

EXCERPT

transport IQ
a division of IQPC

RFID Applications in Ground Handling

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Air cargo and baggage pilot programs

Airports

- Amsterdam Schiphol
- Atlanta
- Boston
- British Airports
- Emirates
- Hanover
- Hong Kong
- Honolulu
- Jacksonville
- Narita

Airlines

- Air Canada
- Air France/KLM
- British Airways
- Continental
- Delta
- FedEx
- Japan Airlines
- United



San Francisco Airport

- Scope of application
 - Since 2001
 - International terminal
 - Selected passengers
 - 4 portals = 5-10% of bags
- Tags and readers
 - SICK Stargate dual barcode/RFID portal
 - EPCGlobal tags
 - Singulation with validation

ROI

- Capital paid-in by Department of Homeland Security
- Low operating expenses
- Could be justified on labor savings



Las Vegas Airport

- 73,000 bags per day
- 35,000 on RFID today
- \$125 million program
 - 6 buildings, conveyors, RFID antennas
 - \$94 million from Transportation Security Administration
- 100 million Matrics tags
 - 5-year agreement for Symbol tags and readers
 - Not EPCGlobal
- Cooperation with Amsterdam and Narita
- 99%+ read rate



Sweet spots

- Baggage handling at hub interchanges
- Cargo handling at the container level
- Needs strong base of “anchor tenants” to encourage widespread adoption



Action plan

1. Conduct a preliminary ROI assessment to verify that volume and scale warrant a pilot
2. Launch a pilot to establish accurate cost and operational baselines
3. Independently validate pilot success and expansion potential
4. Deploy based on standards
5. Target and measure improvements in customer satisfaction and loyalty

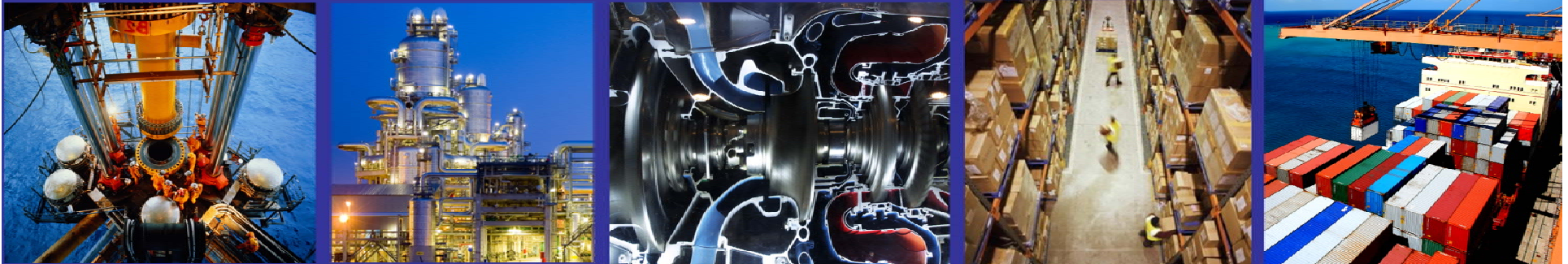


Boston Strategies International

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