

# TRENDS

## AS ARE ESSENTIAL LINKS IN THE AIR CARGO SUPPLY CHAIN

**AT ECS GROUP WE KNOW IT.....ADRIEN THOMINET**

have a major role to play as do the other stakeholders in our industry, says Adrien Thominet, CEO of ECS Group. ECS Group is focusing on the technological digitalization is crucial for GSSAs activities. ECS Group is focusing on the technological digitalization is crucial for GSSAs activities. ECS Group is focusing on the technological digitalization is crucial for GSSAs activities.



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# PRESS REVIEW

# ECS GROUP MEDIA COVERAGE



# 10 FUTURE THINKING

# WEAPONS OF MASS INCLUSION

## NEXTGEN LEADERS

The ECS Group's NextGen Leaders campaign has had a big response in its campaign to get students and start-up companies to come up with 'out of the box' ideas that will transform the industry's best practices. Yvonne Mulder reports.

Many people do not consider air cargo as a career because they do not even know it exists - available all year round, or how the stage sets at the world in such a short time.

Of course, the growth of online shopping and the rapid rise of companies like Amazon has helped raise the profile of worldwide logistics and delivery, so maybe the timing is right to build on that? Especially as all the new technologies can take place.

One company has taken that idea to a whole new level. ECS Group launched its NextGen Leaders project in January and had 637 participants in projects actually entered by the deadline at the end of February.

It asked students and start-up companies to submit innovative project ideas on one of four subjects:

- Drones
- Sustainability
- Digital technologies or related value partners

Head of Communications & Marketing Group. "We see this project as the longer-term 'Weapons of Mass Incl. ECS personnel in each country, who submit ideas themselves, promoted the local schools and universities and through media, and continue to be heavily involved process.

"We were completely overwhelmed by the response we had. We felt it was a really good idea but we did not expect such a great reaction. We have had 225 bids from 57 countries all around the world," said Serdjeb. "And the interesting thing is that the bids are almost evenly spread among the four categories."

The projects will go through a selection process, with those making the first cut being offered a few hours of on-line mentoring by ECS people and senior figures in the air cargo industry.

They will each spend 48 hours with the ECS mentors (and invited customers and suppliers) in their local country to work on the project before making their five minute pitch to air cargo industry leaders at ECS headquarters in a video conference. The



## We've got ambitions for you **MORE** by ECS Group

### Azul Linhas Aéreas signs up ECS Group

04 March 2019

Azul Linhas Aéreas, which is based in Brazil and began operating in 2008, has just signed a two year GSSA contract with GAC Argentina.

From February 26 the ECS Group subsidiary has been marketing the airline's cargo capacity on flights departing from Buenos Aires, and in future will do so from Córdoba and Rosario, in keeping with the expansion plans announced by the GSSA.

From Buenos Aires, GAC Argentina now markets several Brazilian destinations, including Belo Horizonte, which is served by two flights a day, and Campinas, with one flight a day, as well as Porto, which is added to this network in the near future. In partnership with a French airline, Paris Orly is also among the daily cargo links sold by the GSSA.

GAC Argentina is a subsidiary of the ECS Group, which was established in Argentina in 2018.

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## ECS GROUP TOTAL CARGO EXPERTISE

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Global GSSA ECS Group closed 2018 on a high. Over the course of the year a new shareholder, Naxicap, arrived, “significantly” boosting the availability of investment for its growth plan. Importantly, it opened up further acquisition plans, which in the last 12 months included the purchase of new GSSA, BCS AIR in Brazil.

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## GSSAS ARE ESSENTIAL LINKS IN THE AIR CARGO SUPPLY CHAIN

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MARCH - APRIL 2019

GSSAs have a major role to play, as do the other stakeholders in our industry, says Adrien THOMINET, CEO, ECS Group informed Cargo Trends. ECS Group is focusing on the innovations that we can bring them - but not just in the usual sense of the word, such as technological or digital innovations. We go one step further and create new services, such as the recent launch of the TCE by ECS Group entity, which allows us to replace airlines across the entire cargo chain that they traditionally manage, moving from service on demand to end-to-end management of the entire chain.

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PAGES 16 - 17](#)





SPRING 2019 EDITION

The whole idea is for people to come up with ‘out of the box’ ideas that will transform our industry’s best practices,” said Audrey Serdjebi, Head of Communications & Marketing, ECS Group. “We see this project as the first step in a longer-term ‘Weapons of Mass inclusion’ strategy.” “We want to find new talent and great ideas for the whole industry, not just for ECS. This project is bringing in a whole lot of fresh ideas from outside the industry.

**READ ARTICLE**  
**PAGES 10 - 11**



2019.03.19



With this year not yet very old, it is not very clear what 2019 holds for global airfreight. To find out the state of the French market in detail the ITJ interviewed Jean Ceccaldi, managing director of GSSA Aero Cargo France, a part of the ECS Group.

“Our portfolio includes no less than 25 airlines. Their rather different networks allow us to offer our partners a wide range of destinations, including, of course, the main international capitals on several continents. We also bank on our parent company ECS Group’s worldwide network,” says Ceccaldi.

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## SAMBA MEETS TANGO AS GLOBE AIR CARGO APPOINTED GSSA BY AZUL

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2019.03.04



Brazilian carrier Azul Linhas Aéreas, has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its GSSA in Argentina.

With this new contract, GAC Argentina plans to expand Brazil's third-largest airline's cargo activities in Argentina, including by opening up destinations that are currently passenger-only, to cargo.

Azul, which is based in Brazil and began operating in 2008, has signed a two-year GSSA contract with GAC Argentina.

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Adrien Thominet, CEO, ECS and Salim Quouninich, Vice President - Cargo, Royal Air Maroc, speak about their partnership at the Air Cargo Africa conference and exhibition recently in Johannesburg, South Africa. ECS, through this partnership, will help Air Maroc to increase their network coverage and increase their cargo tonnage.

[WATCH VIDEO](#)

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## AZUL CHOOSES GLOBE AIR CARGO ARGENTINA AS ITS GSSA

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2019.03.04

Azul Linhas Aéreas, the Brazilian airline, has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its GSSA in Argentina. With this new contract, GAC Argentina plans to expand Brazil's third-largest airline's cargo activities in Argentina, including by opening up destinations that are currently passenger-only to cargo.

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## AZUL LINHAS AÉREAS SIGNS UP ECS GROUP

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2019.03.04



Azul Linhas Aéreas, which is based in Brazil and began operating in 2008, has just signed a two year GSSA contract with GAC Argentina.

From February 16 the ECS Group subsidiary has been marketing the airline's cargo capacity on flights departing from Buenos Aires, and in future will do so from Cordoba and Rosario, in keeping with the expansion plans announced by the GSSA.

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## AFRICA OPENS DOOR TO THE WORLD

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2019.03.04



Meanwhile, ECS Group's CEO Adrien Thominet said, "When you see that individuals want to purchase through ecommerce, then comes the issue that how you get paid for that and how you collect the money for that in Africa. Individuals having a bank account in Africa are very limited, it is 20 percent in one country, or sometimes the connection of internet in some countries is a problem, so there is an appetite but there are some structural issues, especially in terms of banks and payments that need to be sorted.

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## AZUL CHOOSES GLOBE AIR CARGO ARGENTINA AS ITS GSSA

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2019.03.04

Brazilian airline Azul has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its general sales and services agent (GSSA) in Argentina.

GAC Argentina plans to expand the cargo activities of Brazil's third-largest airline in Argentina, including opening up destinations that are currently passenger-only.

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## AZUL APPOINTS GLOBE AIR CARGO (GAC) ARGENTINA AS GSSA

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2019.03.04

Brazilian carrier Azul has appointed ECS Group subsidiary Globe Air Cargo (GAC) Argentina as its general sales and services agent (GSSA) in Argentina as part of a two-year contract.

GAC Argentina said it plans to expand the freight activities of the airline in Argentina, including opening up destinations that are currently only served for passengers.

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## ECS GROUP MEMBER WINS AZUL GSSA BUSINESS

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2019.03.04

GAC Argentina says it plans to expand the cargo activities of Brazil's third-largest airline by opening up destinations that are currently passenger-only from Buenos Aires and subsequently Cordoba and Rosario.

From Buenos Aires, new markets include Belo Horizonte and Campinas in Brazil as well as Fort Lauderdale and Orlando in the US and Lisbon, Oporto and Paris in Europe.

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## GLOBE AIR CARGO ARGENTINA BECOMES AZUL GSSA

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2019.03.05

The Brazilian Azul Linhas Aéreas, which began operating in 2008, has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary almost a year old, as its GSSA in Argentina.

With this two-year contract, GAC Argentina plans to expand Brazil's third-largest airline's cargo activities in the country, including opening up destinations that are currently passenger-only to cargo traffic.

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## #NEXGENLEADERS CHALLENGE BY ECS GROUP: 1000 PARTICIPANTS!

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2019.03.27



The #NexGenLeaders challenge, launched at the beginning of January by ECS Group, has brought together over 1000 participants of more than 50 different nationalities. They all submitted their innovative solutions to regenerate the freight industry before the closing date for the first stage of the challenge, 3 March.

The submitted projects then underwent an initial selection process in which 50 innovative solutions (24 teams of students, 16 teams of startups and 10 teams of employees) were chosen to receive a month and a half of coaching from VIP Mentors (experts from our industry) and ECS Group Managing Directors.

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2019.03.27



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## ECS GROUP INNOVATION COMPETITION MOVES TO NEXT STAGE

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2019.03.26



The first stage of ECS Group's #NexGenLeaders challenge, launched at the beginning of January, closed on March 3, bringing together over 1,000 participants in the submission of innovative solutions to regenerate the freight industry.

The submitted projects then underwent an initial selection process in which 50 innovative solutions, comprising 24 teams of students, 16 teams of start-ups and 10 teams of employees, were chosen to receive a month and a half of coaching from 'VIP mentors' (industry experts) and ECS Group Managing Directors.

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## ECS GROUP #NEXGENLEADERS CHALLENGE SEES STRONG PARTICIPATION

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2019.03.26

The ECS Group's #NexGenLeaders challenge launched at the beginning of January has brought together over 1000 participants of more than 50 different nationalities.

They all submitted their innovative solutions to regenerate the freight industry before the closing date for the first stage of the challenge, 3 March.

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## ECS' #NEXGENLEADERS CHALLENGE DRAWS OVER 1,000 PARTICIPANTS

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2019.03.26



The #NexGenLeaders challenge, launched at the beginning of January by ECS Group, has seen over 1,000 participants of more than 50 different nationalities submit their innovative solutions to regenerate the freight industry before the closing date for the first stage of the challenge, 3 March.

The submitted projects then underwent an initial selection process in which 50 innovative solutions (24 teams of students, 16 teams of startups and 10 teams of employees) were chosen to receive a month and a half of coaching from VIP Mentors, comprised of industry executives and ECS group managing directors.

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## AZUL CHOOSES GLOBE AIR CARGO (GAC) AS ITS GSSA IN ARGENTINA

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2019.03.12

Brazilian airline Azul Linhas Aereas has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its general sales and services agent (GSSA) in Argentina.

GAC Argentina plans to expand the cargo activities of Brazil's third-largest carrier in Argentina, including opening up destinations that are currently passenger-only.

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## AZUL CHOOSES GLOBE AIR CARGO (GAC) AS ITS GSSA IN ARGENTINA

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2019.03.12

Brazilian airline Azul Linhas Aereas has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its general sales and services agent (GSSA) in Argentina.

GAC Argentina plans to expand the cargo activities of Brazil's third-largest carrier in Argentina, including opening up destinations that are currently passenger-only.

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## AZUL CHOOSES GLOBE AIR CARGO (GAC) AS ITS GSSA IN ARGENTINA

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2019.03.11

Brazilian airline Azul Linhas Aereas has appointed Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its general sales and services agent (GSSA) in Argentina.

GAC Argentina plans to expand the cargo activities of Brazil's third-largest carrier in Argentina, including opening up destinations that are currently passenger-only.

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