



## Cargo Agents and Forwarders Applying for CNS Membership Network Services

08/02/23

RE: Cargo Agents and Forwarders applying for CNS Membership

DGI Training Center is not an IATA Franchise school.

CNS requires that 2 employees at the head office and 1 from each branch office have training from an IATA franchise school. There are very few in the US. Check the list in the IATA book.

There is a new note in their 2024 CNS handbook that says if you have training by another school (such as DGI) it will be accepted as long as you pay IATA \$150.00 to take another test and pass it. It's called DG Compass and it can be found on their website.

Remember, IATA is a trade association, not a regulatory body. They have no status in the US with any of our regulatory agencies including the FAA, DOT or PHMSA. This is just an association saying you must do this to become a member. DGI is fully compliant with all regulatory agencies in the US and worldwide.

Always have been, always will be.

We also understand that this is a hardship for our many, many customers applying for membership, and we are sorry. To become an IATA franchise would require us to pay them tens of thousands of dollars a year and turn our customer data base over to them. We don't think that constitutes sound business practices.

We strongly suggest you contact Brandon Fried, Executive Director of the Airforwarders Association at [bfried@airforwarders.org](mailto:bfried@airforwarders.org) or 202.577.9536