



INTEGRATORS

Provide door-to-door service using a combination of transport modes



GROUNDHANDLING

Is a critical element of the service provided by integrators

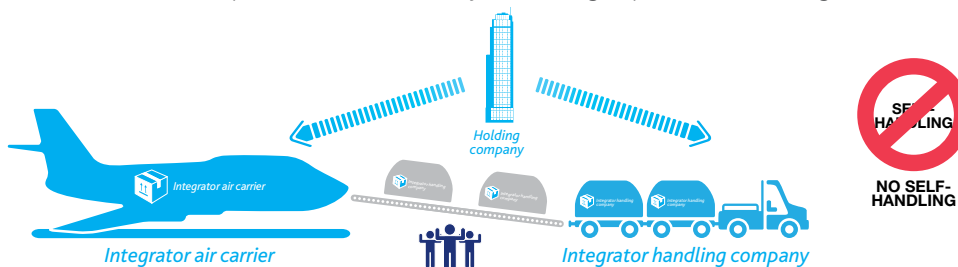


The position of integrators has already been formally recognised in Belgium in **Royal Decree n° 2010014248** which reads: "Integrator: a user of the airport which offers 'door-to-door' services and which performs groundhandling services for the aircraft which it owns, the aircraft which it leases, and the aircraft which operate under the same international franchise as aircraft from third carriers which are in any way integrated in the transport concept of the integrator (unofficial translation from Dutch)

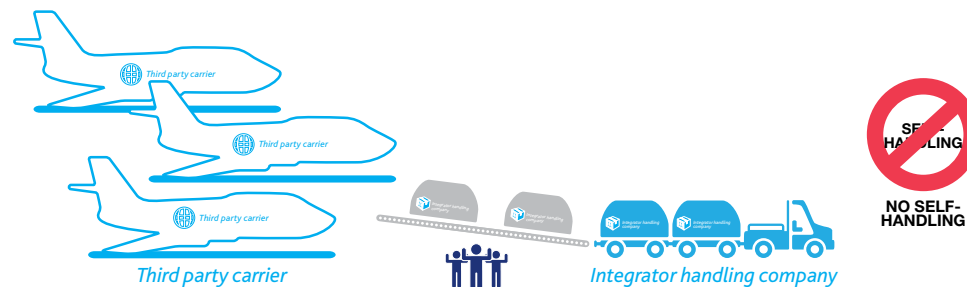
TO ENSURE QUALITY CONTROL, INTEGRATORS WANT TO BE ABLE TO 'SELF-HANDLE' CARGO. IN THIS REGARD, THERE ARE TWO ISSUES WHICH NEED TO BE ADDRESSED. NAMELY, THE LIMITED DEFINITION OF SELF-HANDLING IN THE COMMISSION PROPOSAL DOES NOT TAKE INTO ACCOUNT:

1) The legal structure of a company

Two separate entities owned by the same group = no self handling



2) Third party carriers operate a fully dedicated service to the express carrier network



OUR SUGGESTED AMENDMENTS TO THE PROPOSAL TO ADDRESS THESE TWO ISSUES:

▪ Article 2(e) - Definitions (addition)

For integrators, self-handling shall extend to groundhandling services performed for all aircraft dedicated to its transport network, whether owned or leased and whether operated by an air carrier owned by the integrator or by third parties. For the purposes of this section, the undertaking providing the groundhandling services need not be an airport user but must be affiliated with the integrator.

• New Article 2(k)

"Integrator" means an undertaking that offers door-to-door transport, being a contractually governed service guaranteeing the transportation of freight and/or mail from origin until final destination and where the transport operations, ground handling, sorting and delivery services form an integral and seamless part of that service.

WHY IT MATTERS

QUALITY OF SERVICE

Third party handlers are less interested in the express cargo segment as work takes place at night and in a separate part of the airport.

Integrators would like to have the option of handling all aircraft dedicated to their network, to ensure the quality of express services is upheld.



EFFICIENT AND SPEEDY DELIVERY

Express shipments are often high-value and time sensitive (pharmaceutical products, spare parts, electronics).
The sector delivers around **270 million intra-EU crossborder shipments** annually.*

96%
of EU27 companies indicate they use express delivery services because they need next-day and guaranteed delivery.*



RELIABILITY FOR CONSUMERS & BUSINESS

Customers are the express industry **number 1** priority and control of the delivery chain is crucial to the service the express industry provides.

Any restriction leading to next-day delivery services no longer being available in the EU, would reduce EU GDP by around **€30 billion** a year.*

