



PRESS REVIEW

2017



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The Trade Magazine for the Asia-Pacific & Middle East Regions Vol. 33, No. 1, December-January 2017

ASIA



ECS Group now a major player in SE Asia

Peak season: Expectations versus reality says Volga-Dnepr
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The ECS Group made some key moves in 2016 as it acquired a majority stake in the AVS GSA Group and won a general sales and service agent (GSSA) contract with Singapore-based carrier Jetstar Asia.

Chief executive officer, Bertrand Schmoll (below) says the deals have enabled it to develop its network and grow in Asia, a key regional focus for ECS and both AVS and Jetstar will be strong partners.



"It is not just to get our flag in every country. It is important to have the best possible partners. With this

acquisition [AVS] we have really good people who are well known, which is most important for us.

"The GSA remains local as the services are local. We want to have people who have knowledge of the local market and forwarders. We get this with this acquisition and AVS will be a strong future partner," says Schmoll.

Meanwhile, the Jetstar Asia contract it started on 22 October gives it a firm foothold in eight countries and 25 stations across the region, and Schmoll says it "matches perfectly" with the AVS acquisition, which itself has a strong presence in the Asian and Southeast Asian region.

Chief operating officer, Adrien Thominet (pictured right) says in the first few months there were good signs and it will be good for ECS due to the synergies in Asia it provides, while the interline airline opportunities it creates will also prove "very interesting" which include with



Air France, British Airways, Lufthansa, China Southern, and Turkish Airlines.

2017 has already started with a bang as ECS has been awarded a GSSA contract with Finnair (above) from 1 January to manage its cargo space across six countries in Southeast Asia, while it is also cycling up an acquisition in South America, which is yet to be finalized.

Thominet notes the Finnair contract win will also help drive synergies in Asia and will boost business as the Finnish carrier has a strong network in Asia through services into the likes of Singapore, Thailand and Vietnam. "It is very interesting and we are going to use Jetstar to feed into Bangkok and Singapore and then we can attract more airlines," he adds.

for airlines it works with and ECS wants to be ready.

"We want to develop that [the system] and new technology is extremely important for us. In 2017 we will have our own system and we will then be able to provide this to airlines," he explains.

As part of this technological investment strategy, Schmoll says e-commerce is another important area and ECS wants to be compliant with the electronic air waybill (e-AWB). "E-business is a key focus and we need to be ready. The business for the GSSA will change and we need to give more and more services (to airlines),"



He confidently predicts in five years ECS should be able to double the cargo tonnage it manages for airlines, while it is all about providing quality in solutions and services it offers to clients. "The word this year is quality everywhere. We want to provide quality across everything we do."

The Americas

For now in Asia it is all about consolidation for ECS through the acquisition and contract win it made in 2016 as the region is a long-term focus for the company.

Asia obviously remains a top target for growth in the year ahead, but the Americas is where ECS is looking to channel much of its energy into in 2017 with the likes of Chile, Bolivia, Peru and Ecuador on the radar.

Schmoll says it is building up a partnership in South America with local people who are well known and it is set to tie up an acquisition of a GSSA in the region sometime this year, which he believes will happen sometime soon.

He explains: "We need to have a global network and are in more than 46 countries and have the biggest GSSA network. It is important to have this wide network as we want to meet the requests of airlines and have global representation for them in all of those countries. We can only do this with a global network. We more or less have a wide network now."

Thominet notes North America is also an area it will look at especially Canada where it has no presence currently, which also fits into the Americas focus.

Another major investment for ECS in 2017 will be in technology and it will invest in its own system this year, as it looks to meet the changing needs and demands of the air cargo industry.

Schmoll explains investing in technology is vital to manage the growing number of offices and to provide a total cargo management (TCM)

More of the same

But how do Schmoll and Thominet see the air cargo industry in 2017?

"I expect the same in 2017 as 2016, and not any big changes. The areas the growth is concentrated is not the same. It is changing, but I think it mirrors where we are," Thominet says.

He adds: "We expect South America to grow, Asia remains strong, Europe is mature but good and the commodities are changing with perishables, flowers and pharma growing strongly. We are optimistic for the year ahead."

And Schmoll believes the US political situation with Donald Trump taking over as president in 2017 will have a bigger impact than any other political change like Brexit.

He feels there is political uncertainty, but is positive about the year ahead, and says air cargo business will continue as normal, and is confident ECS will have a strong and successful 12 months.

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Finnair opts for ECS Group in Southeast ASIA



Finnair opts for ECS Group in Southeast Asia

16 / 01 / 2017



Finnair has selected ECS Group as its new general sales and services agent covering six southeast Asian markets.

Under the contract, ECS Group will market, promote and sell cargo products on behalf of Finnair on its passenger flights operating from several destinations across Asia into its European and North American network.

The countries that ECS will cover on behalf of Finnair are Malaysia, Indonesia, Vietnam, Philippines, Cambodia as well as extending the current main contract for Singapore.

Finnair operates two daily flights from Bangkok, daily flights from Hong Kong and five flights a week from Singapore.

In addition, Finnair operates flights from Shanghai, Beijing, Chongqing, Xi'an and Guangzhou in China, Incheon in South Korea, and Narita, Nagoya, Osaka and seasonal Fukuoka in Japan.

Finnair fleet mostly consists of Airbus A350s and A330s, which offer a cargo capacity of 15-20 tons per flight.

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EVENTS

Cargo Trends – ECS Group wins Finnair contract for 6 Asian markets

16 Jan 2017 - <http://cargotrends.in/ecs-group-wins-finnair-contract-for-six-asian-markets/>



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January 16, 2017 2:55 pm

ECS Group wins Finnair contract for six Asian markets

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Posted by Vinay on January 16, 2017

ECS Group have been chosen by FINNAIR as its new General Sales and Services Agent in six leading Asian air cargo markets. These include Malaysia, Indonesia, Vietnam, Philippines, Cambodia as well as extending the current main contract for Singapore.

This new contract will consolidate ECS Group global position as a leading cargo GSSA in Asia.

Finnair is the flag carrier of Finland, with its headquarters in Vantaa and its main hub at Helsinki-Vantaa Airport. The airline has a wide coverage in Asia, and serves key destinations in Europe and North America.

Under the contract, ECS Group will market, promote and sell cargo products on behalf of Finnair on its passenger flights operating from several destinations across Asia into its European and North American network.

Finnair operates two daily flights from Bangkok, daily flights from Hong Kong and five flights a week from Singapore. In addition, Finnair operates flights from Shanghai, Beijing, Chongqing, Xi'an and Guangzhou in China, Incheon in South Korea, and Narita, Nagoya, Osaka and seasonal Fukuoka in Japan.

Finnair has a modern fleet of aircraft mostly Airbus 350s and Airbus 330s. These aircrafts offer cargo capacity from 15 to +20 tons per flight.

"We are absolutely delighted to win the Finnair contract. Our aim is to structure the whole sales organization, performing yield, cargo capacity, sales and finance management from our central location in Singapore for all countries – in the best possible manner to align with the goals of Finnair, our partner, and significantly provide value addition to achieve the maximum benefit," said Jonas Drewsen, CEO Middle East and Far East, ECS Group.

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Latest News

ECS provides Jetstar bonus with Finnair contract

Aimee Trocchi ECS, FINNAIR, Jetstar

PARIS: January 16, 2017. FINNAIR has chosen the ECS Group as its new GSSA for Malaysia, Indonesia, Vietnam, the Philippines and Cambodia while extending its current contract for Singapore.

The new partnership will see the ECS market and sell cargo products on behalf of Finnair's A350 and A330 aircraft that have 15 to 20 tons per flight to and from Europe.

ECS Group CEO for the Middle East and Asia Jonas Drewsen said: "We are absolutely delighted to win the Finnair contract. Our aim is to structure the whole sales organization, performing yield, cargo capacity, sales and finance management from our central location in Singapore for all countries – in the best possible manner to align with the goals of Finnair, our partner, and significantly provide value addition to achieve the maximum benefit."

Drewsen noted the recent acquisition by ECS of general sales agent AVS GSA enabled the company to also offer Finnair customers interline and operational synergies with Qantas Group subsidiary Jetstar, for which ECS provides a total cargo management service.

Last November the two companies launched a joint business platform: <http://ecsgroup-jetstarcargo.aero/>

ECS said customers would be able to find products and services in Singapore and 24 additional gateways in 13 countries across Asia Pacific. The site also includes Jetstar flight schedules, frequencies and service times.

Finnair operates two daily flights from Bangkok, daily flights from Hong Kong and five flights a week from Singapore. In addition, the airline links Helsinki with Shanghai, Beijing, Chongqing, Xi'an and Guangzhou in China, Incheon in South Korea, and Narita, Nagoya, Osaka and Fukuoka, Japan on a seasonal basis.

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ECS Group wins Finnair contract for six Asian markets

ECS Group wins Finnair general sales and service contract for six leading Asian air cargo markets.

January 20, 2017 By **Lee Kok Leong**



ECS Group is very proud to have been chosen by FINNAIR as its new General Sales and Services Agent in six leading Asian air cargo markets. These include Malaysia, Indonesia, Vietnam, Philippines, Cambodia as well as extending the current main contract for Singapore.

This new contract will consolidate ECS Group global position as a leading cargo GSSA in Asia.

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Finnair has a modern fleet of aircraft mostly Airbus 350s and Airbus 330s. These aircrafts offer cargo capacity from 15 to +20 tons per flight.

"We are absolutely delighted to win the Finnair contract. Our aim is to structure the whole sales organization, performing yield, cargo capacity, sales and finance management from our central location in Singapore for all countries – in the best possible manner to align with the goals of Finnair, our partner, and significantly provide value addition to achieve the maximum benefit," said Jonas Drewsen, CEO Middle East and Far East, ECS Group.

"FINNAIR provides a solid network and ECS Group will contribute to its deployment. The recent acquisition we made of AVS enables us to offer the strongest sales power and most determined teams in Asia to serve the airline. Also, Finnair and Jetstar (for whom we perform a Total Cargo Management contract) offering complementary scheduled destinations in Asia. This will add synergies of interline services, and feeder connections between them, Drewsen added.

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Freighter crashes in Kyrgyzstan killing 38 people



Tightly packed air cargo including 35 tonnes of general cargo including 30 tonnes of frozen goods, was on board when a Boeing 747-400 freighter crashed near Kyrgyzstan's Manas Airport killing 38 people including four crewmembers and 34 citizens.

The **ACT Airlines** aircraft, operating as **MyCargo Airlines** chartered through a village damaging 35 buildings after trying to land in dense fog at Manas near the capital of Bishkek where it was scheduled to make a stopover on its way from Hong Kong to Istanbul.

The Board of Directors of **ACT Airlines** issued a statement after the crash, explaining the freighter had 35,000 kilograms (35 tonnes) of general cargo onboard. Typically, the Turkish carrier's crewmembers – captain pilot Ibrahim Gursoy Ozkan, second pilot Kazim Ozdemir, loading specialist Murat Akdas and flight instructor Hasan Yusuf – lost their lives in the accident.

The statement continued: "Clear and verified information about the cause of the accident has not been reached yet, but two pilot authorizations on behalf of our company are at the Manas Airport, along with the authorities, to discuss and detect the accident."

"In addition, our technical team has arrived to the accident site. The cause of the accident is being investigated by the authorities of Kyrgyzstan and the Turkish Ministry of Transport and the accident investigation commission of the General Directorate of Civil Aviation."

The statement also there were "no faults recorded in the technical register of the aircraft" and the 747 was a 2001 model freighter and had been in its fleet since 18 December, 2015, while all the maintenance was done in a "timely and complete manner".

The statement also said: "According to the final findings, it is understood that the formation of the accident is not caused by technical reasons or loading related factors. The actual results of the work will be revealed and will be shared with the public. All losses of the accident caused by the accident (except from the square are covered by insurance."

"All damaged and personal damages to the accident area are covered by an insurance company and all necessary changes will be compensated as soon as possible."

The 747 was reportedly operating as **MyCargo Airlines** for **Turkish Airlines** on flight 74491. The carrier tweeted on Twitter: "We're kindly be informed that neither the aircraft nor the crew are members of Turkish Airlines."

(Flickr credit: Nature, commons.wikimedia.org)



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Plans in China for a huge air cargo hub

CHINESE logistics firm **S.F. Express Co Ltd** is looking to build the biggest air cargo gateway in Asia, according to reports in China.

Reports state the company will construct an airport in Lianyungang, Heilongjiang province in central China, which will be able to handle more than 2.6 million tonnes of freight and 2.5 million passengers by 2025.

The joint venture in charge of building the air hub has reportedly an investment capital of 200 million yuan (\$28.6 million). The venture will be responsible for the design, construction as well as the operation and management of the project.

A unit of **S.F. Express – S.F. Airport Investment** – and China **VAST Industrial Urban Development Company** have reportedly contributed 90 million yuan and 60 million yuan, respectively, to set up the joint venture.

China's domestic e-commerce is booming and there is a growing need for more nationwide freighters and better infrastructure to handle increasing air cargo demand in the domestic marketplace.

SF Airlines operates a fleet of more than 30 freighters including Boeing 747, 737 and 777 aircraft.

Finnair appoints ECS in 6 Asian markets

ECS Group has been chosen as **Finnair's** general sales and service agent across six important air cargo markets in Asia.

Under the contract, **ECS Group** will market promote and sell cargo products on behalf of **Finnair** in Malaysia, Indonesia, Vietnam, the Philippines and Cambodia, and extending the main deal to Singapore.

ECS Group chief executive officer **Matti Kall** said for **ECS Group** division says: "Finnair provides a solid partnership and **ECS Group** will contribute to its development. The recent acquisition we made of **AVS** enables us to offer the strongest sales power and most determined teams in Asia to serve the airline."

Finnair has a fleet mainly consisting of Airbus A330 and A350 with capacity from 15 - 20 tonnes per flight.

The **Finnair** flag carrier operates two daily flights from Bangkok, daily flights from Hong Kong and five a week from Singapore.

In addition it operates flights from Shanghai, Beijing, Chengde, Xi'an and Kunming, in China; Seoul (Incheon) in South Korea; Tokyo (Narita), Nagoya, Osaka and seasonal Helsinki services to Japan.

Flowers from Kenya

Kenya Airways Cargo (KC Cargo) is now exporting Kenya flowers to Australia after partnering with **Qantas Airways**.

Sprey and Melbourne were identified as markets with opportunities. The carrier is looking to fly over 20 tonnes per month.

Tales manager, Fabrice Thiel, says it gives the chance to increase trade exports to non-traditional markets while it opens up the Australian market for exporters. He adds: "Previously exporters relied on other carriers, but when we got into an interline agreement with **Qantas**, we have seen the market grow and demand is steadily increasing. We are now working on an additional gateway through **HongKong (HKG)** Cargo is also going to move more flowers into the Far East."

See page eight and nine for more on partnerships.

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ECS Group appoints Martin Bittner as
managing director of Globe Air Cargo in
Germany



Bittner scoops Globe Air Cargo role as Grinsted retires

23 / 01 / 2017



ECS Group has announced the appointment of Martin Bittner as new managing director of Globe Air Cargo, Germany.





Bittner assumed the role on January 1 taking over from Mark Grinsted who will retire after serving 14 years with the group.

Grinsted will step down on March 31, shortly before his 69th birthday. However, Grinsted has agreed to continue some project work with the ECS Group.

"Grinsted was also instrumental in establishing Aero Cargo International as a second ECS company in Germany and was part of the management from its commencement," ECS said.

"In January 2016, he also took on full responsibility as managing director for Aero Cargo, and during the course of the year, he merged the activities of Aero Cargo with Globe Air Cargo.

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ECS Group appoints Martin Bittner as managing director of Globe Air Cargo in Germany



TAC Index | % FRA-SEA (SE Asia) - 1.23 EUR ↑ 0.15 (-10.9%) FRA-NOA (N America) - 2.06 EUR ↑ 1.24



By Alexander Whiteman 23/01/2017

French general sales agent ECS Group has appointed Martin Bittner as managing director of Globe Air Cargo in Germany, replacing Mark Grinsted who has announced his retirement.

Mr Bittner began his career in logistics more than 25 years ago, and he has held senior roles at Expeditors International, Air Canada Cargo, Continental Europe and Lufthansa Cargo.



The Webland – ECS Group appoints Martin Bittner to Head globe air cargo Germany

23 Jan 2017 - <http://bit.ly/2j8WT6p>



ECS Group appoints Martin Bittner to head Globe Air Cargo Germany | Air Cargo

Submitted By: [stattimes](#) on January 24, 2017  1  0  4



ECS Group has appointed Martin Bittner as its new managing director of Globe Air Cargo, Germany. Bittner assumed the role on January 1, 2017 taking over from Mark Grinsted



Home > Europe News > ECS appoints Bittner as new MD of Globe Air Cargo

ECS appoints Bittner as new MD of Globe Air Cargo

By Justin Burns - Jan 23, 2017



ECS Group has announced the appointment of Martin Bittner as its new managing director (MD) of Globe Air Cargo, Germany.

Bittner assumed the role on 1 January, taking over the helm from Mark Grinsted who will retire after serving 14 years with the group.

Tweets by @aircargoweek

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Domestic cargo makes up for international slowdown at Miami

James Muir - Jan 24, 2017

Cargo at Miami International Airport grew 0.37 per cent to 2.18 million tonnes with domestic volumes making up for an international slowdown. Total international cargo...

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Change of guard at German part of ECS Group

The GSSA group ECS has appointed Martin Bittner as the new managing director of Globe Air Cargo, Germany. Bittner assumed the role on 1 January 2017, and replaced Mark Grinsted who is retiring on 31 March after serving the group for 14 years.

An industry veteran with a wealth of experience spanning nearly five decades, Grinsted has agreed to put his rich knowledge to good use in the coming years in special projects for the ECS Group.

Bittner joins the GSA Globe Air from DHL Global Forwarding Germany where he was most recently head of key account management. He is credited with the promotion and management of several vertical sectors during his tenure at DHL. (ah)

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ECS Group announces change of guard at Globe Air Cargo Germany

ECS Group appoints Martin Bittner as managing director of Globe Air Cargo Germany, replacing Mark Grinsted who has announced his retirement.

January 26, 2017 By *Lim Guan Yu*

ECS ECS Group



ECS Group has announced the appointment of Martin Bittner as its new managing director of Globe Air Cargo, Germany. Bittner assumed the role on 1 January 2017, taking over from Mark Grinsted who will retire on 31 March after serving 14 long years with the group.

An industry veteran with a wealth of experience spanning nearly 50 years, Grinsted has agreed to put his rich knowledge to good use in the coming years in special projects for ECS Group.

Grinsted was instrumental in establishing Aero Cargo International GmbH as a second ECS company in Germany and was part of the management from its commencement. In January 2016, he also took on full responsibility as managing director for Aero Cargo, where he merged the activities of Aero Cargo with Globe Air Cargo for improved synergies.

Grinsted's successor Bittner joins from DHL Global Forwarding Germany where he was most recently head of key account management. He was responsible for all sales, marketing and retention activities for key accounts in Germany.

"I am very proud to join the ECS group especially because of the strong and professional image in the market. I hope the experiences gained during my career will add value to the group for even greater success for the future," said Martin Bittner, managing director of Globe Air Cargo Germany.

Previously, he held senior roles at senior roles at Expeditors International, Air Canada Cargo, Continental Europe and Lufthansa Cargo.

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ECS Group joins forces with Canada's Exp-Air Cargo



Air Cargo News – ECS Group joins forces with Canada's Exp-Air Cargo

16 Feb 2017 - <http://bit.ly/2lawlUZ>

ECS Group joins forces with Canada's Exp-Air Cargo

16 / 02 / 2017



Danny Olynick, Exp-Air Canada managing director

ECS Group has teamed up with Montreal-headquartered **Exp-Air Cargo** to consolidate its general sales and service agent presence in the Americas.

Exp-Air Cargo, founded in 1990, is a specialist in airline cargo sales and management with a market focus spread across the US and Canada. Besides its Montreal headquarters, Exp-Air Cargo has offices in Toronto, Calgary, Vancouver and Edmonton.

It currently serves several international carriers and they include cargo division of some of the leading global airlines representing key geographies.

Danny Olynick, Exp-Air Canada managing director, said: "Our strength lies in complete care for our customers with a personalized approach and a prompt response to customer requests.





"The hallmark of Exp-Air Cargo is its open and transparent partnership, where the final objective is to increase mutual revenues, by offering to our customers a great cargo experience with a reliable, fast and safe freight product."

Adrien Thominet, chief operating officer of the ECS Group, said: "We share the same mind-set and have a common vision on how to tackle the challenges we are confronted with. To achieve our objective of deployment, Danny Olynick will take control of the commercial development of the US for ECS Group and will lead the group under the new arrangement."

The partnership, according to ECS, will "help to promote and leverage on the core competencies of total cargo management, customer loyalty and expertise in business intelligence and IT".



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Stat Time – ECS Group joins forces with Exp-Air Cargo to expand presence in the Americas

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ECS Group joins forces with Exp-Air Cargo to expand presence in the Americas

Posted By : STAT Trade Times

Feb 16, 2017: ECS Group has joined forces with Exp-Air Cargo in a significant strategic move to consolidate its leadership position as a key general sales and service agent in the Americas.

The partnership, according to [ECS Group](#), will help to promote and leverage on the core competencies of total cargo management, customer loyalty and expertise in business intelligence and IT.

This alliance marks ECS Group's consistent effort to expand markets across continents and increase stations in the US and Canada. Besides its Montreal headquarter, [Exp-Air Cargo](#) has offices in Toronto, Calgary, Vancouver and Edmonton.

With more than 25 years of presence in the North American market, Exp-Air Cargo has partners across the globe. Exp-Air Cargo currently serves several international carriers and they include cargo division of some of the top global airlines representing key geographies.

"Our strength lies in complete care for our customers with a personalized approach and a prompt response to customer requests. The hallmark of Exp-Air Cargo is its open and transparent partnership, where the final objective is to increase mutual revenues, by offering to our customers a great cargo experience with a reliable, fast and safe freight product," says Danny Olynick, managing director, Exp-Air Canada.

Adrien Thominet, COO of the ECS Group, says, "We share the same mindset and have a common vision on how to tackle the challenges we are confronted with. To achieve our objective of deployment, Olynick will take control of the commercial development of the USA for ECS Group and will lead the group under the new arrangement."

Photo: Danny Olynick, Exp-Air Canada


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ECS Group and Exp-Air Cargo join forces in North America

By James Muir - Feb 16, 2017

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Exp-Air Canada managing director, Danny Olynick



ECS Group and Exp-Air Cargo have joined forces to consolidate its position in the general sales and service agent market across the Americas.

Exp-Air Cargo was founded in 1990 with its headquarters in Montreal, and offices in Toronto, Calgary, Vancouver and Edmonton, and predominantly focuses on the US and Canadian markets.

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AAPA: Strong growth continues in 2017

James Muir Feb 27, 2017

Air cargo in Asia Pacific has continued its strong growth in 2017 with freight tonne kilometres up 4.7

CASS – ECS Group joins forces with Exp-Air Cargo



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ECS Group joins forces with Exp-Air Cargo to further consolidate its leadership position as a leading general sales and service agent in the Americas

February 16, 2017

World's leading general sales and service agent ECS Group has teamed up with Montreal-headquartered Exp-Air Cargo in a significant strategic move to consolidate its leadership position as a key general sales and service agent in the Americas.

Exp-Air Cargo, founded in 1990, is a specialist in airline cargo sales and management with a predominant focus on the markets spread across the US and Canada. This alliance marks ECS Group's consistent effort to expand markets across continents and increase stations in the US and Canada. Besides its Montreal headquarter, Exp-Air Cargo has offices in Toronto, Calgary, Vancouver and Edmonton.

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Adrien Thominet, COO of the ECS Group says: "We share the same mind-set and have a common vision on how to tackle the challenges we are confronted with. To achieve our objective of deployment, Danny Olynick, Exp-Air Cargo Managing Director, will take control of the commercial development of the USA for ECS Group and will lead the group under the new arrangement." The partnership, according to ECS Group, will help to promote and leverage on the core competencies of total cargo management, customer loyalty and expertise in business intelligence and IT. Both ECS and Exp-Air Cargo are equally strong in customer centric solutions and the partnership rests on mutual growth in revenue.

Tags: ECS Group Exp-Air Cargo



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ECS Group joins forces with Exp-Air Cargo

By: AJOT | Feb 16 2017 at 10:00 AM | [Air Cargo](#)

Further consolidates its leadership position as a leading general sales and service agent in the Americas

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NEWS



Photo: ECS Group

17.02.2017



ECS teams up with Canada's Exp-Air

The GSSA ECS Group has teamed up with Montreal-headquartered Exp-Air Cargo in a strategic move to consolidate its position as a key GSSA in the Americas. Exp-Air Cargo, founded in 1990, is an airline cargo sales and management specialist that mainly focuses on the US and Canadian markets. In addition to its Montreal premises, Exp-Air has offices in Toronto, Calgary, Vancouver and Edmonton.

ECS Group COO Adrien Thominet: "We share the same mind-set and have a common vision on how to tackle the challenges we are confronted with. To achieve our objective of deployment, Danny Olynick (photo), Exp-Air Cargo managing director, will take control of the commercial development of the USA for ECS Group and will lead the group under the new arrangement."

www.ecsgroup.aero

www.expaircargo.com

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ECS Group adds Exp-Air Cargo

PARIS/MONTREAL: February 16, 2017. Montreal-based Exp-Air Cargo is now a subsidiary of the ECS Group as the general sales and service company bids to expand its business in the Americas.

Founded in 1990, Exp-Air Cargo represents a number of airlines operating in North America including Corsair, Copa Airlines, Cubana, Egyptair, Icelandair, Royal Jordanian and Royal Air Maroc – that signed a GSSA contract with the ECS Group in 2015. The general sales agent has additional offices in Toronto, Calgary, Vancouver and Edmonton.

"The hallmark of Exp-Air Cargo is its open and transparent partnership, where the final objective is to increase mutual revenues, by offering to our customers a great cargo experience with a reliable, fast and safe freight product," said Exp-Air managing director Danny Olynick.

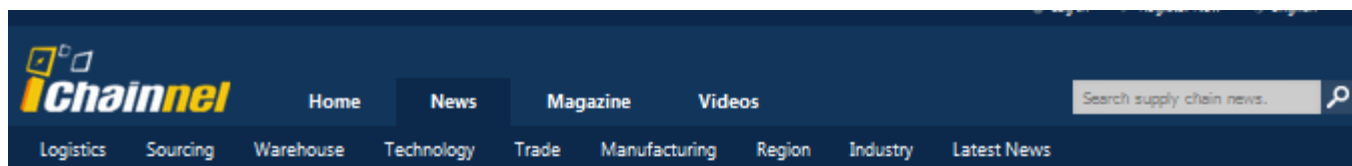
According to ECS the investment in Exp-Air will leverage cargo management, customer loyalty and expertise in business intelligence and IT in a "partnership [that] rests on mutual growth in revenue".

Commenting on the new addition, COO Adrien Thominet noted: "We share the same mind-set and have a common vision on how to tackle the challenges we are confronted with."

He added that Olynick would be responsible for ECS commercial development in the U.S. as head of the combined entity.

ECS now has 133 offices in 47 countries that produced 902,000 tonnes of airfreight for airline customers last year.





ECS Group joins forces with Canada's Exp-Air Cargo

Air Cargo News 2017-02-16 11:12 [SHARE](#) [f](#) [t](#) [e](#) [...](#) [Star This](#)

Danny Olynick, Exp-Air Canada managing director

ECS Group has teamed up with Montreal-headquartered Exp-Air Cargo to consolidate its general sales and service agent presence in the Americas.

Exp-Air Cargo, founded in 1990, is a specialist in airline cargo sales and management with a market focus spread across the US and Canada. Besides its Montreal headquarters, Exp-Air Cargo has offices in Toronto, Calgary, Vancouver and Edmonton.

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Danny Olynick, Exp-Air Canada managing director, said: "Our strength lies in complete care for our customers with a personalized approach and a prompt response to customer requests.

"The hallmark of Exp-Air Cargo is its open and transparent partnership, where the final objective is to increase mutual revenues, by offering to our customers a great cargo experience with a reliable, fast and safe freight product."

Adrien Thominet, chief operating officer of the ECS Group, said: "We share the same mind-set and have a common vision on how to tackle the challenges we are confronted with. To achieve our objective of deployment, Danny Olynick will take control of the commercial development of the US for ECS Group and will lead the group under the new arrangement."

The partnership, according to ECS, will "help to promote and leverage on the core competencies of total cargo management, customer loyalty and expertise in business intelligence and IT".

It added that the the partnership "rests on mutual growth in revenue".

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Ecs Group And Exp-air Cargo Join Forces In North America

Post On 16-02-2017



ECS Group and Exp-Air Cargo have joined forces to consolidate its position in the general sales and service agent market across the Americas.

Exp-Air Cargo was founded in 1990 with its headquarters in Montreal, and offices in Toronto, Calgary, Vancouver and Edmonton, and predominantly focuses on the US and Canadian markets.

Exp-Air Canada managing director, Danny Olynick says: "The hallmark of Exp-Air Cargo is its open and transparent partnership, where the final objective is to increase mutual revenues, by offering to our customers a great cargo experience with a reliable, fast and safe freight product."

ECS Group says the partnership will promote and leverage core competencies of total cargo management, customer loyalty and expertise in business intelligence and IT.

Chief operating officer, Adrien Thominet says: "We share the same mind-set and have a common vision on how to tackle the challenges we are confronted with."

"To achieve our objective of deployment, Danny Olynick, Exp-Air Cargo Managing Director, will take control of the commercial development of the USA for ECS Group and will lead the group under the new arrangement."





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Freight News, Air

ECS Group joins forces with Exp-Air Cargo

[February 23, 2017 // Karen Thuermer]

World's leading general sales and service agent ECS Group has teamed up with Montreal-headquartered Exp-Air Cargo in a significant strategic move to consolidate its leadership position as a key general sales and service agent in the Americas.

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Tags: [ECS Group](#), [Exp-Air Cargo](#)



Video: Adrien Thominet speaks to StatTime



Stattime - Adrien Thominet, COO, ECS Group, speaks to The STAT Trade Times at IATA WCS in Abu Dhabi

April 2017 - <http://bit.ly/2oLHxuG>





Leisure Cargo appoints GAC as Dutch GSA



LEISURE CARGO APPOINTS GLOBE AIR CARGO



Communiqué de presse
AMS 29 MAR 2017

**** NEWS RELEASE ** NEWS RELEASE ****



**Leisure Cargo appoints Globe Air Cargo as its General Sales Agent
in The Netherlands effective April 1st**

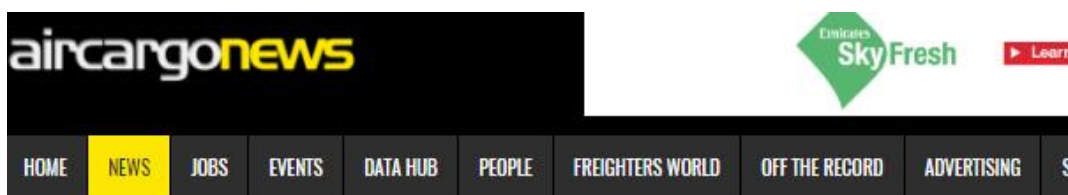
We are happy to inform you that starting April 1st Globe Air Cargo represents Leisure Cargo in The Netherlands. With Leisure Cargo we have instant access to a global network of 14 airlines under 1 air waybill. Amongst others we will offer TUI-flights to Dutch Antilles, Mexico, Florida and various destinations in Europe as well as flights to Canada with Air Transat. We strive to continue with an excellent customer service and to intensify our business relation.

Thilo Schaefer, Managing Director of Leisure Cargo: As globally acting total cargo management provider we are confident that with Globe Air Cargo we have found the right partner to develop our business further in two major aspects: (1) Serving markets and customers the best way possible and (2) Improving our interaction with all partners in the logistics chain.

Our commercial team is available for all your inquiries with immediate effect. In the meantime, please take note of the following NEW e-mail addresses:

leisurecargo.sales.nl@ecsgroup.aero
leisurecargo.booking.nl@ecsgroup.aero
leisurecargo.operations.nl@ecsgroup.aero

We look forward doing business together!



Leisure Cargo appoints GAC as Dutch GSA

04 / 04 / 2017

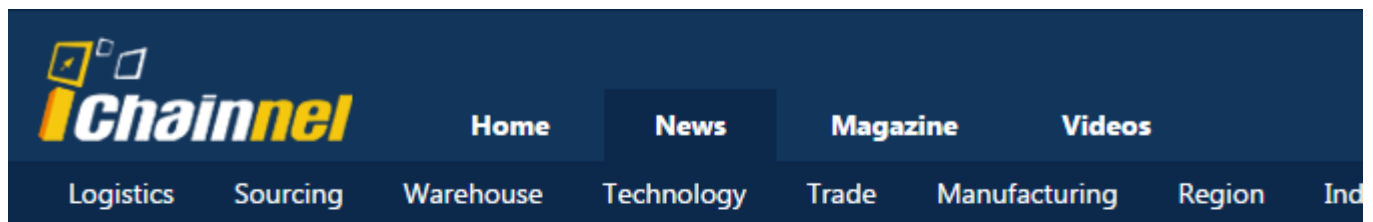


Thilo Schäfer

Leisure Cargo has appointed ECS subsidiary Globe Air Cargo as its general sales agent in the Netherlands.

Leisure Cargo, which offers cargo capacity on a network of 14 leisure airlines, said that through GAC it will offer TUI-flights to Dutch Antilles, Mexico, Florida and various destinations in Europe as well as flights to Canada with Air Transat.

Leisure Cargo managing director Thilo Schaefer said: "As globally acting total cargo management provider we are confident that with Globe Air Cargo we have found the right partner to develop our business further in two major aspects: serving markets and customers the best way possible and and improving our interaction with all partners in the logistics chain."



Leisure Cargo appoints GAC as Dutch GSA

Air Cargo News 2017-04-04 15:52 [SHARE](#) [f](#) [t](#) [e](#) ... [★ Star This](#) - +

Thilo Schäfer

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Leisure Cargo appoints GAC as its Netherlands GSA

By **Justin Burns** - Apr 4, 2017

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Leisure Cargo has appointed Globe Air Cargo (GAC) – an ECS Group subsidiary – as its general sales agent (GSA) in the Netherlands.

The contract came into effect from 1 April and with Leisure Cargo shippers get access to a global network of 14 airlines under one airway bill.



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Leisure Cargo appoints GAC as its Netherlands GSA

Author Anonymous

05 Apr 2017 9:24 AM

Original news was published on 04 April, 2017

Leisure Cargo has appointed Globe Air Cargo (GAC) – an ECS Group subsidiary – as its general sales agent (GSA) in the Netherlands.

The contract came into effect from 1 April and with Leisure Cargo shippers get access to a global network of 14 airlines under one airway bill.

Amongst others Leisure Cargo through GAC Netherlands will offer TUI flights to Dutch Antilles, Mexico, Florida and various destinations in Europe as well as flights to Canada with Air Transat.

Through this partnership ECS Group and Leisure Cargo will look to strengthen their service and product offering to customers and bring on board significant value addition to customers in Netherlands.

Leisure Cargo managing director, Thilo Schaefer says: "As globally acting total cargo management provider we are confident that with Globe Air Cargo we have found the right partner to develop our business further in two major aspects: (1) serving markets and customers the best way possible and (2) improving our interaction with all partners in the logistics chain."



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NEWS



Photo: Leisure Cargo

06.04.2017



"Virtual cargo airline" appoints GAC as Dutch GSA

Leisure Cargo, which markets the cargo space of various touristic orientated airlines on an international and regional basis with strong emphasis on worldwide representations, has appointed Globe Air Cargo, an ECS Group subsidiary, as its GSA in the Netherlands.

With Leisure Cargo, shippers get instant access to a global network of 14 airlines under one air waybill. Through GAC Netherlands, Leisure Cargo will offer, inter alia, TUI flights to the Dutch Antilles, Mexico, Florida (USA), and various destinations in Europe, as well as flights to Canada with Air Transat.

Through this partnership ECS Group and Leisure Cargo aim to strengthen their service and product offering to customers and generate significant value addition to clients in the Netherlands. (ah)

www.ecsgroup.aero

www.leisurecargo.com

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GAC is the new general sales agent for Leisure Cargo in the Netherlands

18.04.2017  

Globe Air Cargo (GAC), an ECS subsidiary, is to serve as the general sales agent for Leisure Cargo in the Netherlands.

Through GAC, Leisure Cargo will offer TUI-flights to Dutch Antilles, Mexico, Florida and various destinations in Europe as well as flights to Canada with Air Transat, reported London's Air Cargo News.

Leisure Cargo managing director Thilo Schaefer was quoted as saying: "As globally acting total cargo management provider we are confident that with Globe Air Cargo we have found the right partner to develop our business further in two major aspects: serving markets and customers the best way possible and improving our interaction with all partners in the logistics chain."

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ECS Group grows its global footprint with
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ECS Group grows its global footprint with Americas moves

By **Justin Burns** - Apr 21, 2017

224 0

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French-headquartered general sales and service agent (GSSA) the ECS Group continues to grow its network with the latest expansion being in the Americas.

ECS Group chief operating officer, Adrien Thominet (pictured) explains it has been focusing heavily on South America and indeed the Americas in general. "We already had Brazil, and Mexico and have opened now in Chile, Ecuador, Colombia and Peru so that



Munich gets set to welcome the air cargo industry





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Munich gets set to welcome the air cargo industry

By Justin Burns - May 1, 2017

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Air Cargo Week World Air Cargo Awards 2017 winners announced

By Justin Burns - May 11, 2017

1101

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Excellence in the air cargo industry was celebrated last night at the glittering Air Cargo Week World Air Cargo Awards in Munich.

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Video: ECS Group's COO Adrien Thominet

11 May 2017 - <http://bit.ly/2qbmWgR>

The screenshot shows the Air Cargo Week (ACW) website. At the top, there is a navigation bar with the ACW logo and the tagline "GROWING YOUR BUSINESS". Below the navigation bar, the article title "VIDEO: ECS Group's COO Adrien Thominet" is prominently displayed. The article is attributed to Justin Burns and dated May 11, 2017. A video player is embedded, showing an interview with Adrien Thominet. To the right of the article, there is a "Tweets" section featuring a tweet from Air Cargo Week (@aircargoweek) about cargo volume surges in Hong Kong. Below the tweet is a promotional banner for United Cargo's QuickPak service, highlighting "Small package delivery for when there's no time to spare." At the bottom of the page, there is a "DON'T MISS" section with a thumbnail image of an airport terminal.

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VIDEO: ECS Group's COO Adrien Thominet

By Justin Burns - May 11, 2017

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Interview With ECS | Air Cargo Europe
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2017 Oman Air picks ECS Group as Benelux
sales partner





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Oman Air picks ECS Group as Benelux sales partner

By James Muir - May 16, 2017

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Oman Air Cargo has chosen ECS Group as its sales partner in Europe's Benelux region, in a contract to be serviced by ECS subsidiary, Globe Air Cargo (GAC).

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Oman Air appoints GAC as it looks to expand in Europe

16 / 05 / 2017



Oman Air Cargo has selected ECS Group subsidiary Globe Air Cargo (GAC) as its sales partner in the Benelux region of Europe.



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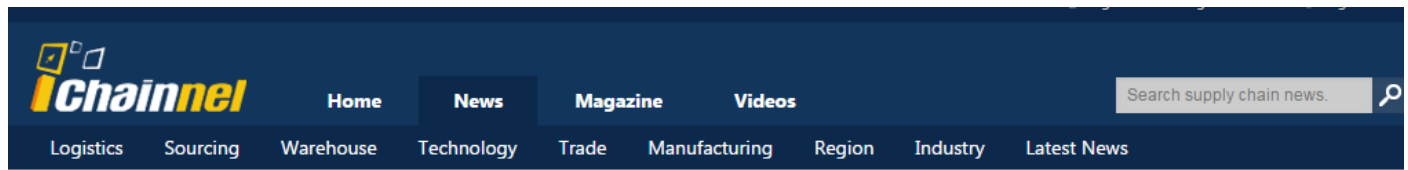


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Oman Air appoints GAC as it looks to expand in Europe

Air Cargo News 2017-05-16 11:02 [SHARE](#) [f](#) [t](#) [e](#) [...](#) [★ Star This](#) - +

Oman Air Cargo has selected ECS Group subsidiary Globe Air Cargo (GAC) as its sales partner in the Benelux region of Europe.

The contract came into effect on April 1 and will provide the carrier with overnight transit cargo volume to its gateways in Paris (CDG), London (LON) and Frankfurt (FRA).

According to the contract, ECS will market Oman Air's cargo network from its hub in Muscat (MCT) with flights to destinations in the Middle East, India and Asia.

The sales agent will represent Oman Air Cargo as an offline sales partner, and coordinate the trucking and handling of cargo on behalf of Oman Air from Brussels (BRU) and Amsterdam (AMS).

"This will allow Oman Air Cargo to consolidate cargo volume and eventually create a strong customer base in the Benelux market," ECS said in a statement.

Among the type of cargo that will be generated will predominantly include general cargo of industrial goods.

However, under the new contract GAC will help Oman Air to develop special and premium type of cargo that includes perishable and pharma, key cargo commodities that transit through Paris, London and Frankfurt.

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Oman Air signs sales agreement with Globe Air Cargo

MUSCAT: May 16, 2017. Following its participation at transport logistic last week, Oman Air Cargo has announced Globe Air Cargo, an ECS Group subsidiary, is the airline's sales partner for The Netherlands, Belgium and Luxembourg.


The move follows the recent expansion of a code share agreement between Oman Air and KLM from Muscat to Amsterdam to include Frankfurt, London Heathrow, Munich, Paris CDG and Zurich.

The new partnership with Globe will now provides Oman Air with overnight cargo volume to CDG, LON and FRA and trucking and handling support from BRU and AMS.

The ECS subsidiary will also market Oman Air's cargo network from Muscat to destinations in the Middle East, India and Asia and help the airline develop premium cargo services including perishables and pharmaceuticals.

Commented on the new tie-up with Globe, Oman Air senior vice president Commercial Cargo Mohammed Al Musafir said: "This will give us an excellent opportunity to be represented in the Benelux region through a strong local partner. Oman Air Cargo is committed to an aggressive expansion plan, and the Benelux region is of interest to us as we look at expanding our network to better serve our clients worldwide."

Mariet Zollner, managing director Globe Air Cargo Netherlands added: "We are confident that our customers will support Oman Air due to their customer-friendly approach and the opportunity its network offers to them."



Exhibiting in tandem with the Oman Airports Management Company at transport logistic, Al Musafir showcased the airline's 'Secure Vault' service for high value commodities and promoted Oman as a strategic cargo hub as the Sultanate shifts its focus towards logistics as a major pillar for economic growth.



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Oman Air Cargo partners with ECS for sales in Benelux

Posted By : STAT Trade Times

May 16, 2017: Oman Air Cargo has appointed ECS Group in the Benelux region of Europe. The contract, to be serviced by Globe Air Cargo (GAC), an ECS Group subsidiary, has come into effect on April 1, 2017. The partnership will provide the carrier with overnight transit cargo volume to its gateways in Paris (CDG), London (LON) and Frankfurt (FRA).

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NEWS



Photo: Oman Air

17.05.2017



ECS welcomes Oman Air Cargo in Benelux region

Oman Air Cargo recently chose the ECS Group as its sales partner in the Benelux countries. The contract, serviced by Globe Air Cargo, an ECS Group subsidiary, took effect in April 2017.

With the ECS partnership, the Middle Eastern carrier plans to improve its market presence in northwest Europe. Moreover, the contract will provide Oman Air with overnight transit cargo volumes to its gateways in Paris (CDG), London (LHR) and Frankfurt (FRA).

Under the terms of the pact, ECS will market Oman Air's cargo network from its hub in Muscat (MCT) with flights to the Middle East, India and Asia. Oman Air utilizes Airbus A330 aircraft across Europe.

The ECS Group will represent Oman Air Cargo as an offline sales partner, and coordinate the trucking and handling of cargo on behalf of Oman Air from Brussels (BRU) and Amsterdam (AMS). This will allow Oman Air Cargo to consolidate cargo volume and eventually create a strong customer base in the Benelux market. (ah)
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OMAN AIR CARGO SELECTS ECS IN BENELUX

May 17, 2017

Oman Air Cargo has signed an agreement for ECS Group to be its sales partner in the Benelux region from April 2017.





Ecs Group nominates Adrien THOMINET as ceo;
Bertrand SCHMOLL to stay chairman





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ECS Group appoints Adrien Thominet as new CEO

By Justin Burns - Jun 1, 2017

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RiverOak to hold meetings to reopen Manston as airfreight hub

James Muir - Jun 1, 2017

RiverOak Strategic Partners is to hold seven public consultation events as part of a six-week consultation




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ECS Group nominates Adrien Thominet as CEO; Bertrand Schmolli to stay chairman

Posted By: STAT Trade Times

Jun 01, 2017: Adrien Thominet, the current chief operating officer of leading general sales and service agent (GSSA) ECS Group, replaces Bertrand Schmolli as the CEO. Bertrand Schmolli will however continue to be the chairman of the group.

The group aims to be the leader in the rapidly evolving global digital economy and going forward it expects to roll out changes across networks to fulfill customer expectations. Hence, under the new management structure, Thominet, as the new CEO, will be committed to steer this strategic expansion and will concentrate on a new business model to reinvent the way GSSAs currently work. Thominet will also lead the sales strategy & operations and will focus on product and service developments across offices. Thominet said, "I look forward to working with everyone at ECS group in my new role and leading the company into the next growth phase while continuously strive for innovation and improving the services to our Principals."

Holding a degree in business economics, Thominet started his career in New York as commercial director at FICORL, a luxury brand promoting Bordeaux 'grands crus' fine wines globally. Thominet then worked for UniFrance Film in Tokyo where he managed the Yokohama Film Festival.

In 1995, Thominet joined ECS Group as commercial manager of the company's AeroCargo business unit, where he subsequently became managing director. In 2009, he took on the reins of the commercial development of the Group, before his appointment in 2011 as chief operating officer.

"Asking Adrien to take over the responsibility of the group is the logical next step in the growth trajectory of ECS Group. Given the fact that he has been spearheading the sales and operations for the group so far, this transition was only natural. He is by far the best man to lead this group. He has got a really good reputation within the group and in the industry. He is the best image that we can give for our group," says Bertrand Schmolli about the new appointment.

The group is reinventing itself to be at the forefront of innovation and technology adoption. With Thominet at the helm of affairs, Bertrand Schmolli will concentrate on strategic development, mergers and acquisitions and how the group will prepare itself to address the challenges of new technologies and their impact on air cargo industry. Bertrand Schmolli will steer ECS Group at a strategic level to equip itself to face the challenges of the rapidly evolving global digital economy.

Photo: Adrien Thominet


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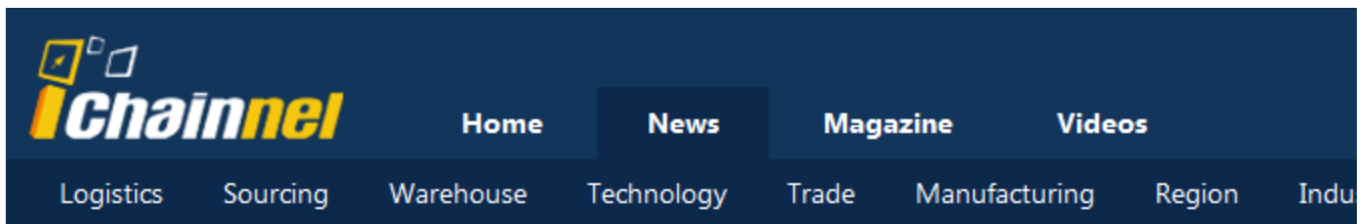
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Thominet takes over the controls at ECS

Air Cargo News 2017-06-01 13:40

Adrien Thominet, new chief executive

General sales and service agency ECS Group has nominated current chief operating officer Adrien Thominet as its new chief executive . He will take over the role from Bertrand Schmoll, who will continue as group chairman.

Thominet will be in charge of rolling out the group’s strategy to become “a leader in the rapidly evolving global digital economy” and help “develop a new business model to reinvent the way GSSAs currently work”. He will also lead the sales strategy and will focus on product and service developments.

Thominet said: “I look forward to working with everyone at ECS group in my new role and leading the company into the next growth phase while continuously strive for innovation and improving the services to our principals.”

Thominet joined ECS Group in 1995 as commercial manager of the company's AeroCargo business unit, where he subsequently became managing director and then chief operating officer in 2011.

Schmoll said Thominet’s appointment was “the logical next step in the growth trajectory of ECS Group. He has got a really good reputation within the group and in the industry.”

Bertrand Schmoll will concentrate on strategic development, mergers and acquisitions and addressing the challenges of new technologies.



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ECS Group nominates Adrien Thominet as CEO; Bertrand Schmoll to stay Chairman

0

Posted by Vinay on June 1, 2017

ECS Group has announced key changes in the top leadership to fully align with the transformative needs of their partners and clients and support them to navigate the shift to compete in the digital economy. ECS Group has nominated Adrien Thominet, the current Chief Operating Officer, as the Chief Executive Officer, the role so far being held by Bertrand Schmoll, who will continue to be the Chairman of the group. ECS Group is the biggest integrated GSSA worldwide and the reorganization of top leadership is the precursor to the comprehensive approach the group is adopting to stay right on top in the competitive business environment.



The group aims to be the leader in the rapidly evolving global digital economy and going forward it expects to roll out changes across networks to fulfill customer expectations. Hence, under the new management structure, Thominet, as the new CEO, will be committed to steer this strategic expansion and will concentrate on a new business model to reinvent the way GSSAs currently work. Thominet will also lead the sales strategy & operations and will focus on product and service developments across offices. Thominet said: "I am honoured by the opportunity to take on the CEO role at ECS group. I look forward to working with everyone at ECS group in my new role and leading the company into the next growth phase while continuously strive for innovation and improving the services to our Principals."

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Thominet takes over the controls at ECS

01 / 06 / 2017



Adrien Thominet, new chief executive


General sales and service agency ECS Group has nominated current chief operating officer Adrien Thominet as its new chief executive . He will take over the role from Bertrand Schmolli, who will continue as group chairman.

Thominet will be in charge of rolling out the group's strategy to become "a leader in the rapidly evolving global digital economy" and help "develop a new business model to reinvent the way GSSAs currently work". He will also lead the sales strategy and will focus on product and service developments.

Thominet said: "I look forward to working with everyone at ECS group in my new role and leading the company into the next growth phase while continuously strive for innovation and improving the services to our principals."


Thominet joined ECS Group in 1995 as commercial manager of the company's AeroCargo business unit, where he subsequently became managing director and then chief operating officer in 2011.





Schmolli said Thominet's appointment was "the logical next step in the growth trajectory of ECS Group. He has got a really good reputation within the group and in the industry." Bertrand Schmolli will concentrate on strategic development, mergers and acquisitions and addressing the challenges of new technologies.



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ECS Group has nominated **Adrien Thominet**, the current chief operating officer, as the CEO, which is currently being held by Bertrand Schmoll, who will continue to be the chairman of the group. Thominet started his career in New York as commercial director at FICOFI, and then worked for UniFrance Film in Tokyo, where he managed the Yokohama Film Festival. He joined ECS Group in 1995 as commercial manager of the company's AeroCargo business unit, where he subsequently became managing director. In 2009, he took on the reins of the commercial development of the group, and in 2011, he was appointed chief operating officer.

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NEWS

Photo: Andreas Haug

02.06.2017



Leadership change at ECS Group

ECS Group, a general sales and service agent (GSSA), has nominated its current chief operating officer, Adrien Thominet (right), as the CEO. The role has so far been held by Bertrand Schmoll (left), who will continue to be group chairman.

"Asking Thominet to take over the responsibility of the group is the logical next step in the growth trajectory of the ECS Group," said company's founder Schmoll.

The new CEO, Thominet, who joined ECS Group as commercial manager of the company's Aero Cargo business unit in 1995, will steer the group's strategic expansion and concentrate on a new business model to reinvent the way GSSAs currently work. He will also lead the sales strategy and operations and focus on product and service developments across offices. (ah)

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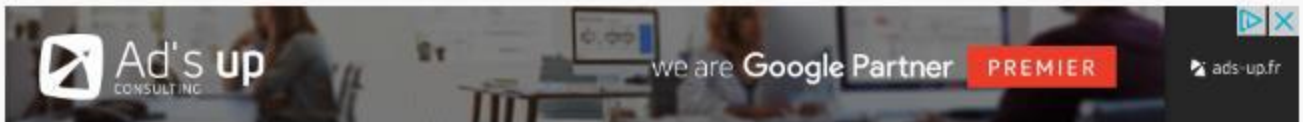
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ECS Group nominates Adrien Thominet as CEO; Bertrand Schmoll to stay chairman



Submitted By: [stattimes](#) on June 2, 2017 1 0 5



Adrien Thominet, the current chief operating officer of leading general sales and service agent (GSSA) ECS Group, replaces Bertrand Schmoll as the CEO. Bertrand Schmoll will however continue to be the chairman of the group.



ECS Group nominates Adrien Thominet as CEO; Bertrand Schmoll to stay chairman

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ECS Group nominates Adrien Thominet as CEO; Bertrand Schmoll to stay chairman



Adrien Thominet, the current chief operating officer of leading general sales and service agent (GSSA) ECS Group, replaces Bertrand Schmoll as the CEO. Bertrand Schmoll will however co

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ECS GROUP NOMINATES NEW CEO

June 5, 2017

ECS Group has appointed Adrien Thominet, currently chief operating officer, as its new chief executive officer.



Thominet succeeds Bertrand Schmoll, who will continue as chairman of the group and will concentrate on strategic development, mergers and acquisitions and addressing the challenges posed by new technologies.

According to ECS, Thominet will focus on developing a new business model and steer the company as it rolls out changes across its network to adapt to the global digital economy. He will also be in charge of the sales strategy, all operations and product and service developments.

"I am honoured by the opportunity to take on the CEO role at ECS group," said Thominet. "I look forward to working with everyone at ECS group in my new role and leading the company into the next growth phase while continuously strive for innovation and improving the services to our principals."

Thominet joined the company in 1995 as commercial manager of the AeroCargo business unit and later became managing director. He assumed responsibility for commercial development of the group in 2009 and was appointed chief operating officer in 2011.

Thominet started his career in New York as commercial director of FICOFI, a luxury brand promoting wines from Bordeaux. He then worked for UniFrance Film in Tokyo, managing the Yokohama Film Festival.



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ECS Group nominates Adrien Thominet as new CEO

ECS Group has nominated Adrien Thominet (pictured above) – the current chief operating officer – to be its new chief executive officer (CEO). The role is now held by Bertrand Schmoll (pictured below), who will continue to be chairman of the Group. The general sales and service agent (GSSA) says the changes in the top leadership are to



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Innovation the way forward

By James Muir - Jul 2, 2017

255 0



ECS Group chief executive officer, Adrien Thominet



New technology and innovation is essential and the only way forward is to embrace the future, according to ECS Group chief executive officer, Adrien Thominet.

I really feel like technologies open many new windows on our way to do business, moreover, we have no choice; technologies helps us to reinvent ourselves to go beyond and be able to provide real, innovative solutions.

ADRIEN THOMINET, CEO, THE ECS GROUP



"A successful GSSA ensures that the airline is provided with global coverage as well as strong presence, market knowledge and specific market contacts," he explains.

"The co-operation with a professional cargo GSSA will [also] bring down the airlines' costs for cargo activities and helps to control the costs of sales."

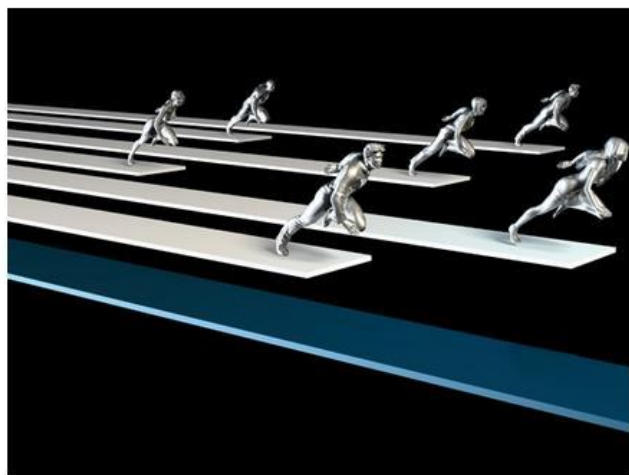
This is in stark contrast to any online platforms, which Zimmer says can only be used to make a booking. All other needs, he continues, including quotations, rates for regular business and the introduction of new products need the personal approach by "well-trained" sales and customer services teams.

"We deliver many added values to our partners/customers," he argues. "We focus on the service, and right from the beginning we have seen this as our key subject. Our service range includes among many others: field and market studies, customer service activities, space control, cargo load and flight planning, CASS billing procedures and reporting, supervisory of online flights and trucks, dedicated staff for airlines, dedicated phone lines - and well trained and professional dedicated vertical product staff."

Thominet says it is part of a GSSA's duties to offer a new way to consider the freight experience by bringing more technologies together: business intelligence, tracing, and any kind of information regarding a shipment.

"Hence there is still a huge room to take as GSSA," he concludes. ■

Adrien Thominet, CEO, the ECS Group



FROM MAGAZINE: Digital disruption, the new normal in air cargo

Posted By : STAT Trade Times



Has the air freight industry finally emerged from its slumber, ready to modernise and innovate? Positive signs are beginning to show. A technological transformation is underway within the air cargo industry moving from legacy systems to more customised interfaces.

Surya Kannoth

Technological innovation is here to stay, and the efficiencies it brings with it are undeniable. Not too long ago, ideas like 3D printing, the Internet of Things (IoT), drone delivery, and augmented reality were things of science fiction. Today, digital transformation is disrupting several industries, creating additional opportunities for value creation. The same applies for air cargo, with the potential of digital technologies profoundly reshaping the way key players interact with and serve their customers along the value chain.

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Sales strong for Globe Air Cargo

By **Justin Burns** - Aug 18, 2017

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Strong industry performance has boosted year-on-year sales revenue by six per cent this year at Globe Air Cargo with all carriers it represents seeing surging numbers.

The ECS Group subsidiary sells cargo in the UK for Aeromexico, Biman Bangladesh (pictured above), Bulgaria Air, China Southern, Czech Airlines, Gulf Air, Middle East Airlines, MNG, Royal Air Maroc, Ukraine International, UPS Cargo, and Vietnam Airlines.

The general sales and service agent also sells for Kenya Airways in the North of England, Westjet in the South of England and some group products with Corsair, Niger Air Cargo and MIAT.

Tweets by @aircargoweek

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ACW Newsletter 4th September 2017 - AirBridgeCargo gains Envirotainer QEP accreditation [fb.me/9KntMqjC](#)

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AirBridgeCargo gains Envirotainer QEP accreditation

James Muir - Sep 4, 2017

AirBridgeCargo (ABC) Airlines has further enhanced pharma services by gaining Envirotainer QEP accreditation at its global hub at Moscow



FROM MAGAZINE: GSSAs forge opportunities in air cargo

Posted By : STAT Trade Times

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Recognising the growing demand for air cargo, airlines are looking at cargo General Sales and Service Agents (GSSAs) to help them capture as much of a market share as possible. Accordingly, it's time for GSSAs to improve their value proposition by integrating more and more technology into its operations and enhancing customer-centricity.

Twinkle Sahita

Cargo is a very special product that needs human intervention to move it around the globe. It is not possible for the airline to be present in every part of the world. Ergo, they rely on the agents to manage the logistics of air cargo – General Sales and Service Agents (GSSAs). They provide local market knowledge and market contacts to the airlines. They bring down the airlines costs for cargo activities.

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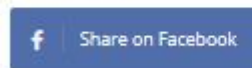
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Investments paying off for ECS as it evolves its business

By James Muir - Oct 6, 2017

254 0



The ECS Group has arguably been the most active of general sales and service agents (GSSA) this year widening its network and taking stakes in various companies.



PRESS REVIEW

Royal Air Maroc launches new service
with ECS Group





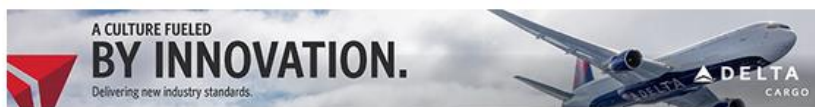
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Royal Air Maroc launches new service with ECS Group

By Justin Burns - Oct 31, 2017

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Royal Air Maroc (RAM) Cargo has launched a new service working with the ECS Group – dedicated to the shipment of personal belongings from the US and Canada to an extended number of countries in Africa.

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Skies will remain open to EU and 3rd runway on track

Aircraft will continue to fly into and out of the UK post-Brexit and the government is on track to deliver a 3rd runway at Heathrow Airport, delegates at the Airport Operators Association (AOA) Conference heard on 30 October.

Much concern has been raised in the aviation industry whether current arrangements with other European Union (EU) countries will continue and if the UK will remain in Open Skies agreements, but this was rubbished by the UK Government's secretary of state for transport, Chris Grayling.

He says: "It is inconceivable that the planes will stop flying. It will not happen and the industry can look to the future with confidence. I am looking for positive Open Skies agreements. I see under no circumstances that planes will not be able to fly to and from the UK to the EU. We will be ready to replace the existing arrangements with EU countries."

Grayling adds: "Detailed work is happening today and I am confident we will have a very sensible partnership with the EU in the future and aviation will be a central part of that. We are making rapid progress to secure post-Brexit agreements with all these countries in the EU."



The government has given its backing for a 3rd runway at Heathrow, which is heavily backed by the freight community, and a vote on the expansion is set to take place at the House of Parliament in the first half of next year.

Grayling is sure the vote will pass: "I am very confident we will have the majority in Parliament to get the Heathrow expansion delivered."

"We need to get through the consultation process and try and make sure we get this right. It is our view we should expand

Heathrow, but we should listen to concerns, but I remain pretty confident MPs share my view. It will benefit the whole of the UK including regional airports, connectivity and the economy."

Grayling also says a recent government report released last month suggested the 3rd runway development can meet environmental targets, seen by many as a major hurdle in getting it delivered. He adds: "We should have taken this decision decades ago and I am determined to get this through."

In a later conference session, Heathrow's chief executive officer (CEO), John Holland-Kaye talked of the importance of cargo to the UK economy and says air cargo plays a vital role in future success of the UK economy and adds it can be "underestimated", while post-Brexit it will be even more important.

Holland-Kaye notes 80 per cent of air cargo is moved through the London hub and it plays an integral role in the movement of goods, especially exports.

During the same panel debate, Gatwick Airport CEO, Stewart Wingate also called for his gateway to get a 2nd runway: "We are very happy for Heathrow to go ahead, but we want to as well as we can privately fund it. The UK can have the best of both worlds by having one at both."

RAM launches new service



ROYAL Air Maroc (RAM) Cargo has launched a new service working with the ECS Group – dedicated to the shipment of personal belongings from the US and Canada to an extended number of countries in Africa.

This initiative will have special promotional rates for all freight bookings made until the 15 November. This service will make moving easier and more affordable.

One of RAM Cargo's general sales and service agent is ECS Group, who says it is confident in the success of this initiative managed by its subsidiaries.

The teams of Globo Air Cargo in the USA and Exp-Air Cargo in Canada are already actively promoting this offer which responds to the large North and West African communities' demand. Globo Air Cargo in France is getting ready to be the next country to launch this service.

To celebrate the launch, RAM Cargo & ECS sponsored a double-header soccer match on the 7 October in New Jersey, between New York Red Bulls and the Vancouver Whitecaps FC.

Natural disasters hit UPS

PROFITS in the third quarter dipped marginally for UPS with the US domestic package sector declining but international packages and supply chain & freight performing strongly.

Third quarter net profits were down 0.5 per cent to \$1.26 billion, with operating profits remaining at \$2 billion.

US domestic package operating profits were down 5.6 per cent to \$1.18 billion due to one fewer operating days, on going initiatives including facility construction and deployment of Saturday operations, while natural disasters had an affect of about \$50 million.

International packages were up by 8.9 per cent to \$627 million with international domestic daily shipments increasing 5.7 per cent led by double digit growth across several European countries.

UPS says regulatory approval of UPS's joint venture with SF Express, a small package carrier in China also being a highlight.

Supply chain & freight by 9.7 per cent to \$226 million, with tonnage gains in Freight Forwarding, UPS Freight and Coyote Logistics contributing to top-line results.

UPS chairman and chief executive officer, David Abney says: "Our business segments adapted quickly to changing conditions this quarter, taking advantage of market opportunities while minimising cost and service disruptions from recent events."

Net profits up to 30 September rose 3.7 per cent to \$3.8 billion.

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Royal Air Maroc new services

Royal Air Maroc Cargo, Morocco's leading air freight carrier, has just launched a new service dedicated to the shipment of personal belongings

November 1, 2017 By *admin*

ECS Royal Air Maroc

Royal Air Maroc Cargo, Morocco's leading air freight carrier, has just launched a new service dedicated to the shipment of personal belongings from the USA and Canada to an extended number of countries in Africa, with special promotional rates for all bookings made until the 15th of November 2017. This service will make moving easier and more affordable for all stakeholders.

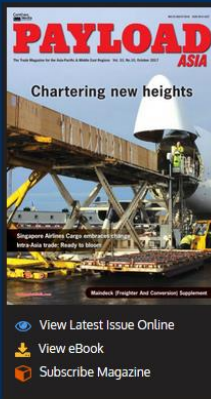
ECS group is confident in the success of this initiative managed by its subsidiaries. The teams of Globe Air Cargo in USA & Exp-Air Cargo in Canada are already actively promoting this offer which responds to the large North and West African communities' demand.

Globe Air Cargo in France is getting ready to be the next country to launch this service.

To celebrate this launch, Royal Air Maroc Cargo & ECS Group sponsored a special double-header soccer match on the 7th of October in New Jersey, featuring the New York Red Bulls against the Vancouver Whitecaps FC. This exciting face-off was followed by the US Soccer Heroes Community Cup, a charity match featuring law enforcement and first responder organizations members against civilian players from local communities.

This major sporting event has gathered more than 25.000 soccer fans and offered RAM Cargo the opportunity to promote this new service among African communities residing in the USA.

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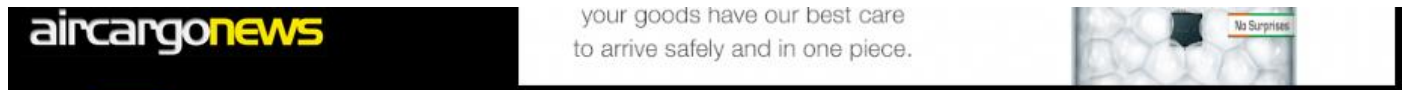


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RAM Cargo launches Africa personal effects service

31 / 10 / 2017



Let your personal belongings
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Royal Air Maroc Cargo has launched a personal effects service from the US and Canada to countries in Africa, said the carrier's general sales agent, ECS group.

The service is being marketed by ECS subsidiaries Globe Air Cargo in the US and Exp-Air Cargo in Canada to those countries' North and West African communities, with promotional rates available on bookings made by November 15.


The service will also shortly launched by Globe Air Cargo in France, said ECS.


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ECS Group and RAM Cargo sponsor New Jersey heroes

CASABLANCA: October 31, 2017. Royal Air Maroc (RAM) Cargo has launched a new personal effects service on its flights from the U.S. and Canada via Casablanca to destinations in Africa.

ECS Group, which provides GSSA services to RAM via its subsidiaries Globe Air Cargo in the U.S. and Exp-Air Cargo in Canada, said it anticipates a high response rate to the service from expatriate communities in both countries.

To celebrate the launch, RAM Cargo and ECS recently sponsored a special double-header professional soccer match in New Jersey featuring the New York Red Bulls against the Vancouver Whitecaps FC.

The face-off, which was won 3-0 by the Bulls, was followed by the U.S. Soccer Heroes Community Cup, a charity match featuring members of local law enforcement and first responders against civilian players from local communities.

The event, which began in 2008, has gathered more than 25,000 supporters and offered RAM Cargo the opportunity to promote this new service among African communities living in the U.S.

Proceeds from the match supported the charitable aims of the 501c3 non-profit that helps with community fitness initiatives as well as aids first responder families in times of crisis.

"The US Soccer Heroes is all about building bridges using soccer," explained USSH founder and director of coaching Alex Lalaoui who has been running The Soccer Learning Center training academy for 16 years.

"When you put folks on the soccer field together, remarkable things begin to happen," he said. "Players all become focused on the ball and the goal – not politics or perceptions – it's a great way to help and heal."

<http://www.royalairmaroccargo.com/>





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Royal Air Maroc Cargo and ECS Group launch freight service from USA, Canada to Africa

– 31 October, 2017 6:56:18 pm




Royal Air Maroc Cargo has launched a new service dedicated to the shipment of personal belongings from the USA and Canada to an extended number of countries in Africa, with special promotional rates for all bookings made until the 15th of November 2017.

ECS group said it is confident in the success of the initiative managed by its subsidiaries. The teams of Globe Air Cargo in USA & Exp-Air Cargo in Canada are already actively promoting the offer which responds to the large North and West African communities' demand. Globe Air Cargo in France is getting ready to be the next country to launch this service.

To celebrate this launch, Royal Air Maroc Cargo & ECS Group sponsored a special double-header soccer match on the 7th of October in New Jersey, featuring the New York Red Bulls against the Vancouver Whitecaps FC.

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RAM Cargo launches Africa personal effects service

Published On 1 Nov, 2017



Royal Air Maroc Cargo has launched a personal effects service from the US and Canada to countries in Africa, said the carrier's general sales agent, ECS group.

The service is being marketed by ECS subsidiaries Globe Air Cargo in the US and Exp-Air Cargo in Canada to those countries' North and West African communities, with promotional rates available on

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Oct 31, 2017 SOURCE: Arabian Aerospace News

Royal Air Maroc Cargo and ECS Group launch freight service from USA, Canada to Africa

Royal Air Maroc Cargo has launched a new service dedicated to the shipment of personal belongings from the USA and Canada to an extended number of countries in Africa, with special promotional rates for all bookings made until the 15th of November 2017.

View source version on Arabian Aerospace News: <http://www.arabianaerospace.aero/royal-air-maroc-cargo-and-ecs-group-launch-freight-service-from-usa-canada-to-africa.html>

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31 Oct 2017, 12:10 AM

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Royal Air Maroc Cargo and ECS Group launch freight service from USA, Canada to Africa

Posted 31 October 2017 · [Add Comment](#)

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ECS group said it is confident in the success of the initiative managed by its subsidiaries. The teams of Globe Air Cargo in USA & Exp-Air Cargo in Canada are already actively promoting the offer which responds to the large North and West African communities' demand. Globe Air Cargo in France is getting ready to be the next country to launch this service.

To celebrate this launch, Royal Air Maroc Cargo & ECS Group sponsored a special double-header soccer match on the 7th of October in New Jersey, featuring the New York Red Bulls against the Vancouver Whitecaps FC.

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ECS Group supports new RAM transport solution

Royal Air Maroc Cargo, a Moroccan air freight carrier, has just launched a new service dedicated to the shipment of personal belongings from the USA and Canada to an extended number of countries in Africa. The carrier is currently offering special promotional rates for all bookings made until the 15 November 2017. This service will make moving easier and more affordable.

The ECS group is confident that this initiative, managed by its subsidiaries, will be successful. The teams of Globe Air Cargo in the USA, and Exp-Air Cargo in Canada are already actively promoting this offer which caters to the large North and West African communities' demand.

Globe Air Cargo is getting ready to launch this service in France. (ah)
www.ecsgroup.aero
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GSSAs aim to fill the void in a growing market



feature **GSSA**

GSSAs aim to fill the void in a growing market

Sales agents continue to invest in IT and cargo solutions that some airlines are unable to build themselves, writes **Damian Brett**

It is said that no two snowflakes are the same, and you could easily say the same about general sales and service agents (GSSAs).

The sector offers a wide variety of company types, some consider themselves as good old fashioned sales agents, others are business intelligence providers, there are those that say they are more like financial institutions, providing huge guarantees, while others offer the types of

we are. We are a third party supplier to the airline industry.

"If it needs to be manpower, we provide manpower, if it needs to be flight supervision, that is what we do. If the airline needs us to supervise tracking, that is what we do."

"We provide the skillset that is missing in our industry and which has drifted away over the last 20 years because there isn't the investment in training that there should be," he says. One of the largest players in the

to be squeezed.

"It is a very complicated scenario," he says. "We need to find new solutions that we can deliver to the airlines that they cannot do by themselves."

"For example, we try to create new routes or add capacity – we work for Aeroblescio, which has passenger aircraft coming into Europe, but we take block space capacity (BSA) on partners like Emirates, like Cargohex, under [AerMexico's] name to give them widebody or maindeck capacities into Mexico."

"This is typically the type of business we are adding to their network, where we take the financial risk on their behalf."

ECS also helps its airline customers to develop products, like pharma or perishables solutions, aimed at different market segments, something the largest cargo carriers are able to do, but their smaller rivals may find difficult because of the level of investment required.

He explains: "They need to work on e-commerce, they need more IT tools, they need more business intelligence, all these kind of parameters that, if you are not Qatar Airways or Emirates, you don't



Adrien Thominet, ECS Group

necessarily have the financial resources to achieve and reach all these new types of opportunities."

Thominet says the model is similar to that of a low-cost airline – the fee paid for the seat makes the airline a minimal amount, it is the extras that passengers purchase which pushes up the profitability.

On his new role, Thominet says it is business as usual. He explains that the previous chief executive, Bertrand Schmitt, has moved up in the position of group chairman.

He adds that in his previous role, as chief operating officer, he largely looked after the commercial and

'All the markets are doing well – Southeast Asia is good, North America is good, Europe is of course very good and even South America is doing well'

Adrien Thominet, ECS Group

products that you would normally expect from a carrier.

Some companies are even fed up with the term GSSA because they feel they have expanded far beyond what you would expect a sales agent to do.

"I have never enjoyed the term GSA," says one contact. "It isn't what

GSSA market is the ECS Group.

Adrien Thominet, who was recently promoted to the role of chief executive, tells *Air Cargo News* that the company has expanded the breadth of its service offering in order to move away from a reliance on the airline commission, which continues

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Communities initiatives add value to Benelux airfreight market





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