

PRESS REVIEW



ECS' MEDIA COVERAGE

S
E
P
T
·
2
0
1
8

ECS Group hires Cédric MILLET as Chief Strategy and Digital Officer



Paris, 20th September 2018 – ECS Group's management is growing with the arrival of new and talented recruits to implement group strategy and enhance its expansion. By hiring Cédric MILLET as Chief Strategy and Digital Officer, the GSSA intends to strengthen its position as a worldwide leader.

Graduated from the renowned « Ecole Centrale » in France in 2000, Cédric MILLET was previously working for Qatar Airways where he successively held the position of Vice-President, revenue management and pricing (based in Doha) and Head of cargo – South Europe (based in Paris). Before, he also worked for Air France Cargo (various positions).

Bertrand SCHMOLL, the Chairman of ECS Group, welcomes this recruitment: "By hiring Cédric MILLET as Chief Strategy & Digital Officer, we are moving up a gear in our digital transition which has already started few years ago. We also hired him to put his experience at the service of the ECS's long-term strategy. We are setting up new working methods and new processes. This change will enable us to increase efficiency in order to sustain and accelerate our growth."



ABOUT ECS GROUP

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 47 countries through its 147 offices, ECS group knows it can count on its 1034 employees around the world to offer high quality service tailored to each of its partners. Thanks to this ever increasing network, this year ECS Group has carried over 979,000 tonnes on behalf of the airlines it represents and in this way contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the favoured partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group's website: www.ecsgroup.aero

CONTACT PRESS

press@ecsgroup.aero
+33 1 48 16 72 50

Air Italy hangs its hat in the United States with Globe Air Cargo



Miami, 18th September 2018 – Previously represented in the US by World Cargo Solutions, Air Italy changed course on 1st September choosing Globe Air Cargo USA to represent it for all of its US cargo operations. Globe Air Cargo USA intends to open up new logistical solutions for the American market with direct daily flights for Milan (MXP) from Miami and New York thanks to the 10 ton cargo capacity of the Air Italy fleet (A330).

The Meridiana airline was first created on 29 March 1963 in Olbia (Italy) and became Air Italy in February 2018 after the major strategic overhaul brought about when Qatar Airways bought out 49% of its parent company, AQA Holding.

Thanks to this new dynamic Air Italy has expanded, and continues to expand, its network; opening up new routes to India, Thailand and the United States out of Milan Malpensa (MXP). Globe Air Cargo USA, a subsidiary of the ECS Group, will be able to commercialize routes such as Bangkok (BKK), New Delhi (DEL), Mumbai (BOM) and Lagos (LOS) which will significantly extend its network.

"We are excited about this new partnership in USA. The addition of daily nonstop service from New York and Miami to Milan Italy strengthens GAC USA leadership position as a leading GSA in the market. The addition of Air Italy to our Airline portfolio provides GAC the opportunity to offer the market an excellent Air Cargo logistics solution to Italy and key points within the Air Italy network," said Francisco HERNANDEZ, Country Manager GAC USA.



ABOUT ECS GROUP

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 47 countries through its 147 offices, ECS group knows it can count on its 1034 employees around the world to offer high quality service tailored to each of its partners. Thanks to this ever increasing network, this year ECS Group has carried over 979,000 tonnes on behalf of the airlines it represents and in this way contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the favoured partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group's website: www.ecsgroup.aero

CONTACT PRESSE

press@ecsgroup.aero
+33 1 48 16 72 50



MILLET JOINS ECS GROUP AS CHIEF STRATEGY AND DIGITAL OFFICER

2018.09.25



Leading GSA, ECS Group, has appointed Cédric Millet as chief strategy and digital officer. Graduate of the renowned Ecole Centrale in France in 2000, Millet previously worked for Qatar Airways where he successively held the position of vice-president, revenue management and pricing and head of cargo – South Europe based in Paris. He also has experience at Air France Cargo.

Bertrand Schmoll, chairman of ECS Group, welcomes this recruitment: “By hiring Cédric as chief strategy and digital officer, we are moving up a gear in our digital transition which has already started few years ago. We also hired him to put his experience at the service of the ECS’s long-term strategy. We are setting up new working methods and new processes.

“This change will enable us to increase efficiency in order to sustain and accelerate our growth.”

[READ ARTICLE](#)

ESC BANKS ON DIGITAL STRATEGIST

2018.09.25



The ECS Group, a major player in the GSSA sector, has hired Cédric Millet as chief strategy and digital officer. He will report to Bertrand Schmoll, the ECS Group chairman, who welcomes the recruitment by saying: “we are moving up a gear in our digital transition which already started few years ago.» By hiring Millet as chief strategy and digital officer, the GSSA intends to strengthen its position in the market.

After graduating from the «Ecole Centrale» in France in 2000, Millet worked for Qatar Airways where he successively held the position of vice-president, revenue management and pricing (based in Doha) and head of cargo – South Europe (based in Paris). He also worked for Air France Cargo in a number of different managerial positions, including director revenue management.

[READ ARTICLE](#)

2018.09.21



ECS Group has hired Cédric Millet as chief strategy and digital officer as it looks to further develop its digital offering.

ECS Group chairman Bertrand Schmoll said: “By hiring Cédric Millet as chief strategy & digital officer, we are moving up a gear in our digital transition which has already started few years ago.

«We also hired him to put his experience at the service of the ECS’s long-term strategy. We are setting up new working methods and new processes. This change will enable us to increase efficiency in order to sustain and accelerate our growth.”

Millet graduated from Ecole Centrale and previously worked for Qatar Airways where he successively held the position of vice-president, revenue management and pricing in Doha and head of cargo – South Europe in Paris.

He has also worked for Air France Cargo in various positions..

[READ ARTICLE](#)



LA DOLCE VITA FOR AIR ITALY IN UNITED STATES

2018.09.21

Air Italy, the former Meridiana airline, has moved its representation in the United States to Globe Air Cargo USA, a subsidiary of ECS Group. effective immediately.

Miami-based Globe Air Cargo USA intends to open up new logistical solutions for the American market with direct daily flights for Milan (MXP) from Miami and New York, thanks to the 10-tonne cargo capacity of the Air Italy fleet of A330 aircraft.

Air Italy continues to expand, opening up new routes to India, Thailand and the United States out of Milan Malpensa. Globe Air Cargo USA will be able to commercialize routes such as Bangkok, New Delhi , Mumbai and Lagos which will significantly extend its network.

“We are excited about this new partnership in the US. The addition of daily nonstop service from New York and Miami to Milan, Italy strengthens GAC USA leadership position as a leading GSA in the market. The addition of Air Italy to our airline portfolio provides GAC the opportunity to offer the market an excellent air cargo logistics solution to Italy and key points within the Air Italy network.” said GAC USA country manager Francisco Hernandez.

[READ ARTICLE](#)



2018.09.20



La compagnia aerea italiana Air Italy ha reso noto di aver cambiato dal primo settembre il proprio general sales agent per le attività cargo negli Stati Uniti passando da World Cargo Solutions a Globe Air Cargo USA (Ecs Group).

Globe Air Cargo Usa promette di darsi da fare con nuove soluzioni ad hoc al fine di colmare al massimo la capacità da 10 tonnellate di merce della flotta di aerei (A330) impiegata da Air Italy sulle rotte che collegano New York e Miami con Milano.


Il nuovo gsa americano avrà il compito di commercializzare la capacità di stiva del vettore aereo italiano anche verso le altre destinazioni del suo network (Bangkok, New Delhi, Mumbai e Lagos).

Francisco Hernandez, country manager di Globe Air Cargo Usa, si è detto “entusiasta di questa nuova partnership” e ha poi aggiunto che “l’aggiunta di questi voli regolari da New York a Milano rafforzano la leadership di Gac Usa sul mercato dei gsa. L’ingresso di Air Italy nel portafoglio clienti di Gac offre l’opportunità al mercato del cargo di beneficiare di nuove soluzioni di trasporto verso l’Italia e le altre destinazioni del network”.

[READ ARTICLE](#)

AIR ITALY PARTNERS WITH GSSA GIANT GLOBE AIR CARGO USA FOR US CARGO OPS

2018.09.20



Globe Air Cargo USA, a subsidiary of the ECS Group, has been appointed as the general sales agent (GSA) for Air Italy's US cargo operations from September 1. "Globe Air Cargo USA intends to open up new logistical solutions for the American market with direct daily flights for Milan (MXP) from Miami and New York thanks to the 10 tonne cargo capacity of the Air Italy fleet (A330)," said the general sales and service agent through a statement.

[READ ARTICLE](#)

2018.09.18

A photograph showing the tail section of an Air Italy aircraft. The tail features a stylized logo with a teal 'Y' shape and a purple 'Y' shape. The aircraft is white with a blue sky background.

Air Italy has appointed Globe Air Cargo USA (GAC USA), part of the ECS Group, as its general sales (GSA) for its US cargo operations.

A spokesperson for GAC USA said that it intends to open up «new logistical solutions for the American market» with direct daily flights to Milan Malpensa airport (MXP) from Miami and New York, using the 10 tonne bellyhold capacity of Air Italy's Airbus A330 passenger aircraft.

Air Italy, the former Meridiana airline in which Qatar Airways took a 49% stake in October 2017, was previously represented in the US by World Cargo Solutions.

GAC USA added that it will be able to «commercialise routes such as Bangkok, New Delhi, Mumbai and Lagos, which will significantly extend its network».

Francisco Hernandez, country manager GAC USA, said: "We are excited about this new partnership in the US. The addition of daily nonstop service from New York and Miami to Milan Italy strengthens GAC USA's leadership position as a leading GSA in the market."

«The addition of Air Italy to our airline portfolio provides GAC the opportunity to offer the market an excellent air cargo logistics solution to Italy and key points within the Air Italy network.»

[**READ ARTICLE**](#)

CHANGE OF TACK OR AIR ITALY

2018.09.18



Previously represented in the US by World Cargo Solutions, Air Italy changed course on September 1, choosing Globe Air Cargo USA to represent it for all of its US cargo operations.

Globe Air Cargo USA intends to open up new logistical solutions for the American market, with direct daily flights to Milan from Miami and New York, thanks to the 10 tonne cargo capacity of the Air Italy A330 fleet.

The Meridiana airline was created in 1963 in Olbia (Italy) and became Air Italy in February 2018, after the major strategic overhaul brought about when Qatar Airways bought out 49% of its parent company, AQA Holding.

Thanks to this new investment Air Italy has expanded, and continues to expand, its network. It has since opened up new routes to India, Thailand and the US out of Milan Malpensa. Globe Air Cargo USA, a subsidiary of the ECS Group, will also be able to commercialise routes such as Bangkok, New Delhi, Mumbai and Lagos, which will significantly extend its network.

[READ ARTICLE](#)

AIR ITALY HANGS ITS HAT IN THE US WITH GLOBE AIR CARGO

2018.09.19



Previously represented in the US by World Cargo Solutions, Air Italy changed course on 1st September choosing Globe Air Cargo USA to represent it for all of its US cargo operations.

Globe Air Cargo USA intends to open up new logistical solutions for the American market with direct daily flights for Milan (MXP) from Miami and New York thanks to the 10 ton cargo capacity of the Air Italy fleet (A330).

The Meridiana airline was first created on 29 March 1963 in Olbia (Italy) and became Air Italy in February 2018 after the major strategic overhaul brought about when Qatar Airways bought out 49% of its parent company, AQA Holding.

Thanks to this new dynamic Air Italy has expanded, and continues to expand, its network; opening up new routes to India, Thailand and the United States out of Milan Malpensa (MXP).

Globe Air Cargo USA, a subsidiary of the ECS Group, will be able to commercialize routes such as Bangkok (BKK), New Delhi (DEL), Mumbai (BOM) and Lagos (LOS) which will significantly extend its network.

“We are excited about this new partnership in USA. The addition of daily nonstop service from New York and Miami to Milan Italy strengthens GAC USA

leadership position as a leading GSA in the market. The addition of Air Italy to our Airline portfolio provides GAC the opportunity to offer the market an excellent Air Cargo logistics solution to Italy and key points within the Air Italy network.” said Francisco HERNANDEZ, Country Manager GAC USA.

[READ ARTICLE](#)



ECS GROUP TO REPRESENT AIR ITALY IN USA

2018.09.20



Globe Air Cargo USA, a subsidiary of the ECS Group, has been selected by Air Italy to represent it for all of its US cargo operations. Replacing World Cargo Solutions, the GSSA intends to open up new logistical solutions for the American market by commercialising routes such as Bangkok, New Delhi, Mumbai and Lagos which will significantly extend Air Italy's network.

The Meridiana airline was first created in 1963 in Olbia (Italy) and became Air Italy in February 2018 after the major strategic overhaul that occurred after Qatar Airways bought out 49% of its parent company, AQA Holding.

Thanks to this new dynamic Air Italy continues to expand its network, opening up new routes out of Milan Malpensa, with direct daily flights from Miami FL and New York, thanks to the 10 t cargo capacity of its A330 fleet.

[READ ARTICLE](#)



2018.09.20

Air Italy has appointed Globe Air Cargo USA (GAC USA), part of the ECS Group, as its general sales (GSA) for its US cargo operations.

Previously represented in the US by World Cargo Solutions, Air Italy changed course on 1st September choosing Globe Air Cargo USA to represent it for all of its US cargo operations.

A spokesperson for GAC USA said that it intends to open up “new logistical solutions for the American market” with direct daily flights to Milan Malpensa airport (MXP) from Miami and New York, using the 10 tonne bellyhold capacity of Air Italy’s Airbus A330 passenger aircraft.

Francisco Hernandez, country manager GAC USA, said, “We are excited about this new partnership in the US. The addition of daily nonstop service from New York and Miami to Milan Italy strengthens GAC USA’s leadership position as a leading GSA in the market.

“The addition of Air Italy to our airline portfolio provides GAC the opportunity to offer the market an excellent air cargo logistics solution to Italy and key points within the Air Italy network.”

Air Italy, the former Meridiana airline in which Qatar Airways took a 49 per cent stake in October 2017, was previously represented in the US by World Cargo Solutions.

USA added that it will be able to “commercialise routes such as Bangkok, New Delhi, Mumbai and Lagos, which will significantly extend its network”.

[READ ARTICLE](#)

MERIDIANA FLY : AIR ITALY CHOOSES GLOBE AIR CARGO FOR US OPERATIONS

2018.09.19



Previously represented in the US by World Cargo Solutions, Air Italy changed course on Sept. 1 choosing Globe Air Cargo USA to represent it for all of its US cargo operations. Globe Air Cargo USA intends to open up new logistical solutions for the American market with direct daily flights for Milan (MXP) from Miami and New York thanks to the 10 ton cargo capacity of the Air Italy fleet (A330).

The Meridiana airline was first created on March 29, 1963 in Olbia (Italy) and became Air Italy in February 2018 after the major strategic overhaul brought about when Qatar Airways bought out 49% of its parent company, AQA Holding.

Thanks to this new dynamic Air Italy, has expanded, and continues to expand, its network; opening up new routes to India, Thailand and the United States out of Milan Malpensa (MXP). Globe Air Cargo USA, a subsidiary of the ECS Group, will be able to commercialize routes such as Bangkok (BKK), New Delhi (DEL), Mumbai (BOM) and Lagos (LOS) which will significantly extend its network.

We are excited about this new partnership in USA. The addition of daily nonstop service from New York and Miami to Milan Italy strengthens GAC USA

leadership position as a leading GSA in the market. The addition of Air Italy to our Airline portfolio provides GAC the opportunity to offer the market an excellent Air Cargo logistics solution to Italy and key points within the Air Italy network, said Francisco Hernandez, Country Manager GAC USA.

[READ ARTICLE](#)

2018.09.18



Air Italy has appointed Globe Air Cargo USA (GAC USA) as its general sales agent (GSA) for US freight operations with the contract going into effect on 1 September.

GAC USA

is part of the ECS Group and said it plans on opening up “new logistical solutions” for the American marketplace with direct daily flights to Milan Malpensa Airport from Miami and New York, and so utilising the 10 tonne belly capacity of the carrier’s Airbus A330 aircraft.

Formerly called Meridiana, Air Italy is 49 per cent owned by Qatar Airways which took the stake in October 2017. The carrier’s previous GSA in the US was World Cargo Solutions.

GAC USA also said it will be able to commercialise routes such as Bangkok, New Delhi, Mumbai and Lagos, which it added will significantly extend its network.

[READ ARTICLE](#)

MERIDIANA FLY : AIR ITALY CHOOSES GLOBE AIR CARGO FOR US OPERATIONS

2018.09.18



Previously represented in the US by World Cargo Solutions, Air Italy changed course on Sept. 1 choosing Globe Air Cargo USA to represent it for all of its US cargo operations. Globe Air Cargo USA intends to open up new logistical solutions for the American market with direct daily flights for Milan (MXP) from Miami and New York thanks to the 10 ton cargo capacity of the Air Italy fleet (A330).

The Meridiana airline was first created on March 29, 1963 in Olbia (Italy) and became Air Italy in February 2018 after the major strategic overhaul brought about when Qatar Airways bought out 49% of its parent company, AQA Holding.

Thanks to this new dynamic Air Italy, has expanded, and continues to expand, its network; opening up new routes to India, Thailand and the United States out of Milan Malpensa (MXP). Globe Air Cargo USA, a subsidiary of the ECS Group, will be able to commercialize routes such as Bangkok (BKK), New Delhi (DEL), Mumbai (BOM) and Lagos (LOS) which will significantly extend its network.

“We are excited about this new partnership in USA. The addition of daily nonstop service from New York and Miami to Milan Italy strengthens GAC USA leadership position as a leading GSA in the market. The addition of Air Italy to our Airline portfolio provides GAC the opportunity to offer the market an excellent Air Cargo logistics solution to Italy and key points within the Air Italy

network,” said Francisco Hernandez, Country Manager GAC USA.

[READ ARTICLE](#)

2018.09.19



Η Globe Air Cargo USA σκοπεύει να προσφέρει νέα υλικοτεχνική υποστήριξη στην αμερικανική αγορά με απευθείας καθημερινές πτήσεις στο Μιλάνο (MXP) από το Μαϊάμι και τη Νέα Υόρκη χάρη στη χωρητικότητα φορτίου 10 τόνων της Air Italy (A330).

Σημειώνεται, πως η αεροπορική εταιρεία Meridiana δημιουργήθηκε για πρώτη φορά στις 29 Μαρτίου 1963 στην Olbia της Ιταλία και έγινε η Air Italy τον Φεβρουάριο του 2018.

Η Air Italy έχει επεκτείνει και συνεχίζει να επεκτείνει το δίκτυο της, ανοίγοντας νέα δρομολόγια προς την Ινδία, την Ταϊλάνδη και τις Ηνωμένες Πολιτείες από το Μιλάνο και το αεροδρόμιο της Malpensa (MXP).

Η Globe Air Cargo USA, θυγατρική του Ομίλου ECS, θα είναι σε θέση να πραγματοποιεί εμπορικά δρομολόγια, όπως στο Μπανγκόκ (BKK), στο Νέο Δελχί (DEL), στη Βομβάη (BOM) και στο Λάγκος (LOS), οι οποίες θα αποτελούν επέκταση του δικτύου της.

«Είμαστε ενθουσιασμένοι με αυτή τη νέα συνεργασία στις ΗΠΑ με την προσθήκη καθημερινής υπηρεσίας από τη Νέα Υόρκη και το Μαϊάμι στο Μιλάνο. Η Ιταλία ενισχύει την ηγετική θέση της GAC USA ως την

κορυφαία GSA στην αγορά. Η προσθήκη της Air Italy στο χαρτοφυλάκιο των αεροπορικών εταιρειών παρέχει στην GAC την ευκαιρία να προσφέρει μια άριστη υλικοτεχνική λύση στην Ιταλία», δήλωσε ο Francisco HERNANDEZ, Country Manager GAC USA.

[READ ARTICLE](#)

2018.09.19



Air Italy (formerly Meridiana) has made ECS Group member Globe Air Cargo USA (GAC USA) general sales agent for its US cargo operations.

GAC will market belly space on direct daily flights to Italy's Milan Malpensa airport (MXP) from Miami and New York on the carrier's Airbus A330 passenger aircraft.

[READ ARTICLE](#)



LADIES IN LOGISTICS THE GSSA PHENOMENON

2018.09.07



The last 25 years have witnessed the dramatic growth of the cargo general sales agent(GSA), from humble beginnings in the 1980s and 90s to today's highly organized and often multi-national networks. These entrepreneurial companies are contributing substantially to cargo traffic volumes. Although there are many small GSAs with a very few clients, several of the market leaders dominate the sector.

We spoke to Audrey Serdjabi, of ECS about her experience and views.

FF - How did you get into the air cargo business?

AS - I worked as Communication Director for a somewhat subversive NGO dealing in questions of women's rights. A friend then introduced me to Adrien Thominet, COO of ECS Group at the time. He was looking for a Communication Director to accompany him in the exponential development of the group. Everything felt right from the beginning; I loved his visionary mind and the impulse he imparted to ECS Group. And I thought that he was a little nuts when he began an adventure with somebody who knew absolutely nothing about Cargo ... I didn't lose a single second.

FF - What kind of education did you have?

AS - I began my studies in a Communication and Events College, followed by a Political Science Master's degree from the Sorbonne and another Master's in Genre Studies from the Paris 8 University.

Describe your work and responsibilities?

The ECS Group management is constantly on the lookout for innovation. Whether it concerns management processes, services for our customers, or the growth of our network, the will to grow and expand is constant.

I am in charge of the Group communication and marketing department. My work consists of generating the most accurate possible description of what we are, whether it is for in-house use among the 150 teams all over the world or for the outside. We need to establish total dovetailing with the current affairs and strategies of our group. Whether it concerns press relations, the setting up of our events, the design of our advertising with all the communication media that we create for our affiliates or the companies that we represent, I try to be creative and inventive.

FF - What do you enjoy most about your work?

AS The fact that I am working on every front. The fact that I am permanently active. There is never any let-up and you have to keep regenerating yourself to stay at the top and to convince. I depends on the projects to keep my adrenaline going. I am lucky enough to work for a group which has understood the need for effective communication and is therefore extremely demanding when it involves matters of group expression internally among the staff, or with the outside media and clients.

FF - What attracts you to the air cargo industry?

AS - The challenge. As GSSA, the competition is keen and some of our competitors think that we are all doing the same job. At ECS Group we are confident of our capability of providing much more than a simple service. But words alone are not enough and only performance and proof actually count. I love having to be convincing. This industry needs people capable of adapting and mobilizing themselves for the future and this need for constant renewal is what fascinates me most.

2nd part on next page

FF - Do you think the air cargo industry is doing the right things to secure its future?

AS - Yes and no. The major players in our industry have changed our way of doing business and driven the entire logistical chain to adjust to the requirements of the future. The world economy does not leave us a choice anymore, and it's a good thing. However, I find that we are still short of original ideas as a way of attracting more talent to our ranks. Diversity is an essential condition for the growth of a market. It guarantees renewal. It is essential to regenerate ourselves and although we have to invent very technological tools, we also need to be able to hire young talent, young men or women, to create new ambitions for managing, participating in the construction of our future and keeping this industry going.

FF - Would you recommend this business to other girls from school or university?

AS - Yes, without any hesitation! I would recommend this industry to young women and men from every horizon. In particular concerning women, I believe that the industry does not close any doors to them, and on the contrary, it is becoming increasingly more feminized.

At ECS Group, there are as many women as there are men working for the companies we represent. But it means doing a huge amount of work to enhance the popularity of this industry among all the different sectors of the young.

[READ ARTICLE](#)