular basis. Please work with the airlines to achieve this goal
- ✓ Can my branch offices work without paper AWB? Please also check with any 3rd party such as Delivery Companies that transport the systems from the forwarder facilities to the airlines facilities
- ✓ Prepare first test shipment with airline and test



Frequently Asked Questions

- **Security: ECSD and SPX**

- ECSD: Electronic Consignment Security Declaration
- SPX: Special Code to place in FWB to show that cargo is secure

FWB/16

[...]

SPH/**SPX**/EAP

Security status

OCI/DK//RA/01347-01-0711

RA No and Party

///SM/KC or XRAY or

ATTACHED SECURITY DECLARATION

Reason for security status

///SN/MICKEY MOUSE

Issued by

///SD/01JUL131235

Issued on – Date and Time



Frequently Asked Questions

- **AVI – DGR - HUM**

- As first step is only to replace Master AWB, special cargo can be shipped under Single Process
 - FWB containing all necessary information (Product Codes, Special Handling Codes, etc) is still required
 - SPL EAP must be included
 - Other required documents (Shippers Declarations, CITES, ext.) in paper format must still accompany shipment as today

FWB mistakes

- Missing dimensions

Volume 367 kg becomes 4160 kg

```
QK CPHFMXH  
.CPHBGSK 101353  
FFR/S  
117-35452874CPHBOS/T20K367M/C0.86/FRESH SALMON/COL  
SK909/11APR/CPHEWR/HK  
REF/CPHBGSK  
DIM/K00367.0/CMT120-80-130/1  
SHP/A  
/CPHEH  
/KYSTVEJEN 40  
/KASTRUP  
/DK/2770
```

```
ACC/GEN/PRICES ARE BASED ON THE BOOKING  
/GEN/DATE 11APR14  
/GEN/PRICES ARE BASED ON THE BOOKING  
/GEN/DATE 11APR14  
//GEN/PRICES ARE BASED ON THE BOOKING  
/GEN/DATE 11APR14  
CVD/DKK/PX/PP/NVD/ICV/XXX  
RTD/1/P20/K367/CS/SQ100/W4160/R7.48/T31116.80  
/NG/FRESH CHILLED WHOLE  
/2/ND/ND  
/3/ND/CMT120-80-130/1  
/4/ND/CMT120-80-130/19  
/5/ND/ND  
/6/ND/ND  
/7/NG/GUTTED SALMON  
/8/ND/ND  
/9/ND/ND  
/10/ND/ND  
/11/NG/SALMON FILLETS  
/12/ND/ND  
/13/ND/ND  
OTH/P/MY C32656SCC7696  
PPD/WT31116.80  
/OC40352/CT71468.80
```

FWB mistakes

- Missing Product Service Code

```
ACC/GEN/PRICES ARE BASED ON THE BOOKING  
/GEN/DATE 25MAR14  
CVD/GBP/PX/PP/NVD/NCV/XXX  
RTD/1/P2/K15/CN/VV44.5/R2.17/T96.57  
/NG/CONSOLIDATION AS PER  
/2/ND/INDA  
/3/NG/ATTACHED MANIFEST  
/4/ND/INDA  
/5/NC/CONSOLIDATION  
/6/ND/INDA  
/7/ND/INDA  
/8/NC/CONSOLIDATION  
/9/INV/MC0.26  
OTH/P/AWA5M/YC10.65/SCC2.40  
/R/CHC20  
PPD/WT96.57  
/OA5/OC33.05/CT134.62  
CER/KUEHNE NAGEL LTD  
ISU/24MAR14/LONDON/KUEHNE NAGEL LT  
REF//AIR/SK/LHR  
COR/C  
ARD/2591403263  
SPH/AOG/PAA
```

```
/MANCHESTER  
ACC/GEN/BOOKED PRIORITY  
CVD/GBP/PX/PP/NVD/NCV/XXX  
RTD/1/P1/K17.0/CM/VV17.0/T35.00  
/NG/NOT RESTRICTED  
/2/ND/INDA  
/3/NG/NON HAZARDOUS  
/4/NG/PHARMACEUTICALS  
/5/NG/DIMS  
/6/NG/1 48X43X45 CMS  
OTH/P/CHC20.00/XRC14.40/FSC12.41  
/P/XDC2.72  
PPD/WT35.00  
/OC49.53/CT84.53  
ISU/25MAR14/MANCHESTER/PTHOMPSON1  
OSV/1 X FIBREBOARD BOX AS ADDR....AGT DUL  
/PLEASE STORE BETWEEN 15 C TO 25 C WHERE POSSIBLE
```

Correct Product Service Code

- RTD section insert Product Service Code

ACC/GEN/SAT REF 460618

CVD/DKK/PX/PP/NVD/NCV/XXX

RTD/1/P1/K1/CM/W1.5/R390/T390

/NG/CONSOLIDATION AS PER

/2/NG/ATTACHED MANIFEST

/3/NC/CONSOLIDATION

/4/NS/1

/5/NC/CONSOLIDATION /J

OTH/P/MYC5.95SCC1.50

/C/TYC210

MIP (Message Improvement Program)

FWB and FHL quality report

- Message rejected by CCS
- Message rejected by Airline
- Business data invalid after syntax checks passed
- Duplicate messages

Link:

<http://www.iata.org/whatwedo/cargo/e/Pages/MessageImprovementProgramme-MIP.aspx>

Frequently Asked Questions

Who do I turn to for further support

E-AWB contact persons in DK

- **SAS Cargo** – Pernille Hansen (pernille.hansen@sas.dk)
- **Lufthansa Cargo** – Michael Schoop (michael.schoop@dlh.de)
- **KLM/AirFrance** – Søren Rørstrøm (soeren.roerstroem@klmcargo.com)
- **Finnair** – Petteri Hellén (petteri.hellen@finnair.com)
- **Thai Airways International** – Erik Bertelsen (Erik.B@thaiairways.dk)
- **Emirates Airlines** – Peter Hybschmann (s770288@emirates.com)
Mette Bybjerg Jensen (mette.jensen@emirates.com)
- **Singapore Airlines** – Nete Kilding (Nete_Kilding@singaporeair.com.sg)
- **Qatar Airways Q.C.S.C** – Patrick Vestphael (patrick.vestphael@nordicgsa.dk)
- **Korean air Cargo** – Berit Knudsen (cphsm@koreanair.com)

Frequently Asked Questions

- **Where can I get more information**

- The IATA website – information about e-AWB and the Multilateral Agreement

<http://www.iata.org/whatwedo/cargo/e/eawb/Pages/toolkit.aspx>

Q&A session

- Do you have any questions?

Next step

- FWB/FHL – if none of these are sent to airlines - we will let you know
- Testing will take place for all Airlines – let us know if you like to start
- If you have not signed the Multilateral Agreement
 - Do it and lets get a paperless air cargo environment

Glossary

EDI	Electronic Data Interchange
FWB	"Freight Air Waybill" – EDI message containing information on master Air Waybill level
FHL	"Freight House Waybill" – EDI message containing information on House Air Waybill level
eCSD	"Electronic Consignment Security Declaration" – Security Declaration in electronic form
EAP	Special Handling code for "Electronic Air Waybill with Pouch"
EAW	Special Handling code for "Electronic Air Waybill without Pouch"
EDI Agreement	Electronic Data Interchange Agreement, Legal basis for e-AWB
FNA	"FWB message Not Approved" – FWB rejection message
MIP	"Message Improvement Program" to ensure that FWB meet IATA standards
RCS	"Received Cargo Shipment" – Goods acceptance message (Goods and Docs received and check completed)