

## **Invest in your future**

Air cargo handling is highly competitive and investments should be channeled to where they deliver the greatest value for your business. Lufthansa Consulting's approach ensures you get the best value for money.

- Before you commit to investments in buildings and equipment, a feasibility study determines your current and future needs before tailoring them into the most suitable concept development, which is followed by a financial viability assessment. This reduces your financial and operational risk while bringing confidence to outside investors.
- Once you have given approval to proceed, the concept will be refined into a detailed facility and systems design. Independent of construction companies and suppliers, our proven tender process ensures you get exactly what you need. Contract design, supervision and quality controls reduce the risk of unpleasant surprises at later project stages.
- Implementation is the culmination of all previous steps. Sound preparation, careful staff training and experience are the keys to consolidate buildings, material handling systems and equipment, IT, staff and processes into the efficient, flexible high quality cargo facility that allows you to master the art of cargo handling.

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**Cargo Facilities · Optimization**  
**Material Handling Systems**  
**Tender Process · Planning**  
**Implementation · Processes**  
**Storage · Financing · Security**  
**Market Potential Assessment**  
**Feasibility Study · Special**  
**Cargo Handling**

We design cargo facilities that work!

## ***Boost your cargo handling***

Because air cargo still spends most of its time on the ground, this is where the potentials for improving customer satisfaction lay hidden.

But it is not just speed that handling customers demand. In times of global supply chains and integrated logistics, transparency, reliability, cost effectiveness as well as commodity specific treatment and storage are high on their agenda. In some industries shippers even audit their transportation service providers and work only with those who perform to consistently high standards.

Add to that the applicable regulatory requirements both of individual countries and international bodies for customs, security, veterinary and phyto-sanitary inspections, and efficient, flexible, high quality cargo ground handling becomes a sophisticated, complex art. However, one that holds interesting potentials if done properly.

Sounds challenging? It is! Team up with Lufthansa Consulting to find the right way forward to boost your cargo handling.



## ***Achieve your best***

Every cargo facility operator's business environment is different. The same applies to the mix of tools which deliver the solution allowing you to achieve your best.

### ■ **Process optimization**

Reducing non-value adding activities and process times while improving transparency and accountability leads to increased reliability and consistently good results.

### ■ **Cost reduction**

Starting with the identification and analysis of your cost drivers we devise options to lower your costs, e.g. through revised staffing levels and duty rosters, without compromising quality, security or safety of the operation.

### ■ **Facility development**

The ideal facility enables smooth traffic flows in all directions within a secure environment and allows you to grow flexibly without encountering bottlenecks or carrying an excessive capital burden unmatched by revenues.

### ■ **Automation**

When reaching a critical mass, cargo facilities must be equipped with material handling systems in order to ensure adequate performance and limit the use of valuable airport property. We help you to engineer the MHS that suits your needs.

### ■ **Interface design**

At most airports potential ways of reducing friction at the interfaces between air cargo handling stakeholders through streamlined procedures and communication are waiting to be exploited.

### ■ **Quality management**

A few carefully chosen key performance indicators and a closed control loop to measure, monitor and analyze deviations from defined standards give you full control of your cargo facility's performance.