

## 2010 World Cargo Symposium Speaker Biographies Ground Handling Agents



**Mr. Kenneth Bell**  
**Director, Service Delivery**  
**Hong Kong Air Cargo Terminals Limited**

Mr. Kenneth Bell is the Director, Service Delivery of Hong Kong Air Cargo Terminals Limited (Hactl), responsible for the management and development of the Company's service delivery.

After graduating from the University of Hong Kong, Mr. Bell joined Jardine Matheson Limited as a management trainee in 1992, and has worked extensively in the Jardine Aviation Services Group of companies in a variety of positions in aviation and airport operations, as well as a posting within the wider Jardine Matheson Group. Prior to joining Hactl in 2006, Mr. Bell was General Manager – Service Delivery and Operations, at Jardine Aviation Services.



**Robert Brown**  
**General Manager International**  
**Air Express Pty Ltd**

Mr Brown is a qualified accountant with over 28 years in the international aviation industry, both in Australia, UK and the USA.

Since 2002 he has been employed with AaE - Australian air Express (joint venture of Australia Post and Qantas) as the General Manager International and a member of the AaE Executive team with responsibilities for all Australian international cargo operations (ie CNS, BNE, OOL, SYD, CBR, MEL,

HBA, DRW, ADL, PER) and over 165 staff.

Previously, he was employed with Ansett Airlines (1981-2001) involved in international cargo handling, freight forwarding operations and the related financial administration in Australia and overseas.

Mr Brown, represents AaE on the IATA Ground Handling Council and the IATA Cargo 2000 Association.



**Guillaume Drucy**  
**Head of Cargo Business Development and Performance**  
**IATA**

Guillaume joined IATA in November 2005, first helping to structure the new IATA Cargo Agenda and create the infrastructure to implement it worldwide.

From September 2006 to October 2009, as Head of Implementation for IATA e-freight, he led the successful implementation of 6 IATA e-freight country pilots, then expansion to a total of 24 countries, over 100 airports over 200 airline and forwarder participants by the end of 2009. IATA e-freight is the flagship Simplifying the Business (StB) programme of IATA in it's simplifying the business (StB) agenda and creates more than 4.9bn dollar value for the air cargo supply chain.

Since October 2009, as Head of IATA Cargo Business Development and Performance, he is leading global coordination and planning of IATA Cargo activities worldwide, as well as coordinating new business development activities.

Prior to working with IATA, Guillaume was Vice President Business Development, Americas (based in Chicago, USA), and Vice President Business Development, EMEA (based in London, UK) for Global Freight Exchange (GF-X), the worldwide e-booking platform for air cargo (now part of the Descartes group).

Guillaume Drucy holds an MSc in Management from Ecole des Hautes Études Commerciales (HEC) Business School, in Paris, France.

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### **Neill Meier**

**Director, Cargo Services, the America's, Servisair**  
**Managing Director, Cargo Management International, Ltd**

Neill is Director, Cargo Services, the America's for Servisair as well as, Managing Director, Cargo Management International, Ltd, an operating division of Servisair. He is based at the Servisair United States headquarters in Houston, Texas.

A 41 year veteran of the airline and aviation services industry, Neill began his career with TWA in Chicago, Illinois. During his 4 decades in the industry, Neill has held several senior management positions including such noted carriers as Continental Airlines Cargo and Virgin Atlantic Cargo, prior to joining Servisair in January 2006.

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### **Jean-Luc Paiement** **President and Chief Executive Officer** **Handlex**

Jean-Luc Paiement has been appointed as President and Chief Executive Officer of Handlex in April 2006.

With 35 years of experience in the transportation industry, national and international, Jean-Luc Paiement held different management positions within Air Canada and was a Project Director, assigned overseas with the ICAO.

With his professional background, he has proven to have leadership skills as well as knowledge in areas such as operations, administration, training, project management and change management.

Jean-Luc is a member of the Logistics Institute in Toronto.

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### **Hemal Shah** **Business Head - Americas,** **Kale Consultants Ltd.**

Hemal Shah heads Kale's complete operations, in the North and South American markets and is based out of Kale's New Jersey office.

At Kale, Hemal has handled multiple profiles in the field of Product Management, Consulting, Revenue Recovery and Protection. Hemal was the global sales head in the Airlines market before moving to the US as Business Head. With an experience of more than 13 years, talking to industry participants across the world and identifying solutions that meet their business needs, Hemal has developed a deep understanding of the Airlines, Logistics and Travel industry. He was also part of the team that set up MPS® – Kale's platform based BPO.

During his rewarding career with Kale, Hemal has shown expertise in building strategic partnerships and alliances, strategising and implementing e-Business/e-Commerce, and customer acquisition and retention projects.

Hemal is a graduate in Computer Engineering and holds an MBA degree from Mumbai University.

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**Andrés Vásques Vargas**  
**Head Cargo Business Unit**  
**Talma**

After completing his undergraduate studies in sciences and biology at a Peruvian university, followed by graduate studies in agribusiness development in France, Andres started his professional experience in the agricultural business.

Mainly involved in operations, and occasionally as a consultant, Andres participated in several projects and start-ups on the fresh produce export business; most of them in Peru, and some in the United States and Mexico.

After these experiences and a strong focus on produce logistics and operations, I was involved in the start-up project for a hypermarket, as produce operations manager. The retail experience of this project added a new angle to my professional background, which combined with his next positions in the commercial and logistic side of the export produce business, led him to the air cargo business

At present, Andres is in charge of the Cargo Business Unit for Talma, the leader Ground Handling company in Peru.

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**Michael Webber**  
**President**  
**Webber Air Cargo, Inc.**

Michael Webber is the president of Webber Air Cargo, Inc., a consulting firm primarily serving the cargo planning needs of airport operators and civil aviation authorities. While US-based, he has completed multiple projects in Asia, Africa, the Middle East and Latin America. On a consulting basis, he previously managed cargo affairs for Airports Council International – North America and currently works extensively with IATA's cargo consulting group. He recently co-authored a cargo training manual for IATA and a lengthy study for the World Bank on the role of the air cargo industry in economic development. He is also an occasional contributor to a variety of publications both

within and outside of the air cargo industry.

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**Alan Wright**  
**Global Cargo Network Development**  
**Swissport**

Alan Wright is 39, based in Zurich working for Swissport where he is responsible for Business Development and Operations for the Cargo Division.

He has worked in the industry for 15 years spending 12 of those with DHL in various roles from auditing and training, through to network planning and operations management.

A chartered member of the Institute of Transport & Logistics, he is active in our industry and Chairs the Cargo 2000 subworking group for Ground Handlers.

Outside of work, his time is spent with the family, a wife and a very active 13 month old baby boy.

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