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German airfreight confident in 2019

ECS goes on holiday

New TCE division helps secure deal

Private-based ECS Group has secured a Total Cargo Management contract with leisure carrier TUI that will see it selling capacity to and from most of the world's major air hubs. The deal, announced by the TUI Group, the largest leisure group in Europe, is a significant win for ECS Group, which will see a boost in short-haul and long-haul routes, says Adrien Thominet, CEO of ECS Group. TUI serves 75 countries with 150 aircraft, including 100 Airbus A320neo and 50 A321XLR aircraft.

Life is a beach

Thominet says this is a quarter win for ECS Group. "We've secured a deal with TUI, which is a significant win for ECS Group. The deal will see us selling capacity to and from most of the world's major air hubs. This is a significant win for ECS Group, which will see a boost in short-haul and long-haul routes, says Adrien Thominet, CEO of ECS Group. TUI serves 75 countries with 150 aircraft, including 100 Airbus A320neo and 50 A321XLR aircraft.

Embracing change

ECS' CEO Adrien Thominet speaks to AIJ about his company's philosophy and its plans for 2019.

Adrien Thominet, CEO of ECS Group, is a man who has spent a significant portion of his career in the air cargo industry. He has led ECS Group through several challenges, including the acquisition of Total Cargo Management and the launch of the TCE division. Thominet is known for his strategic vision and his ability to lead a team through change. In this interview, he discusses his company's philosophy and his plans for 2019.



PRESS REVIEW



Aero Cargo scoops Air Senegal GSSA deal

ECS GROUP MEDIA COVERAGE



GSSA Aero Cargo – owned by the ECS Group – has won the contract to sell the freight capacity of the new national airline Air Senegal across its network. Air Senegal began operating on a regional basis in 2018, running flights within Africa with the aim of becoming the "leading West African player in air transport".

Leading travel company TUI appoints ECS Group as its cargo GSSA

Posted By : STAT Times

Feb 7, 2019: TUI, world's number one travel company, has awarded Total Cargo Management contract to leading General Service Agent (GSSA) firm ECS Group.

TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3300 flights a week.

GENERAL SALES AGENTS

GSA do what it says on the tin. They allow airlines to set out a cargo strategy that better meets their needs.

TCE 'revolution' launched by ECS Group

The creation of TCE by ECS Group – standing for Total Cargo Expertise – is a GSSA revolution, says Adrien Thominet, CEO of ECS Group, who said it is the first structure of a GSSA to be created within a major airline. TCE is a new service offering that will be shared with airlines, the agreement (TCM) regarding the new agreement will also be able to offer each of its services individually, providing the most appropriate combination to suit a client's specific requirements.

TCE is able to manage an airline's entire cargo activity from the traditional sale of cargo capacity to comprehensive management of operational aspects and management of quality and security procedures.

Over the last several months, ECS Group has been hitting a turning point in its business development strategy with the announcement of several TCM contracts, most notably, JetStar Asia, Air Italy and Holidirect, and with its strong desire to break the traditional GSSA industry mold, considers Thominet.

Tailored services

"Airlines have strong demand for customized services that meet their needs perfectly. Some also want to delegate all of their cargo activities to a GSSA to streamline their costs and maximise their revenue. With TCE, we offer them this perfect combination that combines the traditional role of a GSSA," says Adrien Thominet, CEO of ECS Group.

"We strive to offer our partners solutions that are ever more innovative and meet their needs ever more closely – hand-crafted solutions. With the creation of TCE, we're also offering airlines the chance to hand over all operational aspects to us through a TCM contract – but that's not all it's there. Our motto is always offering our clients more."

The new offering is a clear innovation from ECS GSSA and an ambitious project from ECS Group, he says. "Airlines now hold all the cards to set out a cargo strategy that better meets their needs."

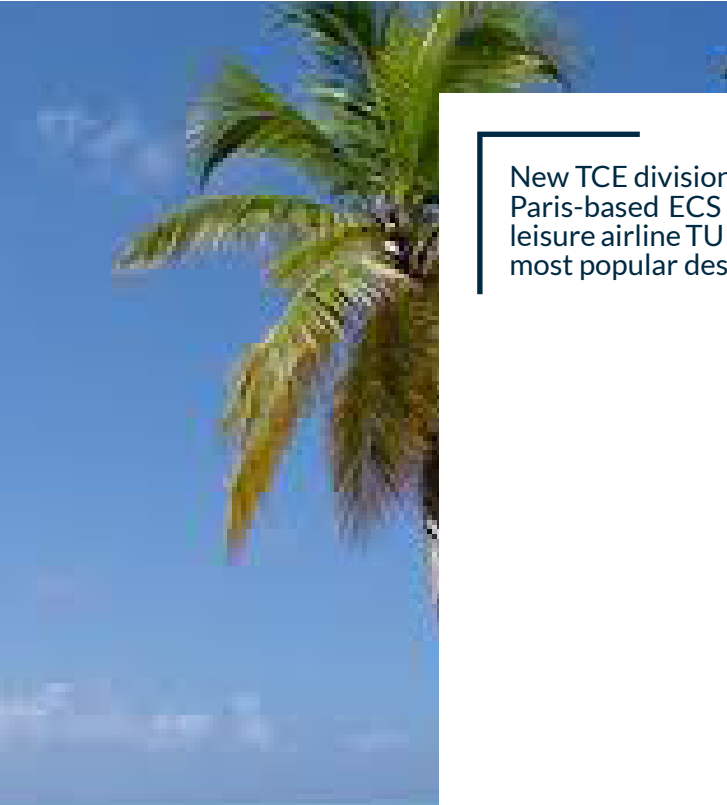
Thominet credits TCE with being a factor in the success of the TCM contract. The world's leading travel company, TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3,300 flights a week.

Thominet: This is the first structure of its kind to be created within a GSSA.

FEB 2019



ECS GOES ON HOLIDAY



New TCE division helps secure deal.
Paris-based ECS Group has secured a Total Cargo Management contract with leisure airline TUI that will see it selling capacity to and from some of the world's most popular destinations.

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PAGE 1](#)



EMBRACING CHANGE



ECS' CEO, Adrien Thominet, spoke to ALI about his company's philosophy - and its plans for 2019.

According to Adrien Thominet, 2018 was once again very positive for the group. «Firstly, there was the arrival of new shareholders (Naxicap), which allowed us to significantly boost our investment plan and to work on news acquisitions to expand our already significant network even further.

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EAST-WEST TRADELANE STARTS TO FLY AS AFRICA OPENS UP TO NEW GLOBAL MARKETS



2019.02.20

A new east-west tradelane is beginning to flourish, and could eventually overtake the traditional north-south route between Africa and Europe.

The growing influence of China in Africa, coupled with the proximity and connectivity of the Middle East and strong trade links with Brazil, could see Europe increasingly bypassed.

“Look at the map of the globe which has Europe in the middle,” explained Adrien Thominet, chief executive of GSA ECS. “When you put Asia or the US in the middle, the world looks completely different. The east-west lane is like that – this is a change of the global mix.

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2019 LOOKS TO BE ANOTHER STRONG YEAR FOR ECS



2019.02

THIS year «already looks set to be a strong year for ECS Group,' says Adrien Thominet, CEO of ECS Group. He describes a «whole host of positive developments designed, as ever, to improve our performance and expand our network.»

The Paris-based GSA began a number of projects in the field of transformation in 2018, «many of which have already been completed, and others will very soon be added to our existing offerings», he says.

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PAGES 3-5**

2019.02.06

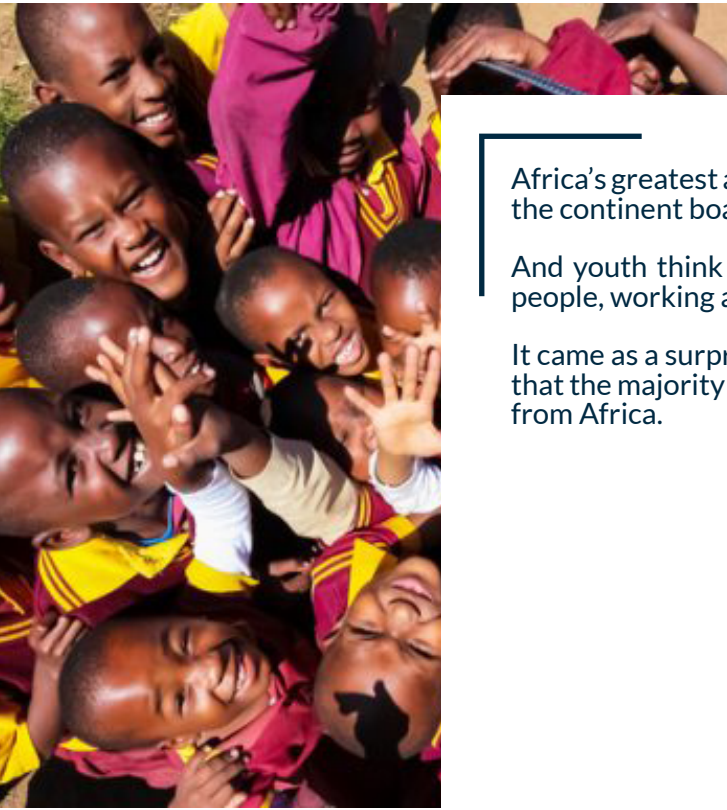
The travel and transport company TUI Group has signed a Total Cargo Management (TCM) contract with the global sales and service provider ECS Group to include TUI airline hubs in Florida, the Caribbean/Dominican Republic and Cancún, Mexico.

“TUI has enormous potential in terms of airfreight and we’re honoured to be able to represent them when it comes to cargo,” said ECS Group CEO Adrien Thominet.

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AFRICA MAY BE THE SOURCE OF THE TECH-SAVVY NEXT GENERATION OF GSAS



2019.02.22

Africa's greatest advantage is its youthful population; the youngest in the world, the continent boasts 200m people between the ages of 15 and 24.

And youth think in a different way, breaking down barriers built up by older people, working at traditional companies.

It came as a surprise, admitted Adrien Thominet, chief executive of ECS Group, that the majority of responses to his company's global NextGen challenge came from Africa.

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TUI AWARDS CARGO MANAGEMENT CONTRACT TO ECS GROUP

2019.02.07

Travel company TUI has awarded a total cargo management (TCM) contract to France-headquartered general sales and service agent (GSSA) firm ECS Group.

TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3300 flights a week.

ECS Group said via an integrated sales network – 90 per cent of the TUI network is covered by ECS sales offices – and its strong business partnerships, it will maximise the potential of TUI.

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'POSITIVE' OUTLOOKS FOR ECS GROUP IN 2019

2019.02.07



This year “already looks set to be a strong year for ECS Group,” says Adrien Thominet, CEO of ECS Group. He describes a “whole host of positive developments designed, as ever, to improve our performance and expand our network.”

The Paris-based GSA began a number of projects in the field of transformation in 2018, “many of which have already been completed, and others will very soon be added to our existing offerings,” he says.

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AIR CARGO AFRICA 2019: LIBERALISATION AND MODERNISATION

2019.02.20



Air Cargo Africa 2019 started yesterday in Johannesburg and the first conference panel discussed liberalisation and modernisation in the African continent, reports Chelsea Kerley from South Africa.

During the event's first session, the industry professionals took the stage to share their thoughts and experiences of African cargo, logistics and modernisation in a panel moderated by IATA's global head of cargo, Glyn Hughes.

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ECS TO GROW AIR SENEGAL FREIGHT

2019.02.19

ECS Group's Aero Cargo arm is to market freight capacity for new national airline Air Senegal including A330-NEO flights between Dakar and Paris Orly and services to Ouagadougou, Banjul, Praia, Bissau, Conakry, Abidjan, Bamako and Cotonou.

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LEADING TRAVEL COMPANY TUI APPOINTS ECS GROUP AS ITS CARGO GSSA

2019.02.19

TUI, world's number one travel company, has awarded Total Cargo Management contract to leading General Sales and Service Agent (GSSA) firm ECS Group.

TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3300 flights a week.

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Making the CHANGE Evident

ECS GROUP #NEXGENLEADERS CHALLENGE

2019.02.19

What do sustainability, big data, logistics, supply chain and HR have in common?

There are the main components of The #NextGenLeader's challenge launched by the leading air cargo company ECS, so if you want to bring the air freight industry to the digital level, this competition is for you!

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ECS SIGNS TOTAL CARGO MANAGEMENT CONTRACT WITH TUI

2019.02.05



Travel group TUI, which runs five airlines and owns 150 aircraft, has signed a total cargo management contract (TCM) with ECS, the global general sales and services agent (GSSA).

Airlines with the Germany-headquartered holiday specialist serve over 300 destinations in 75 countries and operate an average of more than 3,300 flights a week.

A spokesperson for ECS said that TUI's network and "market power" mean that it can expect "significant cargo activity and rapid exponential growth".

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ECS GROUP CHOSEN AS GSA BY AIR SENEGAL

2019.02.19

Through its French subsidiary Aero Cargo, ECS Group has been selected to market freight capacity for new national airline Air Senegal across its entire global network. Through this GSA contract, which began on 1 February, ECS Group will strive to embody the spirit of Teranga.

A newly created airline, Air Senegal began operating on a regional basis in 2018, running flights within Africa. Air Senegal is aiming to become the leading West African player in air transport thanks to its regional hub, Blaise Diagne International Airport (AIBD). It intends to serve both internal and international routes.

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2019.02.18



Following delivery of the first of two A330neo aircraft last month, Air Senegal has begun service from Dakar to Paris with its 16-tonne per flight freight capacity marketed by the ECS Group via French subsidiary Aero Cargo.

Air Senegal was formed in 2016 and begun regional services from Dakar to Ouagadougou, Banjul, Praia, Bissau, Conakry, Abidjan, Bamako and Cotonou last year.

“As part of its development and its policy of expansion, Air Senegal can confirm that it is working closely with ECS Group, which has been tasked with marketing freight capacity across the global network,” said Eric Iba Gueye, Air Senegal head of Network and Customer Experience.

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2019.02.06

Travel group TUI, which runs five airlines and owns 150 aircraft, has signed a total cargo management contract (TCM) with ECS, the global general sales and services agent (GSSA).

Airlines with the Germany-headquartered holiday specialist serve over 300 destinations in 75 countries and operate an average of more than 3,300 flights a week.

A spokesperson for ECS said that TUI's network and "market power" mean that it can expect "significant cargo activity and rapid exponential growth".

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2019.02.05

De wereldwijd actieve ECS Group wordt general sales & service agent (GSSA) voor alle luchtvrachtcapaciteit aan boord van TUI-toestellen, ook voor de TUI-vluchten van en naar Belgische luchthavens.

[READ ARTICLE](#)



ECS GROUP WINS CONTRACT TO SELL CARGO CAPACITY FOR AIR SENEGAL

2019.02.18



ECS Group subsidiary GSSA Aero Cargo has scooped the contract to sell the cargo capacity of new national airline Air Senegal across its network.

Air Senegal began operating on a regional basis in 2018, running flights within Africa and is based at Blaise Diagne International Airport (AIBD) and will operate domestic and international routes.

The partnership between Air Senegal and ECS Group began on 1 February with long-haul flights from and to Dakar and Paris Orly using the airline's fleet of widebody aircraft.

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TUI SIGNS TCM CONTRACT WITH ECS

2019.02.05

TUI and ECS Group have signed a Total Cargo Management (TCM) contract, marking a turning point in TUI's cargo branch development strategy.

TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3,300 flights a week. Its network and market presence mean that it can expect significant cargo activity and rapid exponential growth. With an integrated sales network (90% of the TUI network is covered by ECS sales offices) and its strong business partnerships, ECS Group intends to build on the company's potential.

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2019.02.18

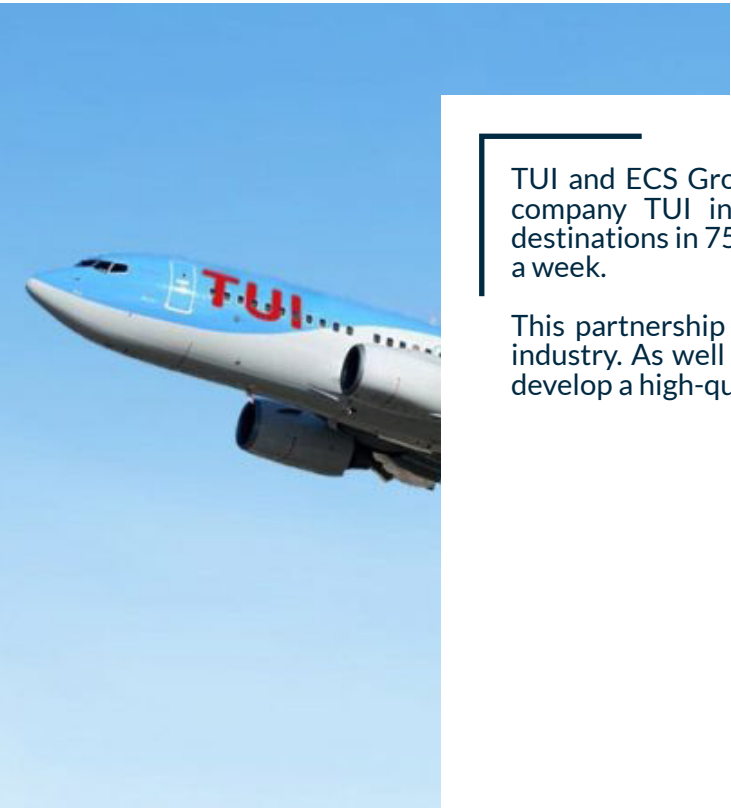
ECS Group's French arm, Aero Cargo is to market freight capacity for new national airline Air Senegal across its global network.

The new carrier began operating intra-African services in 2018 but plans to develop longer haul routes from its hub at Blaise Diagne International Airport. Aero Cargo is already marketing capacity on A330-NEO flights between the Senegalese capital, Dakar and Paris Orly, offering a maximum capacity of 16 tonnes.

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TUI TAKES TO SKIES WITH ECS GROUP

2019.02.06

A photograph of a TUI airplane in flight, viewed from a low angle against a clear blue sky. The aircraft is white with a blue stripe along the fuselage and the word 'TUI' in red letters on the side. The nose and cockpit are visible in the foreground.

TUI and ECS Group have signed a Total Cargo Management contract. Travel company TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3300 flights a week.

This partnership paves the way for one of the largest sales networks in the industry. As well as an incredible number of destinations, ECS Group aims to develop a high-quality interlines offering beyond TUI's main hubs.

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CARGOFORWARDER GLOBAL
News from the Air Cargo Industry
Actual - Analytical - Professional

GENERAL SALES AGENT ECS INKS DEAL WITH AIR SENEGAL

2019.02.18

The West African newcomer that started flying only last year, has chosen Aero Cargo, a subsidiary of Paris-based ECS Group, as general sales agent for their air freight business. This way, ECS strengthens its presence in the African market, with Royal Air Maroc belonging already to their mandate airlines.

Just in time for the launch of Air Cargo Africa, opening its doors tomorrow (19 Feb.) in Johannesburg, the ECS Group has landed a new scoop: the signing of a GSA contract with Air Senegal.

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TUI TURNS TO ECS FOR TOTAL CARGO MANAGEMENT ACROSS ITS FIVE AIRLINES

2019.02.05



TUI, the largest leisure, travel and tourism company in the world, has awarded responsibility for its entire cargo activity to the ECS Group under a Total Cargo Management (TCM) contract.

By turning to a leading GSSA such as the ECS Group, TUI has marked a turning point in its cargo development strategy, the Paris-based ECS says.

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ECS TO MARKET CAPACITY FOR AIR SENEGAL

2019.02.18



Through its French subsidiary Aero Cargo, ECS Group has been selected to market freight capacity for new national airline Air Senegal across its entire global network.

With this GSA contract, which began on February 1, ECS Group will strive to embody the spirit of Teranga.

While Air Cargo Africa is taking place in Johannesburg from February 19 to 21, ECS Group, which is attending the event, will be announcing details of this new contract.

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AIR SENEGAL PICKS ECS GROUP AS ITS GSA

2019.02.18

On February 1, ECS Group's French subsidiary Aero Cargo has entered into General Sales Agent (GSA) contract with new national airline Air Senegal across its entire global network.

Air Senegal is a newly created airline that began operating on a regional basis in 2018, running flights within Africa.



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AERO CARGO SCOOPS
AIR SENEGAL GSSA DEAL

2019.02.18



GSSA Aero Cargo – owned by the ECS Group – has won the contract to sell the freight capacity of new national airline Air Senegal across its network. Air Senegal began operating on a regional basis in 2018, running flights within Africa with the aim of becoming the “leading West African player in air transport”. It is based at Blaise Diagne International Airport (AIBD) and intends to serve both internal and international routes.

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AIR SENEGAL APPOINTS ECS GROUP AS ITS GSA

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A newly created airline, Air Senegal began operating on a regional basis in 2018, running flights within Africa.

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2019.02.07

The traditional role of cargo sales agents has undergone significant change over the years, with operators expecting much more than just to sell cargo space. Keith Mwanalushi talks to some of the key players involved.

Now more than ever, airlines see outsourcing of cargo as a sensible option in terms of cost saving and incremental revenue – they are looking for partners that are reputable, financially sound, and can deliver in terms of revenue, network coverage and business intelligence, as Stephen Dawkins, Chief Executive Officer, Air Logistics Group suggests.

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ECS SIGNS TOTAL CARGO MANAGEMENT CONTRACT WITH TUI

2019.02.19



Travel group TUI, which runs five airlines and owns 150 aircraft, has signed a total cargo management contract (TCM) with ECS, the global general sales and services agent (GSSA).

Airlines with the Germany-headquartered holiday specialist serve over 300 destinations in 75 countries and operate an average of more than 3,300 flights a week.

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2019.02.21

La operación se enmarca en el acuerdo global al que ha llegado la matriz francesa del GSA, ECS Group, con el operador turístico alemán.

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