

Kendra Robinson

President



OHIO
CONFERENCE
ON FREIGHT
2025



On Demand Air Cargo

Navigating Air Freight Landscape

Kendra Robinson
President
InterJet West

This is InterJet West

*Women Owned
Hazmat Certified
FEMA Contracted*

Our Fleet - All Boeing 737's

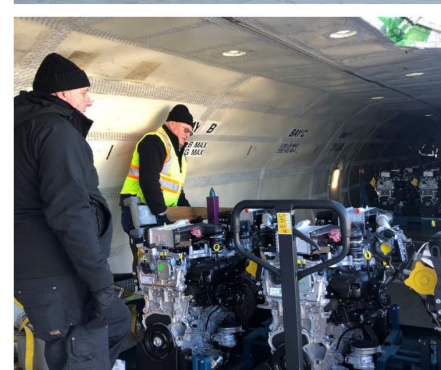


Belly Freight vs. Ad-hoc

What is Ad-hoc Cargo?

- *“Think Uber Black meets FedEx - with a runway.”*
- *Ad-hoc = flights tailored to you. No schedules, no delays.*
- *Idea for urgent, sensitive, or time-critical freight.*

AD-HOC 24/7



URGENT
FLEXIBLE
FAST

Advantages of Air Cargo

Why It Works

Speed and Reliability
(get it there yesterday)



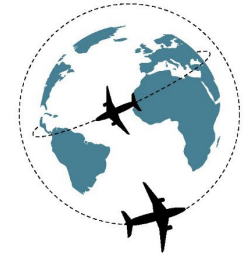
Less Packaging
(faster prep, lower weight)



Security
(fewer touchpoints, stricter controls)



Global Reach and Logistical Creativity
(even in hard-to-reach areas)

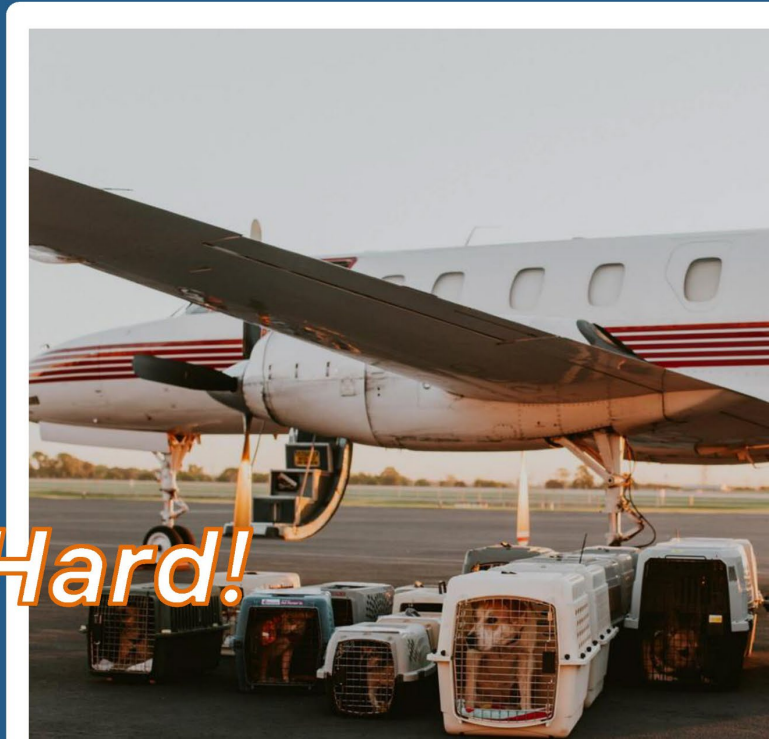


Real-Time Tracking
(no shipment guesswork)





Air Freight's Critical Role



When Mother Nature Hits Hard!



- *National Emergencies*
- *Hurricane Relief*
- *Fire Suppression*





Large carriers converted passenger planes to haul cargo.

COVID Impact

Evolution of Air Cargo *& Global Trade*

Rise of E-Commerce

Increase in online shopping and more frequent use of house-hold items.



**Remember The
Great TP Shortage??**

Evolution of Air Cargo & Global Trade

Technological Advances

- AI is improving efficiencies

Emerging Markets

- Rise of Specialized Cargo





Managing Air Freight Volatility



- Air freight yields have declined
- Global Crisis
- Rate Instability
- Navigating Regulatory Requirements



Trump administration fires warning at Mexico over 'blatant disregard' of air agreement.



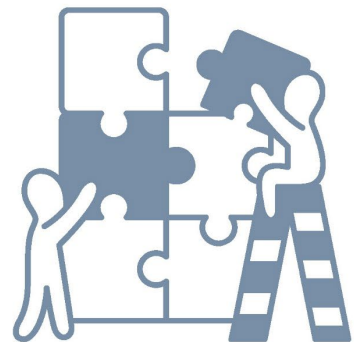
The department said Mexico hasn't been in compliance with the bilateral agreement since 2022.



Optimizing Toledo

Strategic Hub

Strategic Partnership



Investing in the Future



What We Learned

A MILE OF ROAD WILL TAKE
YOU ONE MILE



A MILE OF RUNWAY WILL
TAKE YOU ANY WHERE



KENDRA ROBINSON

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*"When everything seems to be going against you, remember
the airplane takes off against the wind, not with it."*

-Henry Ford

Thank You!