

**PRESS
REVIEW**



**ECS GROUP
MEDIA COVERAGE**

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feature **GSSAs**

GSSAs consolidate to activate



Having both made bold moves in South America recently, ECS and ATC are turning their sights to the Asian market, writes **Damian Brett**.

Texas Airlines is represented by the ATC group in South America for general sales and service throughout Peru, Colombia and all South America, not just in Brazil

"So far there is hopeful, they are getting new airlines, and for us it goes to a very strong and solid footprint in the market." The analyst adds that the air cargo market in South America has grown rapidly in 2014 after a few years in the doldrums. IATA statistics show that, during the last seven months of 2014, airlines from the region recorded a 7% increase in freight volume, although the organization reports that there have been signs of volatility since recently. The analyst is also positive about the management team at the handles, describing them as young and dynamic. BCS itself has been at the center of a recent acquisition. In line, the



one-stop shop for the whole of the Americas. "It's was the perfect fit because as well as our strong coverage in Argentina and Brazil, we now have a presence in Bolivia, Peru, Chile and Ecuador and we also have a co-operation with another agent covering Paraguay and Uruguay. This

NOVEMBER EDITION

Having both made bold moves in South America recently, ECS and ATC are turning their sights to the Asian market.

The general sales and service agent (GSSA) market is in the midst of a consolidation phase, which continued in the second half of this year with two major takeovers announced and expectations of more deals to follow.

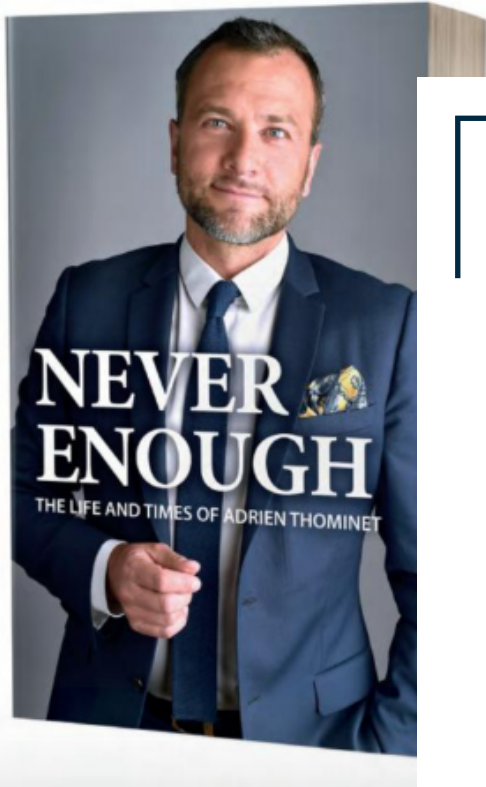
The first big deal of the second half came in July when the fast-expanding ECS Group took over BCS AIR in Brazil.

READ ARTICLE ON PAGES 16-19



60 SECONDS WITH ECS GROUP'S ADRIEN THOMINET

2018.11.26



ECS Group CEO, Adrien Thominet has been a prominent figure in the air cargo industry since joining AeroCargo in 1995. He took up the role of ECS chief operating officer in 2011 before taking over as CEO last year. worst purchase was a hunter's outfit.

[READ ARTICLE
ON PAGE 10](#)

2018.11.13



ESC has appointed Jochen Krug as regional manager for Asia as the company continues to target expansion in the region.

The GSSA said that Krug has more than 30 years of experience in the air cargo industry, having worked for several major groups, including Kuehne+Nagel, Schenker, Senator International Logistics and JH Bachmann Logistics.

ECS Group chief executive Adrien Thominet said Krug would “place even more emphasis on canvassing for new business in the region”.

Thominet continued: “In addition, co-ordination between subsidiaries and the search for new collaborations are essential to improve our performance in Asia.

“His experience and in-depth knowledge of the field make all the difference and we are delighted to welcome him on board.”

[READ ARTICLE](#)

JETSTAR ASIA SET TO POST 25% TONNAGE GROWTH THIS YEAR

2018.11.15



Jochen Krug has been appointed as Regional manager for Asia of leading GSSA firm ECS Group.

With over 30 years' experience in the air cargo industry and in-depth knowledge of the Asia market, Krug is an asset for the group's development.

Adrien Thominet, CEO at ECS Group is delighted with this new recruit who will 'place even more emphasis on canvassing for new business in the region. In addition, coordination between subsidiaries and the search for new collaborations are essential to improve our performance in Asia'.

With a Bachelor's Degree in Business Management (Transport & Logistics) from Baden-Wuerttemberg University (Germany), Jochen Krug is a perfectionist and a real powerhouse for his teams.

He has held executive roles at several major companies such as Kuehne + Nagel, Schenker, Senator International Logistics and JH Bachmann Logistics.

[READ ARTICLE](#)



2018.11.15

Jochen Krug has been recruited as regional manager for Asia by the ECS Group. The GSSA pointed out that the German national Krug has more than 30 years of experience in the air cargo industry. Krug previously held various positions at major players in the industry. They include Kuehne+Nagel, Schenker, Senator International Logistics and JH Bachmann Logistics.

ECS has selected Asia as a region of future growth. The group's chief executive Adrien Thominet said Krug would «place even more emphasis on canvassing for new business in the region. In addition, coordination between subsidiaries and the search for new collaborations are essential for improving our performance in Asia.» (cd)

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JOCHEN KRUG BECOMES THE NEW REGIONAL MANAGER ASIA OF ECS GROUP | AIR CARGO

2018.11.15



Jochen Krug has been appointed as Regional manager for Asia of leading GSSA firm ECS Group. With over 30 years' experience in the air cargo industry and in-depth knowledge of the Asia market, Krug is an asset for the group's development. Adrien Thominet, CEO at ECS Group is delighted with this new recruit who will 'place even more emphasis on canvassing for new business in the region.

READ ARTICLE



2018.11.14

ECS Group has appointed Jochen Krug as its new regional manager of Asia.

Krug has over 30 years of experience in the air cargo industry and knowledge of the Asian market.

“Jochen will place even more emphasis on canvassing for new business in the region,” said Adrien Thominet, CEO of ECS Group. “In addition, coordination between subsidiaries and the search for new collaborations are essential to improve our performance in Asia. His experience and in-depth knowledge of the field make all the difference and we are delighted to welcome him on board.”

Krug was previously in senior positions at major logistics companies including Kuehne + Nagel, Schenker, Senator International Logistics and J.H. Bachmann Logistics, according to ECS.

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ECS APPOINTS EX-K+N EXECUTIVE JOCHEN KRUG TO RUN ITS ASIAN OPERATIONS

2018.11.16



ECS Group has appointed Jochen Krug as regional manager for Asia operations.

Mr Krug brings more than 30 years' experience to the role, having joined the company from Kuehne + Nagel, where he held multiple roles, including, most recently, vice president and regional head of product verticals for air freight in north Asia.

Before that, he spent more than seven years at Senator International as its managing director, after moving from Schenker International.

ECS chief executive Adrien Thominet said: "Jochen will place even more emphasis on canvassing for new business in the region. Co-ordination between subsidiaries and the search for new collaborations are essential to improve our performance in Asia."

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GULF AIR PICKS AERO CARGO AS GSA IN FRANCE

2018.10.31



Gulf Air has chosen ECS Group company Aero Cargo France to be its GSA for re-launched services between Paris and Bahrain.

ECS Group subsidiary Globe Air Cargo is already Gulf Air's GSA in the UK, and the French company says the partnership and confidence between the two companies will grow further with the new contract.

ECS Group CEO, Adrien Thominet says: "We are really excited to be part of Gulf Air's expansion plans. We will do our best to ensure that it's successful and continue to support Gulf's strategy of being a premium carrier, focusing on high yields and high service levels."

Aero Cargo France managing director, Jean Ceccaldi adds: "Aero Cargo has great connections in its home market. We will use this to best advantage whilst representing this premium airline."

Routes marketed by Aero Cargo France will include Bahrain, Dubai, Jeddah, Medina, Riyadh, Cairo, Bangkok, Peshawar, Islamabad, Lahore, Karachi, Addis Ababa, Khartoum, Dhaka, Manila and Dammam.

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AERO CARGO FRANCE SELECTED BY GULF AIR FOR RE-LAUNCH OF SERVICES IN FRANCE

2018.10.31



Gulf Air, the national carrier of Bahrain, has selected Aero Cargo France to oversee its cargo activities in France, following the re-launch of its services in the country.

Aero Cargo will oversee priority high-yield cargo, such as express, mail and Pharma & PER, between Gulf Air's Bahrain base and Paris.

Part of the ECS Group, the latest announcement builds upon Gulf Air's existing partnership with Globe Air Cargo, also a subsidiary under ECS, who look after the airline's cargo business in the UK.

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GULF AIR AWARDS AERO CARGO FRANCE FOR ITS RELAUNCH OF SERVICES IN FRANCE



2018.10.30

Paris, October 30, 2018 - For the re-launch of services in France, Gulf Air has chosen Aero Cargo in France to represent their Cargo activities. From Paris (CDG) to their hub in Bahrain (BAH) and an ever increasing network beyond, Aero Cargo will sell priority high-yield cargo (Express, Mail, Pharma & PER).

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GULF AIR OPTS FOR AERO CARGO FRANCE

2018.10.31



One of the major Middle Eastern carriers Gulf Air has appointed Aero Cargo in France, part of ECS Group, as its general sales agent (GSA) for its France cargo activities.

Gulf Air has appointed the GSA for its re-launch of services in France.

From Paris (CDG) to their hub in Bahrain (BAH) and an ever increasing network beyond, Aero Cargo will sell priority high-yield cargo (Express, Mail, Pharma & PER).

ECS Group, with its subsidiary Globe Air Cargo, is already the GSA for Gulf Air in the UK. This strong partnership and confidence between the two companies grows further with the addition of this contract.

“We are really excited to be part of Gulf Air’s expansion plans. We will do our best to ensure that it’s successful and continue to support Gulf’s strategy of being a premium carrier, focusing on high yields and high service levels.” said Adrien Thominet, CEO, ECS Group.

“Aero Cargo has great connections in its home market. We will use this to best advantage whilst representing this premium airline,” said Jean Ceccaldi, managing director of Aero Cargo France.

In this very competitive market, many routes are going to be marketed by Aero Cargo France, such as, but not limited to, Bahrain (BAH), Dubai (DXB), Jeddah (JED), Medina (MED), Riyadh (RUH), Cairo (CAI), Bangkok (BKK), Peshawar (PEW), Islamabad (ISB), Lahore (LHE), Karachi (KHI), Addis Ababa (ADD), Khartoum (KRT), Dhaka (DAC), Manila (MNL), Dammam (DMM).

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ECS Group subsidiary Globe Air Cargo is already Gulf Air's GSA in the UK, and the French company says the partnership and confidence between the two companies will grow further with the new contract.

ECS Group CEO, Adrien Thominet says: "We are really excited to be part of Gulf Air's expansion plans. We will do our best to ensure that it's successful and continue to support Gulf's strategy of being a premium carrier, focusing on high yields and high service levels."

Aero Cargo France managing director, Jean Ceccaldi adds: "Aero Cargo has great connections in its home market. We will use this to best advantage whilst representing this premium airline."

Routes marketed by Aero Cargo France will include Bahrain, Dubai, Jeddah, Medina, Riyadh, Cairo, Bangkok, Peshawar, Islamabad, Lahore, Karachi, Addis Ababa, Khartoum, Dhaka, Manila and Dammam.

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2018.10.31



Gulf Air has chosen ECS Group subsidiary Aero Cargo as its GSA in France.

According to Aero Cargo, it will focus on selling priority high-yield cargo, including express, mail, pharmaceuticals and perishables.

“Aero Cargo has great connections in its home market,” said Jean Ceccaldi, managing director of Aero Cargo France. “We will use this to best advantage whilst representing this premium airline.”

The airline operates a daily Airbus A320 between its Bahrain hub and Paris. Aero Cargo will also market connections to destinations such as Dubai, Jeddah, Medina, Riyadh, Cairo, Bangkok, Peshawar, Islamabad, Lahore, Karachi, Addis Ababa, Khartoum, Dhaka, Manila and Dammam.

Globe Air Cargo, another ECS subsidiary, already acts as Gulf Air’s GSA in the UK.

“We are really excited to be part of Gulf Air’s expansion plans,” said Adrien Thominet, CEO of ECS Group. “We will do our best to ensure that it’s successful and continue to support Gulf’s strategy of being a premium carrier, focusing on high yields and high service levels.”

[READ ARTICLE](#)

2018.10.31



Για την επανεκκίνηση των υπηρεσιών της στη Γαλλία, η Gulf Air επέλεξε τη Aero Cargo France.

Ο όμιλος ECS, με τη θυγατρική του εταιρεία Globe Air Cargo, είναι ήδη η GSA (General sales agent) για την Gulf Air στο Ηνωμένο Βασίλειο. Η ισχυρή εταιρική σχέση και η εμπιστοσύνη μεταξύ των δύο εταιρειών αυξάνεται περαιτέρω με την προσθήκη της παρούσας σύμβασης.

Σημειώνεται σύμφωνα με την ανακοίνωση, πως είναι μια μεγάλη ευκαιρία για την Aero Cargo, καθώς η Gulf Air έχει φήμη για την ποιότητα και την εξυπηρέτηση της.

«Είμαστε πραγματικά ενθουσιασμένοι που είμαστε μέρος των σχεδίων επέκτασης της Gulf Air. Θα κάνουμε το καλύτερο δυνατό για να εξασφαλίσουμε, υψηλές αποδόσεις και υψηλά επίπεδα εξυπηρέτησης», δήλωσε ο Adrien THOMINET, CEO του Ομίλου ECS.

«Η Aero Cargo έχει καλές συνδέσεις στην εγχώρια αγορά της. Θα το χρησιμοποιήσουμε αυτό το πλεονέκτημα της αντιπροσωπεύοντας ταυτόχρονα την κορυφαία αεροπορική εταιρεία», δήλωσε ο Jean CECCALDI, Διευθύνων Σύμβουλος της Aero Cargo France.

Σε αυτή την πολύ ανταγωνιστική αγορά, πολλές διαδρομές θα κυκλοφορήσουν στην αγορά από την Aero Cargo France, όπως, μεταξύ άλλων, το Μπαχρέιν (BAH), το Ντουμπάι (DXB), το Jeddah (JED), το Medina (MED), το Ριάντ(RUH), Κάιρο (CAI), Μπανγκόκ (BKK), Πεσαβάρ (PEW), Ισλαμαμπάντ (ISB), Λαχόρ (LHE), Κάρα.

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2018.10.30

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2018.10.31



Gulf Air has picked ECS Group company Aero Cargo France to be its general sales agent (GSA) for flights that it has re-launched between Paris Charles de Gaulle Airport and Bahrain International Airport.

ECS Group subsidiary Globe Air Cargo is already Gulf Air's GSA in the UK, and said the partnership between the two companies will grow further with the new contract.

Aero Cargo France will market the carrier's routes to Bahrain, Dubai, Jeddah, Medina, Riyadh, Cairo, Bangkok, Peshawar, Islamabad, Lahore, Karachi, Addis Ababa, Khartoum, Dhaka, Manila and Dammam.

ECS Group chief executive officer, Adrien Thominet said: "We are really excited to be part of Gulf Air's expansion plans. We will do our best to ensure that it's successful and continue to support Gulf's strategy of being a premium carrier, focusing on high yields and high service levels."

Aero Cargo France managing director, Jean Ceccaldi added that Aero Cargo has great connections in its home market and "will use this to best advantage whilst representing this premium airline".

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AERO CARGO FRANCE SELECTED BY GULF AIR FOR RELAUNCH OF SERVICES IN FRANCE

2018.10.31



Gulf Air, the national carrier of Bahrain, has selected Aero Cargo France to oversee its cargo activities in France, following the re-launch of its services in the country.

Aero Cargo will oversee priority high-yield cargo, such as express, mail and Pharma & PER, between Gulf Air's Bahrain base and Paris.

Part of the ECS Group, the latest announcement builds upon Gulf Air's existing partnership with Globe Air Cargo, also a subsidiary under ECS, who look after the airline's cargo business in the UK.

Adrien THOMINET, ECS Group CEO, said: "We are really excited to be part of Gulf Air's expansion plans. We will do our best to ensure that it's successful and continue to support Gulf's strategy of being a premium carrier, focusing on high yields and high service levels."

A number of routes will be overseen by Aero Cargo France, as part of the new partnership. This includes, but not limited to, destinations in and from Bahrain, UAE, Saudi Arabia, Egypt, Thailand, Pakistan, India, Ethiopia, Sudan, Bangladesh, and the Philippines.

Commenting on the deal, Jean CECCALDI, managing director of Aero Cargo

France, said: "Aero Cargo has great connections in its home market. We will use this to best advantage whilst representing this premium airline."

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2018.10.31



ECS Group subsidiary Aero Cargo France is to represent the cargo activities of Gulf Air in France when the carrier relaunches services to Paris Charles de Gaulle.

Flights from the French capital to Gulf Air's home hub in Bahrain will connect with services across the airline's network. As such, Aero Cargo France will market routes including Dubai, Jeddah, Medina, Riyadh, Cairo, Bangkok, Peshawar, Islamabad, Lahore, Karachi, Addis Ababa, Khartoum, Dhaka, Manila and Dammam.

The Middle East carrier will start with an Airbus A320 aircraft on the route and then switch to a B787.

A statement said the GSSA will sell "priority high-yield cargo" – express, mail, pharmaceuticals and perishable goods – on behalf of the Middle Eastern carrier.

"We are really excited to be part of Gulf Air's expansion plans," said Adrien Thominet, ECS Group chief executive.

"We will do our best to ensure that it's successful and continue to support Gulf's strategy of being a premium carrier, focusing on high yields and high service levels."

ECS Group, through its subsidiary Globe Air Cargo, already acts as Gulf Air's GSA in the UK.

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AERO CARGO FRANCE ASSISTS GULF AIR'S RETURN TO PARIS

2018.11.02



For the re-launch of services in France, the Bahrain-based carrier Gulf Air has chosen Aero Cargo, part of the ECS Group, in France to represent their cargo activities. From CDG to their hub and their network beyond, Aero Cargo will sell priority high-yield cargo (express, mail, pharma & PER).

ECS Group, with its subsidiary Globe Air Cargo, is already the GSA for Gulf Air in the UK. The new partnership between the two companies is considered to be a great opportunity for Aero Cargo as Gulf Air is one of the oldest Middle Eastern Carriers and has a reputation for quality and service.

In that very competitive market, many routes are going to be marketed by Aero Cargo France, such as, but not limited to, BAH, DXB, DMM, JED, MED, RUH, ADD, CAI, KRT, ISB, KHI, LHE, PEW, DAC, BKK and MNL. (ah)

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GULF AIR OPTS FOR ECS GROUP'S AERO CARGO TO HANDLE FREIGHT IN FRANCE



2018.11

Gulf Air has chosen ECS Group's partner Aero Cargo France to handle cargo services from Paris to its hub in Bahrain as it resumes services between the routes.

**READ ARTICLE
ON PAGE 11**



2018.11.22

Niger Air Cargo, société de fret aérien, spécialisée dans le transport des marchandises a accueilli il y a quelques jours, son nouveau directeur général en la personne d'Alain Boussard. Celui-ci vient en remplacement de Bernard Schwartz qui a passé sept ans à la tête de cette structure.

Le nouveau patron des lieux devra continuer l'œuvre entamée par son prédécesseur qui quitte la direction de Niger Air Cargo avec un sentiment du devoir accompli. « Je pars en laissant une entreprise en bonne santé, en pleine forme et prête à renouveler et à conquérir d'autres défis. », a-t-il affirmé lors de la cérémonie d'au revoir organisée à Niamey.

Sous sa direction, le chiffre d'affaires de l'entreprise est passé à un milliard en 2016 et 2017. Ce dernier espère voir ce chiffre doubler sous la direction de son successeur qu'il décrit comme étant « très compétent » et donc, capable de faire davantage rayonner cette structure. « Sous son règne, je suis sûr que la compagnie va progresser. », a-t-il affirmé.

Et le nouveau directeur général en a les capacités puisqu'il a travaillé pendant de longues années dans ce secteur d'activité et a occupé des postes de responsabilité dans divers structures au niveau international.

Avant sa nomination à la tête de Niger Air Cargo, il était directeur général de Efis Air et directeur général de Aero Cargo Intl. Il a également été branch director à ECS (European cargo services). Il a travaillé pour Globe Air Cargo System, et

pour Eccip Paris. Une expérience riche qu'il mettra assurément au profit de Niger Air Cargo.

Filiale du groupe ECS qui est présent dans 47 pays, Niger Air Cargo dispose d'un réseau de plus de 50 agences dans le monde qui assure les expéditions des colis.

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