



Milwaukee Air Freight Capabilities, Challenges and Prospects

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Capabilities

- Presently, there are 45 non-stop destination flights out of Milwaukee
- All Cargo Capability
 - UPS - Normally flies at least one 767 in/out of MKE, also trucks air cargo to their mini hub in Rockford
 - FEDEX - Flies a daily 757 to Memphis with a daily road-feeder service to their hub in Indianapolis. The current cut off is about 6pm for the road feeder truck.
 - DHL - Currently flies a 737 in/out of MKE. Outbound is limited to several pallet positions. Mostly support international shipments.
- Amazon - Considering adding MKE as a destination. Amazon is currently flying over fifty 767 airplanes nationwide, mostly handling their own cargo at this time. They could possibly expand their business model to include business to business freight in the future.
- Multiple road feeder options available for international business from MKE to ORD on a daily basis
- Based on a 2016 report prepared by the WMC, MKE was rated 37th in the U.S. for cargo

Challenges

- All-cargo carriers focus mostly on small packages as revenue per pound is one of the key criteria as to what freight rides. Larger freight is subject to bump, especially at EOQ, when many publicly traded companies, especially medical companies, are trying to move as much business as they can. Majority of international business moves via ground to the integrator hubs or Chicago gateway.
- Commercial airlines have limitations regarding size of cargo and hours of operation. Maximum weight per piece out of MKE: Delta 300#, Southwest 200#, American 100#. United Airlines trucks everything to Chicago. Frontier and Allegiant do not handle any cargo.
- Commercial airline cargo handling is outsourced to agents. No commercial airline has their own MKE cargo operation.
- Hours of operation by cargo agents limit the amount of cargo that can be tendered for direct flights. For Delta, cargo must be dropped by 7pm in order to make any late departure or early morning departure. Weekends are also limited as NO cargo can be tendered after 1pm on Saturday. MKE cannot move critical parts needed for breakdowns or medical equipment until Monday morning. All critical shipments must be sent to Chicago, where most airlines are open 24/7.
- Security Screening - This is the most important part of moving cargo out of MKE. The commercial airlines currently have no cargo screening machines and use only Milwaukee County Sheriff dogs to sniff freight. Problem is, after 7pm, the dogs go to bed. Southwest will manually screen, but that means opening the boxes to verify cargo, which is labor intensive.

Possible Prospects, Idea and Solutions

- If MKE wants to attract more high-end manufacturing and distribution companies, we need to be able to move critical parts 24/7 out of MKE. This will take a collaborative effort between private and public entities. Cannot be one sided. This is one of the reasons most critical parts companies use a warehouse in Chicago to house parts.
- All-cargo integrated companies will add additional assets based on demand and revenue per pound. If companies move or expand in the MKE area, the integrated carriers will add the resources.
- We need the commercial airlines to commit to improving the process, accessibility to flights, hours of operation, resources to cargo (additional staffing by agents) and training to expand the options for using General Mitchell International Airport.
- TSA screening needs to be improved and expanded. Possibly consider a third party company as is done in Chicago. With the current system, when the dogs go off the clock, the cargo basically has to sit until they are back on duty. It is also very costly because the dogs are always accompanied by a Milwaukee County Sheriff.
- With the Democratic Convention coming to Milwaukee next summer, the Sheriff's department will be taxed to perform cargo screening