

## **Keynote: Arno Hoitink**

### ***“Cargonaut, the Air Cargo Perspective”***

#### The need for a Cargo Community System

To create a competitive advantage at international airports, the various stakeholders in the Cargo Community System, such as forwarders, ground handlers, airlines and customs, all need to cooperate. A lack of relevant and accurate information can result in inefficient processes and other 'hidden costs' such as excessive inventories. By sharing more information in the supply chain, it is possible to optimize these processes and reduce costs. Fast and reliable air cargo information systems become increasingly indispensable for international airports.

#### The Cargonaut Solution

Cargonaut has vast experience in providing electronic message exchange solutions for the airfreight industry, as well as supplying value-added products and services. These IT solutions support the further integration of business processes throughout the logistics chain and facilitate the relationship between logistics and government processes.

### ***About the author:***

Arno Hoitink has been Managing Director of Cargonaut from 1992 until 2010 and was in charge of the daily operation of the cargo community system at Schiphol Airport. He has a large experience in the business of building, implementing and operating Air Cargo related IT-systems. Since 1985 he is working for Cargonaut in several management positions in which he obtained knowledge of logistics in the transportation business in general and more specific in air cargo logistics. On a national and international level (IATA) he has been actively involved in process innovation in the air cargo industry and in the promotion and introduction of electronic information exchange between logistics companies.

Since the beginning of 2010 Cargonaut has international ambitions in the area of e-freight, Customs and community systems. Since 2010 Arno heads the Cargonaut group of companies with a special focus on international development.

He is also a member of the Board of Directors of Smartloxs B.V. and CIN-France. Smartloxs B.V. is a company that provides smartcard solutions for access and security in the transportation and is owned for 55% by Cargonaut. CIN-France is the Cargo Community System in France and is owned for 25% by Cargonaut . The daily operation of CIN-France is performed by Cargonaut.