

# THE LOADSTAR

MAKING SENSE OF THE SUPPLY CHAIN

Sign up for free daily emails  
Subscribe to The Loadstar

DIGITAL TRANSFORM  
Finalist for 2019 IA  
Cargo Innovator

Fly Digital

Vote for C



Wouter de Wouwe, left, and Rutger Smulders, CEO of ECS Group, at the NextGenLeaders awards, an event organized by the GSA group, in Munich, Germany, on 06/06/2019.

## air cargo update

HOME MEDIA KIT MAGAZINE NEWSLETTER WHITE PAPER SUBSCRIPTION NEWS CAREERS



### Q&A with Adrien Thominet CEO, ECS Group

Published: Monday, June 10, 2019

At ECS Group, we have made significant investments and we have now created a range of products designed to boost our clients' performance and maximize their revenue.

**e-Commerce worldwide sales in 2018 grew by 18% to US\$2.66 trillion with North America posting the highest growth at 15% to over US\$500 million with transactions significantly done on mobile phones, studies showed.**

The era of the so-called "New Retail" which integrates shopping online and offline that involves air freight, logistics and cargo sectors do their business.

With more retailers shifting to the Progressive Web Apps (PWAs) instead of traditional websites, our clients are buying with some 10x faster than mobile apps.

PWA is a new software development that comes with many advantages over traditional websites. It allows customers to download the traditional app and use it on their mobile devices. It also allows push notifications with AI assisting customers to vividly view what they are buying with some 10x faster than mobile apps.

Now is e-commerce changing the air freight industry, the Paris-based Thominet shares his insights on e-Commerce in the air cargo industry in this Q&A.

It is a critical challenge and one that we are addressing with our regular web pages or websites with mobile apps. These hybrid PWAs are designed to bring better user experience and allow push notifications with AI assisting customers to vividly view what they are buying with some 10x faster than mobile apps.

Adrien Thominet, CEO of ECS Group, the largest integrated GSA worldwide, with more than 1,000 employees across its 69 offices in 47 countries dealing with dozens of airlines.

How is e-commerce changing the air freight industry, the Paris-based Thominet shares his insights on e-Commerce in the air cargo industry in this Q&A.

It is a critical challenge and one that we are addressing with our regular web pages or websites with mobile apps. These hybrid PWAs are designed to bring better user experience and allow push notifications with AI assisting customers to vividly view what they are buying with some 10x faster than mobile apps.

Now is e-commerce changing the air freight industry, the Paris-based Thominet shares his insights on e-Commerce in the air cargo industry in this Q&A.

It is a critical challenge and one that we are addressing with our regular web pages or websites with mobile apps. These hybrid PWAs are designed to bring better user experience and allow push notifications with AI assisting customers to vividly view what they are buying with some 10x faster than mobile apps.

# PRESS REVIEW

# ECS GROUP MEDIA COVERAGE



JUNE 2019

### IndiGo appoints Globe Air Turkey as GSA on new Delhi-Istanbul route

POSTED ON 28TH JUNE 2019 BY JUSTIN BLAIRS



Air Cargo Turkey subsidiary will sell the cargo space on the ever-expanding carrier's flights a day it operates with its fleet of 233 aircraft.

Air Cargo Turkey managing director, Nurel Guven said: "IndiGo is an extremely dynamic airline, and we're delighted to be able to contribute to its growth."

"In total sync with IndiGo and, naturally, we will do all we can to develop the cargo revenue in particular via the interlinked network to which we belong."

#### OTHER RELATED NEWS

IndiGo appoints Globe Air Turkey as GSA on new Delhi-Istanbul route  
POSTED ON 28TH JUNE 2019

Cargo set to be part of expanded SIA and Malaysian Airlines partnership  
POSTED ON 28TH JUNE 2019

LATAM Cargo starts freighter link to Copenhagen, pharma and automotives set to be key verticals  
POSTED ON 27TH JUNE 2019

### ECS reveals winners of innovation competition

12 / 06 / 2019



The ECS group has revealed the three winners of its #NexGenLeaders innovation challenge. The #NexGenLeaders competition is split into three different categories – students, start-ups and employees of the ECS Group.

In the ECS Group employees category, the winner is Cargo Assistant, represented by Jonathan Jimenez, who developed a voice and virtual assistant tool (like Alexa/Google Home) that performs a range of tasks.

The main objective of Cargo Assistant is to improve the information exchange process and also provide a unique and exclusive service to customers. A prototype of this tool already exists and will be developed internally for ECS Group's customers.

In the students category, the winner is "Clive – The Selfie App", represented by Niall van de Wouwe, whose solution uses augmented reality in freight handling to improve and assist the freight acceptance process during freight handling. The app provides cargo airlines with detailed load factor analyses for the previous week. These timely augmented reality glasses, the computer generates information to help make warehouse employees' jobs easier and improve their efficiency.

In the startups category, the winner is "Clive – The Selfie App", represented by Niall van de Wouwe, the co-founder of the startup, whose solution is as follows: Every Wednesday, the Selfie App provides cargo airlines with detailed load factor analyses for the previous week. These timely analyses are based on nights' freight volume and weight. The service was launched on May 29.

Adrien Thominet, CEO of ECS Group, said: "We're so proud of the success this project has had. The industry is talking about it and we hope to see more and more projects on this scale. The key to our industry's transformation lies in opening up its doors even wider – that's all the next step."

Sign up for our FREE Air Cargo News e-bulletin  
SIGN ME UP

#### MOST POPULAR

- CargoLogic Germany gains MCC approval as it taxis for takeoff
- Amazon to begin Anchorage cargo flights later this month
- Top 25 airfreight forwarders: K continues to close in on DHL
- Bellyache for Munich as freight volumes soar

WAREHOUSING FEAT  
BOOKING HEAD  
air cargo news



---

## WHEN AIR CARGO SUCCESS TOOK TO THE STAGE

---



2019.06.10

In a major break from tradition, last week's ACW World Air Cargo Award's gala night of the airfreight stars saw the announcement of the winners of the ECS Group's ground-breaking #NexGen Leaders industry initiative.

In a second change to the proceedings, more than 10,000 voters worldwide had cast their votes in a new format where a shortlist was developed and then voted on.

[READ ARTICLE](#)

---

## Q&A WITH ADRIEN THOMINET CEO, ECS GROUP

---

2019.06.10



At ECS Group, we have made significant investments and we have now created a range of products designed to boost our clients' performance and maximize their revenue.

e-Commerce worldwide sales in 2018 grew by 18% to US\$2.86 trillion with North America posting the highest growth at 15% to over US\$500 million with transactions significantly done on mobile phones, studies showed.

The era of the so-called "New Retail" which integrates shopping online and online that involves air freight, logistics and data, across a single-value chain is a phenomenon that directly impacts how airlines, freight forwarders, financial tech and the air cargo sectors do their business.

[READ ARTICLE](#)



2019.06

General sales and service agents (GSSAs), responsible for bringing in around \$12.5 billion of the air cargo industry's annual income, have naturally become outsourcing companies of choice for airlines, offering significant value-added services. Demand for these services will continue as the market softens in the short term and airlines look to control their costs and maximise revenue.

The air cargo sector, which is worth around \$50 billion (IATA reports) relies on the outsourcing of some operations in order to generate efficiencies – and this looks set to increase further. It is estimated that around 25 percent of the air cargo industry is raised by way of outsourced sales operations.

[READ ARTICLE](#)



---

## #NEXGENLEADERS CHALLENGE WINNERS TAKE TO THE STAGE

---



2019.06.17

Ten finalists of Paris-based ECS Group's #NexGenLeaders Challenge were present at the ACW World Air Cargo Awards (WACA) gala dinner to hear which groups had picked up one of the challenges three coveted awards.

During a break in the ACW WACA evening, CEO Adrien Thominet took to the stage to introduce a short film and announce the challenge and reveal the winners.

[READ ARTICLE](#)  
[PAGE 11](#)

2019.06.04



**#NexGenLeaders 2019**

THANK YOU !!!



Just five months after ECS Group launched the #NexGenLeaders challenge to unearth new talent for our industry and open up our doors to them, the 10 best projects have just been selected.

The final selection stage took place simultaneously worldwide on 13 May – 50 teams, coached by mentors over almost two months, presented their projects live and in person to ECS Group.

**READ ARTICLE  
PAGES 6 - 7**

---

**INDIGO APPOINTS GSA  
GLOBE AIR CARGO  
TO COVER TURKISH MARKET**

---



2019.06.28

Indian airline IndiGo has launched cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA, Globe Air Cargo Turkey - which becomes the first GSA to represent the airline in that country.

Founded in August 2006, IndiGo has grown to have an Indian marketshare of 49.9% and now serves 55 domestic destinations and 18 international destinations via the 1,400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)

---

## CARGO'S CRÈME DE LA CRÈME ON THE STAGE

---



2019.06.06

In a major break from tradition, last week's ACW World Air Cargo Award's gala night of the airfreight stars saw the announcement of the winners of the ECS Group's ground-breaking #NexGen Leaders industry initiative. In a second change to the proceedings, more than 10,000 voters worldwide had cast their votes in a new format where a shortlist was developed and then voted on.

**READ ARTICLE**  
**PAGES 1 & 4 - 5**

2019.06.12

Over a four-day period, ECS Group made waves as it introduced the freight community to its #NexGenLeaders challenge. The GSSA giant opened up our industry's doors to the next generations – and it paid off! Startups, group employees and students among 1000 participants and from a huge range of backgrounds worked for months to build the future of our industry. During the prestigious gala dinner evening, industry figures had the opportunity to discover the talent of the future, and were completely won over by the innovative nature of the #NexGenLeaders project. The talented individuals revealed through the challenge were in attendance as the results were announced at the conclusion of six months of intense competition.

[READ ARTICLE](#)



---

## INDIGO LAUNCHES CARGO ACTIVITIES IN TURKEY IN PARTNERSHIP WITH GLOBE AIR CARGO

---



2019.06.28

IndiGo has launched its cargo activities between Istanbul (IST) and New Delhi (DEL) through its new GSA, Globe Air Cargo Turkey - which becomes the first GSA to represent the airline in that country.

Founded in August 2006, Indian airline IndiGo now serves 55 domestic destinations and 18 international destinations through the 1,400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)

---

## SELFIE APP WINS ECS NEXTGEN CHALLENGE, ALONG WITH AUGMENTED REALITY IDEA

---



2019.06.07

Two Dutch teams won ECS Group's NextGenLeaders awards, an innovation initiative set up by the GSA group.

In a ceremony this morning at Air Cargo Europe in Munich, ECS announced winners Niall van de Wouw of Clive for his Selfie App, in the start-up category, while Rutger Smulders won the student category for his technology which improves shipment acceptance, handling and pallet build-up via augmented reality.

[READ ARTICLE](#)

2019.06.07



The Air Cargo Europe (ACE) which just came to a close today in Munich, yet again presented an excellent opportunity to the air cargo industry to hold a trade fair and conference. More than 200 exhibitors with their products and services in the fields of freight transport, logistics, e-commerce, material flow, telematics and aviation came to ACE Messe München. The fair was filled with dozens of informative panels and numerous specialist lectures and of course networking opportunities, sampling of culinary and cultural specificities...

[READ ARTICLE](#)



2019.06.12

The ECS group has revealed the three winners of its #NexGenLeaders innovation challenge.

The #NexGenLeaders competition is split into three different categories - students, start-ups and employees of the ESC Group.

In the ECS Group employees category, the winner is Cargo Assistant, represented by Jonatan Jiménez, who developed a voice and virtual assistant tool (like Alexa/Google Home) that performs a range of tasks.

[READ ARTICLE](#)

---

## INDIGO LAUNCHES ISTANBUL, SUPPORTED BY GLOBE AIR CARGO

---

2019.06.27



Indian low cost carrier, IndiGo has launched a new service offering cargo belly capacity between Istanbul (IST) and New Delhi (DEL) through its new GSA, Globe Air Cargo Turkey. Globe Air Cargo Turkey is the first GSA to represent the airline in that country.

Founded in August 2006, Indian airline IndiGo has very quickly become the leading player in India, with a market share of 49.9 per cent in April 2019. This exponential growth means that the low-cost airline now serves 55 domestic destinations and 18 international destinations via the 1,400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)

---

## ECS ANNOUNCES #NEXGENLEADERS WINNERS IN MUNICH

---



2019.06.12

Over a four-day period at the recent Air Cargo Europe event, the ECS Group introduced the freight community to its #NexGenLeaders challenge, ultimately announcing the winners chosen from 10 finalists.

Startups, ECS Group employees and students were among 1,000 participants that came from a wide range of backgrounds and worked for months to build the future of the industry, ECS says.

[READ ARTICLE](#)



---

## WHEN SUCCESS TOOK TO THE STAGE

---



2019.06.10

In a major break from tradition, last week's ACW World Air Cargo Award's gala night of the airfreight stars saw the announcement of the winners of the ECS Group's ground-breaking #NexGen Leaders industry initiative. In a second change to the proceedings, more than 10,000 voters worldwide had cast their votes in a new format where a shortlist was developed and then voted on.

**READ ARTICLES  
PAGES 1 & 5**

---

## INDIGO OPTS FOR GLOBE AIR CARGO TURKEY AS ITS GSA

---



2019.06.28

Globe Air Cargo Turkey, a subsidiary of ECS Group, has been appointed as the General Sales Agent (GSA) of Indian carrier IndiGo.

IndiGo has just launched its cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA.

Founded in August 2006, Indian airline IndiGo has very quickly become the leading player in India, with a market share of 49.9 percent in April 2019.

[READ ARTICLE](#)



---

## CHAMP CARGOSYSTEMS WINS THE ECS GROUP #NEXGENLEADERS 2019 CHALLENGE

---



2019.06.07



In a major break from tradition, last week's ACW World Air Cargo Award's gala night of the airfreight stars saw the announcement of the winners of the ECS Group's ground-breaking #NexGen Leaders industry initiative. In a second change to the proceedings, more than 10,000 voters worldwide had cast their votes in a new format where a shortlist was developed and then voted on.

[READ ARTICLE](#)

---

## INDIGO LAUNCHES CARGO ACTIVITIES IN TURKEY IN PARTNERSHIP WITH GLOBE AIR CARGO

---

2019.06.30



A new arrival on the Turkish airline market, IndiGo has just launched its cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA, Globe Air Cargo Turkey - which becomes the first GSA to represent the airline in that country.

Founded in August 2006, Indian airline IndiGo has very quickly become the leading player in India, with a market share of 49.9% in April 2019.

[READ ARTICLE](#)

---

## INDIGO LAUNCHES CARGO ACTIVITIES IN TURKEY IN PARTNERSHIP WITH GLOBE AIR CARGO

---

2019.06.30

Founded in August 2006, Indian airline IndiGo has very quickly become the leading player in India, with a market share of 49.9% in April 2019

A new arrival on the Turkish airline market, IndiGo has just launched its cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA, Globe Air Cargo Turkey - which becomes the first GSA to represent the airline in that country.

[READ ARTICLE](#)



---

## INDIGO APPOINTS GLOBE AIR TURKEY AS GSA ON NEW DELHI-ISTANBUL ROUTE

---

2019.06.28

Indian airline IndiGo has started belly cargo services to Istanbul Airport from Delhi International Airport and has appointed Globe Air Cargo Turkey as its general sales agent (GSA).

The ECS Group subsidiary will sell the cargo space on the ever-expanding carrier which now serves 55 domestic destinations and 18 international destinations via the 1400 flights a day it operates with its fleet of 233 aircraft.

[READ ARTICLE](#)



---

## INDIGO LAUNCHES ITS CARGO ACTIVITIES IN TURKEY IN PARTNERSHIP WITH GLOBE AIR CARGO (TR)

---

2019.06.28

A new arrival on the Turkish airline market, IndiGo has just launched its cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA, Globe Air Cargo Turkey - which becomes the first GSA to represent the airline in that country.

Founded in August 2006, Indian airline IndiGo has very quickly become the leading player in India, with a market share of 49.9% in April 2019. This exponential growth means that the low-cost airline now serves 55 domestic destinations and 18 international destinations via the 1400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)



---

## INDIGO LAUNCHES CARGO ACTIVITIES IN TURKEY

---



2019.06.27

A new arrival on the Turkish airline market, IndiGo has just launched its cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA, Globe Air Cargo Turkey – which becomes the first GSA to represent the airline in that country.

Founded in August 2006, Indian airline IndiGo has very quickly become the leading player in India, with a market share of 49.9 per cent in April 2019. This exponential growth means that the low-cost airline now serves 55 domestic destinations and 18 international destinations via the 1400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)

2019.06.27



Indian airline IndiGo has launched cargo activities between Istanbul (IST) and New Delhi (DEL) via its new GSA, Globe Air Cargo Turkey – which becomes the first GSA to represent the airline in that country.

Founded in August 2006, IndiGo has quickly become a leading player in India, with a market share of 49.9% in April 2019. This exponential growth means that the low-cost airline now serves 55 domestic destinations and 18 international destinations via the 1,400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)

---

## INDIGO STARTS UP NEW CARGO ROUTE

---

2019.06.28

A new arrival on the Turkish airline market, IndiGo has just launched its cargo activities between Istanbul and New Delhi via its new GSA, Globe Air Cargo Turkey.

This latter becomes the first GSA to represent the airline in that country.

Founded in August 2006, Indian airline IndiGo has very quickly become a leading player in India, with a market share of 49.9% in April 2019. This exponential growth means that the low cost airline now serves 55 domestic destinations and 18 international destinations via the 1,400 flights it operates on a daily basis with its fleet of 233 aircraft.

[READ ARTICLE](#)



---

## GLOBE AIR CARGO IS INDIGO'S GSA IN TURKEY

---



2019.06.28

IndiGo has launched its cargo activities between Istanbul and New Delhi via its new general sales agent (GSA), Globe Air Cargo Turkey. Through the association, Globe Air Cargo Turkey has become the first GSA to represent IndiGo in Turkey. "IndiGo is an incredibly dynamic airline, and we're delighted to be able to contribute to its growth by representing the airline in Turkey. We are in total sync with IndiGo and, naturally, we will do all we can to develop the airline's cargo revenue, in particular via the interlinked network to which we belong," said Nursel Guven, managing director of Globe Air Cargo Turkey.

[READ ARTICLE](#)

---

## GLOBE AIR CARGO IS INDIGO'S GSA IN TURKEY

---



2019.06.28

IndiGo has launched its cargo activities between Istanbul and New Delhi via its new general sales agent (GSA), Globe Air Cargo Turkey. Through the association, Globe Air Cargo Turkey has become the first GSA to represent IndiGo in Turkey.

“IndiGo is an incredibly dynamic airline, and we’re delighted to be able to contribute to its growth by representing the airline in Turkey. We are in total sync with IndiGo and, naturally, we will do all we can to develop the airline’s cargo revenue, in particular via the interlinked network to which we belong,” said Nursel Guven, managing director of Globe Air Cargo Turkey.

[READ ARTICLE](#)