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## USA Security Conference 2010.

Security Management – Always in Focus.



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## Agenda

**Lufthansa Cargo Security, the Americas**  
 Conference Facilities  
 c/o Lufthansa AG  
 1640 Hempstead Turnpike  
 East Meadow, NY, 11554 USA

11:45-12:30 pm

### Registration & Vendor Displays

**Conference Moderators:**

Ronald Sanford

Head of Global Account Management,  
 the Americas

James LoBello

Head of Security, the Americas

12:30-13:00 pm

### Welcome, Opening Remarks and State of Security

Klaus Holler

Vice President, the Americas

### State of Security, Company Strategy

Harald Zielinski

Chief of Security &  
 Environmental Management

13:00-13:30 pm

### Terrorism: Risk Faced by the Aviation Industry, Threats that will Continue to Evolve

Vincent Henry CPP, Ph.D.

Professor and Director of  
 Long Island University's Homeland  
 Security Management Institute

13:30-14:15 pm

### United States Congressional Mandate: Industry Readiness, TSA Developments

Douglas Brittin

Manager, Air Cargo Programs  
 US Transportation Security Administration

Thomas Friedman

Branch Chief, Indirect Air Carrier Programs  
 US Transportation Security Administration





14:15-14:45 pm **The Indirect Air Carrier: Challenges and Obstacles that May Remain**

Brandon Fried Executive Director,  
Air Freight Forwarders Association

14:45-15:00 pm **Changing Dynamics of Security in the Supply Chain: Shipper, Forwarder, Carrier**

Charles Morton Vice President,  
Panalpina, Area Security Manager USA,

15:00-15:45 pm **Social Break: Second Floor – Visitation of Vendor Displays: Main Lobby**

15:45-16:15 pm **Industry Impact: Implementation Without Impeding Commerce**

Adam Salerno Senior Manager National Security and  
Emergency Preparedness, The United  
States Chamber of Commerce

16:15-16:45 pm **Role Industry Must Follow for Success & Position of AAAE**

Carter Morris Senior Vice President, Transportation  
Security Policy, the American  
Association of Airport Executives

16:45-17:15 pm **Technology: The Threat of HME & Advanced Explosives.  
Technology Solutions for the United States Mandate.**

Dan Martel Smiths Detection, Manager Key Accounts,  
Critical Infrastructure Group

17:15-17:45 pm **Security Services: The Success of Private Partnership  
Screening & Introduction to Teaming Services**

Gerry Berry President, Covenant Aviation Security

17:45-18:00 pm **Closing Remarks and Q & A**

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## Lufthansa Cargo

### Ron Sanford

Head of Area Global Account Management Americas, Lufthansa Cargo AG

Ron Sanford was born on 9 December 1957 in Miami, Florida. While attending college he began his career in the cargo industry working with Continental Airlines. Joined Lufthansa Cargo in 1981, where he successfully managed all aspects of warehouse operations and handling through until 1991. He proceeded to use this knowledge and experience to embark onto cargo sales where he was soon thereafter elevated to the position of Sales Manager for Florida in 1996. This role was expanded in 2001 to include the Caribbean and Central America.

In 2004, at the request of Juergen Siebenrock, V.P. Sales Americas, Ron was invited to join the corporate office in Atlanta and was given the assignment of a Key Account Manager for the Americas, responsible for the Business Partners and Midsize Forwarders.

In 2007, Mr. Klaus Holler, Vice President the Americas, appointed Ron as Head of the Global Account Management. He and his team of Key Account Mgrs work internally together with every department of the organization globally and locally to ensure that the partner business is given the highest level of attention and the relationships maintained and developed.

He is happily married to Valorie, a lovely Italian-American woman for 29 years. They have 3 adult children who currently still reside in Ft. Lauderdale, FL and have just become grandparents to twin boys.



## Lufthansa Cargo

### Harald Zielinski

Chief of Security and Environmental Management, Lufthansa Cargo AG

Harald Zielinski was born in Frankfurt on 24 October 1957. In 1974, after completing his secondary education, he enrolled at the Police Academy in the state of Hessen. For the next 14 years, he served as a police officer, mainly at Frankfurt Airport, where he specialized in airline security and was also trained as Chief Negotiator in skyjacking and hostage incidents.

Harald Zielinski joined Lufthansa in October 1988 and worked initially in Corporate Security, where he was responsible for aviation security in the United States, the UK and Eastern Europe, as well as for general airfreight security issues.

In 1994 he set up a dedicated Freight Security department and the following year was appointed as Head of Cargo Security. Four years later, he assumed the position of General Manager Valuable Cargo Services at Lufthansa Cargo.

With effect from 1 December 2003 Harald Zielinski took over the position as Head of Security and Risk Prevention Management at Lufthansa Cargo. At that post he is responsible for the worldwide security measures of Lufthansa Cargo. Since 1 July 2008 he is also responsible for the environmental management.

Harald Zielinski is married and has one son.

