

Cargo Air Service Development

In today's hypercompetitive cargo aviation environment, development of route networks is a top priority. IATA Consulting provides proven guidance to identify, develop and expand cargo route networks at airports around the globe.

We have the expertise and industry contacts to help your organization identify gaps, reduce leakage, optimize resources and develop attractive business cases that will build new air links to high-potential markets.

HOW CAN IATA CONSULTING HELP?

IATA Consulting has the expertise to make your airport attract, expand, retain or otherwise improve air cargo services. Our studies are based on facts, analytical modeling and our own powerful databases and tools. IATA Consulting can help maximize your route network in order to:

Bring existing cargo carriers to **new destinations**

Convert multi-stop or connecting cargo flights into **non-stop services**

Attract new cargo carriers

Upgrade existing air cargo services to larger aircraft

Add more frequencies

Improve connectivity



Consulting.



IATA CONSULTING SERVICES

Our services provide tailor-made solutions to enhance your in-house capability and develop compelling business cases with robust demand and route profit/loss analysis ready to be presented to cargo operators.

Typical service areas:	Our solutions are based on:
Improve airport's competitive position	Detailed traffic profile analysis and air cargo forecasting
	Airport catchment area definition and mapping
Develop new routes	In-depth connectivity analysis
	Tech-stop analysis
Design measures or incentives to grow cargo business	Interviews with key airlines, freight forwarders and external stakeholders
	Benchmarking analysis

THE BENEFITS OF USING IATA CONSULTING

70 years of presence in the aviation industry

Privileged access to airlines' heads of cargo

Unique access to industry stakeholders, such as trade associations, ministries and civil aviation authorities

Highly experienced cargo operations experts

Leader in the development of the latest cargo industry best practices initiatives

Extensive knowledge of the latest cargo market and trade development trends

Privileged access to industry-leading databases and tools

Neutral assessment based on international best practices

Global presence and project experience in key cargo markets

WHO HAS BENEFITED FROM IATA CONSULTING SERVICES?

COUNTRY	TARGET AIRPORT / CLIENT	COUNTRY	TARGET AIRPORT / CLIENT
 Canada	Vancouver International Airport	 South Korea	Korean Airports Corporation
 Kazakhstan	Karaganda International Airport	 Thailand	Suvarnabhumi International Airport
 Japan	Narita International Airport	 U.A.E.	Dubai World Central
 Singapore	Singapore Changi Intl. Airport	 U.S.A.	Oakland International Airport

Visit iata.org/consulting or contact consulting@iata.org to get started!