

Cargospot AirMail:

Powering old business in new ways

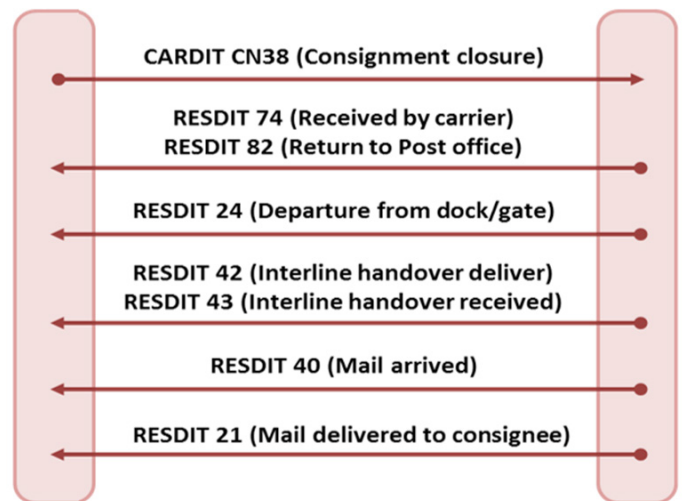
Christopher Shawdon, Head of Business Development

At the Dallas World Cargo Symposium in March 2018, IATA stressed how e-commerce is a driver of growth for the air cargo industry. Today's consumers expect very fast delivery and will buy from retailers or individual shippers half way round the world as easily as from those down the street. But, while IATA discussed that e-commerce can power air cargo's growth, it also highlighted the need for new systems and processes.

The biggest e-commerce shippers that airlines deal with are also one of their oldest clients – post offices. Mail has been moving by air for over a hundred years, but today's post offices collaborate to set standards through the Universal Postal Union (UPU).

Processing air mail and parcels is inherently different to heavier air cargo, which is what led CHAMP to build its new Cargospot AirMail module. As an integral part of Cargospot, it meets the UPU needs for shipping e-commerce: visibility, speed, and collaboration delivered at low-cost.

A key advantage of the air mail module being part of Cargospot Airline, is that it allows carriers to manage mail as part of their overall cargo capacity. The new functionality allows airlines to move towards the IATA Postal Air Waybill Number initiative. Yet, it also meets the post offices' unique needs by allowing the creation of post office allocations, the assignment of capacity specifically for mail, post-only and ad hoc contracts, and UPU rating for non-contracted shipments. Rating works in accordance with UPU guidelines around postal class and rates, and

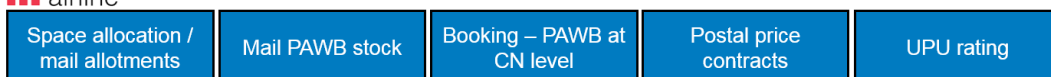


Cargospot allows carriers to collect other charges around the carriage of air mail.

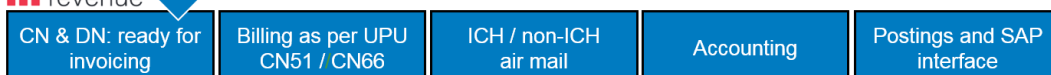
Operationally, air mail needs to be accredited by and to work with post offices. To best achieve that, CHAMP is partnering with GLS Hong Kong whose EzyPost™ mail operations solution is accredited by, and connects to over 50 post offices including the USPS and China Post.

The scope starts with the receipt of UPU CARDIT CN38 consignment-level messages sent

by post offices. That triggers sorting of mail by flight based on destination, and goes on to manifesting, ramp transportation



DN upload interface



through loading on the aircraft and the reverse at destination.

Interlines and multi-sector flights can be accommodated. Throughout the whole process, RESDIT update messages are sent to post offices to ensure timely updates and allow them to update their e-commerce clients.

Scanning is supported on Android, WinCE, and Win Mobile devices with iOS support expected in future. It allows users to receive mail bags, load them onto flights, break them down from flights, and deliver them. Carriers who use the new Cargospot mobility solution will usually also be able to use their scanners for Cargospot AirMail.

Reports include a raw data report which is downloadable to the airline system to support invoicing, a performance report and a consignment report (CN38/CN46/Manifest). As all the data can

be included in CHAMP's Data Lake, powerful management dashboards can be easily produced.

Accounting includes billing to post offices (CN51 and CN66), interline billing through Mail ICH and NON-ICH Export runs. The mail revenue recognition is supported through an earned revenue accounting run.

Implementation is extremely quick. The Cargospot components are already available to many clients, as a standard EzyPost™ implementation can take 3 weeks before cutover, together with post office approval processing. That speed and integration sets up carriers to grow their mail business and share in the e-commerce future.

For more information on Cargospot AirMail, please contact your CHAMP representative or marketing@champ.aero.

PAWB: [redacted] Issuing Carrier: [redacted] Type: Postal JOHN 2017-11-23 10:24

Currency: EUR Product: DIMENSION Stock type = Postal

Issue Date: 2017 Account Date: 2017 Dates Area: HAM CCA Invoice #: 31

Issuing PO: Deutsche Post (HAM) CN Reference: [redacted]

Origin: HAM Dest: LRR Pieces: 12 Weight: 130.0 Kg Volume: 0.600 SHC Pricing Flight

Orig	Dest	Carr	Flight #	Flight Date	Alloc Code	Allotment	Pcs	Weight	Volume	ULD	Uld Detail	Stat	Rcv.
HAM	LRR	XS	888	2017-11-23	CA		12	130.0	0.600	U		BKD	

	Pieces	Weight	Category	Class	Sub Class	PType	Charge Wt	Volume	Rate	UPU	Total
1	6	60.0	A	E	N	DPO	60.0		100.000	N	6000.00
2	6	70.0	A	U	N	CIV	70.0		0.000	N	7000.00
3											
4											
	12	130.0					130.0				13000.00