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REGISTER



Nordic GSA plans to develop and maximise the Spanish airline's revenue, in particular through their respective complementary networks.

INTRODUCING NEW BOARD MEMBERS

PROFILES

TIACA's leadership team has been rolling out a new vision for the Association, focusing on a forward approach to representing, supporting, and informing every element of an efficient, modern cargo industry. As part of this, TIACA has recently appointed five new members to its Board, growing both its global outlook and the breadth of industry knowledge in the Association. We introduce ourselves and share some thoughts on their ideas for TIACA.

BERTRAND SCHMOLL
ECS Group Chairman



PRESS REVIEW

ECS GROUP MEDIA COVERAGE

2019 SUMMER EDITION



ECS Group Porto

By James Muir - Aug 27, 2019



group has established its presence in Portugal with an office in Porto, led by three employees.

ee staff, led by Susana Pacheco will set up the new entity at Sá Carneiro Airport and be tasked with setting up a long-term presence in the Portuguese market.

artinnelli, regional manager Europe at ECS Group says: "Opening an office in Portugal was a necessary step in order to meet growing market demand in the Portuguese peninsula, to offer even more options to our clients, and, of course, to continue our group's development in Europe."

adds: "Our on-site team is made up of highly qualified employees who are fully motivated by the challenges that setting up a new office entails. There is no doubt in my mind that they will give their very best and



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Embed

View on Twi

Air Europa expands partnership with Nordic GSA

POSTED ON 5TH JULY 2019 BY JUSTIN BURNS



Belly cargo carrier Air Europa has expanded its partnership with Nordic GSA to cover Finland and Norway - just over a month since it appointed the general sales and service agent (GSSA) to sell capacity in Sweden.

The ECS Group GSSA started selling freight on the airline's route between Stockholm and Amsterdam on 1 June.

Nordic GSA said it plans to develop and maximise the Spanish airline's revenue, through their respective complementary networks.

Nordic GSA chairman, Jonas Drewsen said it is "extremely rewarding" when an airline wants to take an existing partnership further.

The company said Europe, South America and the US are to be the main markets

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POSTED ON 29TH AUGUST 2019



INTRODUCING NEW BOARD MEMBERS

SUMMER 2019



The first General Sales and Service Agent (GSSA) representative to be elected to the Board, Bertrand Schmoll holds a master's degree in economics and spent 14 years with PricewaterhouseCoopers before joining ECS Group as Chief Financial Officer in 2000.

He was promoted to Charman and Chief Executive Officer of the Group before the positions were split in 2017. He currently serves as Chairman of ECS group.

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[PAGE 12](#)



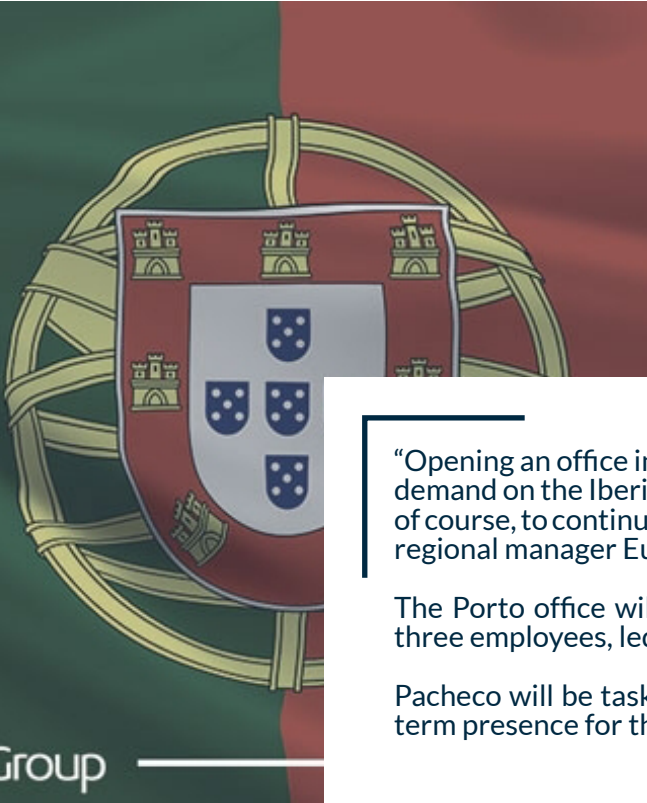
09.08.2019

The #NexGenLeaders competition launched early this year (see also page 5 of ITJ 7-8 / 2019) reached its grand finale at the Air Cargo Europe trade fair in Munich. Its success will benefit the entire industry, according to the organiser, the ECS Group.

For years members of the supply chain have complained that the airfreight industry has been missing the innovation train, and that it still operates as it previously did many years ago. Now the ECS Group, a global GSSA that has already been blowing fresh winds through the industry for some time, has opened the doors to members of the younger generation, with no less than 1,000 participants bringing their ideas into the first #NexGenLeaders challenge.

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ECS GROUP EXPANDS EUROPE NETWORK WITH OFFICE IN PORTO



27.08.2019

“Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group’s development in Europe,” said Sauro Martinelli, regional manager Europe, ECS Group.

The Porto office will be based at Francisco Sá Carneiro airport and will have three employees, led by Susana Pacheco.

Pacheco will be tasked with setting up the new entity and establishing a long-term presence for the group on the Portuguese market.

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INDIGO LAUNCHES CARGO OPS IN TURKEY

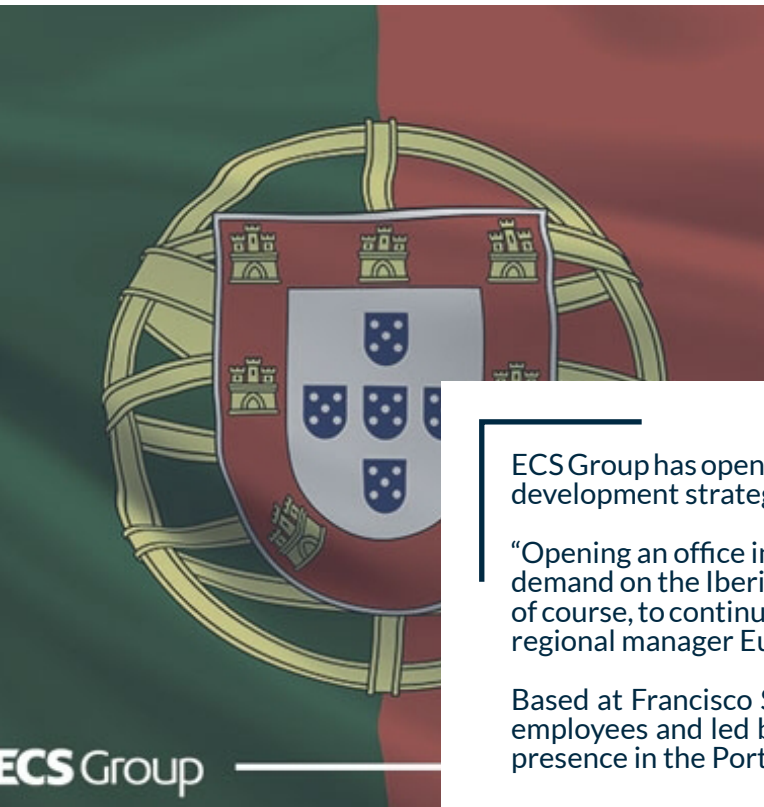


03.07.2019

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. “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.

The GSSA – a subsidiary of ECS Group – can rely on an extensive worldwide sales network to market IndiGo’s cargo capacities across all of the airline’s Indian and international destinations.

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27.08.2019

ECS Group has opened an office in Porto (OPO), continuing the GSSA's European development strategy to expand its network.

“Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group’s development in Europe,” said Sauro Martinelli, regional manager Europe at ECS Group.

Based at Francisco Sá Carneiro airport, the ECS Group team, formed of three employees and led by Susana Pacheco, is tasked with establishing a long-term presence in the Portuguese market.

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AIR EUROPA APPOINTS NORDIC GSA FOR FINLAND AND NORWAY



06.07.2019

Spanish airline Air Europa has awarded Nordic GSA in Sweden a GSSA contract covering Finland and Norway. An ECS Group subsidiary, Nordic GSA is the first GSA to represent Air Europa on the Scandinavian market.

“It’s always extremely rewarding when an airline wants to take an existing partnership further. It’s proof that our work is recognised and above all that we live up to the airline’s expectations. That’s the greatest reward, and we’re very proud of it,” said Jonas Drewsen, chairman of Nordic GSA.

ECS Group serves airlines through its GSSA business. Nordic GSA, founded 1996 is one of the leading general cargo sales agents (GSSA) in the Nordic countries.

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ECS GROUP EXPANDS ITS NETWORK WITH NEW OFFICE IN PORTUGAL



27.08.2019

ECS Group is continuing to expand its network with the opening of an office in Porto (OPO) this summer. The GSSA is reaffirming its European development strategy and its desire to offer its partners an increasingly close-knit network and global coverage across all markets.

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MEET TIACA'S NEW BOARD MEMBERS



08.2019

TIACA's leadership team has been rolling out a new vision for the Association, focusing on a forward-looking approach to representing, supporting, and informing every element of an efficient, modern, and unified air cargo industry. As part of this, TIACA has recently appointed five new members to its Board, growing both the global outlook and the breadth of industry knowledge in the Association. We asked the new Board members to introduce themselves and share some thoughts on their ideas for TIACA.

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



09.08.2019

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 - 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.

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ECS STRENGTHENS CUSTOMER BASE IN NORTHERN EUROPE AND TURKEY



12.08.2019

After several months of partnership with Nordic GSA in Sweden, Air Europa has just awarded its partner a GSSA contract covering Finland and Norway. Following the launch of freight capacity marketing on 1 June between Stockholm (ARN, Sweden) and Amsterdam (the Netherlands), Nordic GSA plans to develop and maximise the Spanish airline's revenue, in particular through their respective complementary networks.

Air Europa serves more than 80 destinations around the globe, while Nordic GSA, as an ECS Group subsidiary, benefits from a sales network based on the group's 151 offices worldwide.

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11.07.2019

After several months of partnership with Nordic GSA in Sweden, Spanish airline Air Europa has just awarded its partner a GSSA contract covering Finland and Norway.

“It’s always extremely rewarding when an airline wants to take an existing partnership further. It’s proof that our work is recognised and above all that we live up to the airline’s expectations. That’s the greatest reward, and we’re very proud of it.” explained Jonas Drewsen, Chairman of Nordic GSA.

The Nordic GSA teams can truly relish this next step in their partnership with the airline, and all the more so because the GSA is the first to represent Air Europa on the Scandinavian market.

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ECS GROUP COMES TO PORTUGAL WITH PORTO OFFICE



27.08.2019

ECS Group has established its presence in Portugal with an office in Porto, staffed by three employees.

The three staff, led by Susana Pacheco will set up the new entity at Francisco Sá Carneiro Airport and be tasked with setting up a long-term presence in the Portuguese market.

Sauro Martinelli, regional manager Europe at ECS Group says: “Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group’s development in Europe.”

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09.07.2019

Turkish carrier IndiGo has appointed Globe Air Cargo Turkey as GSSA for its newly launched cargo activities between Istanbul (IST) and New Delhi (DEL).

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.

“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 (pictured).

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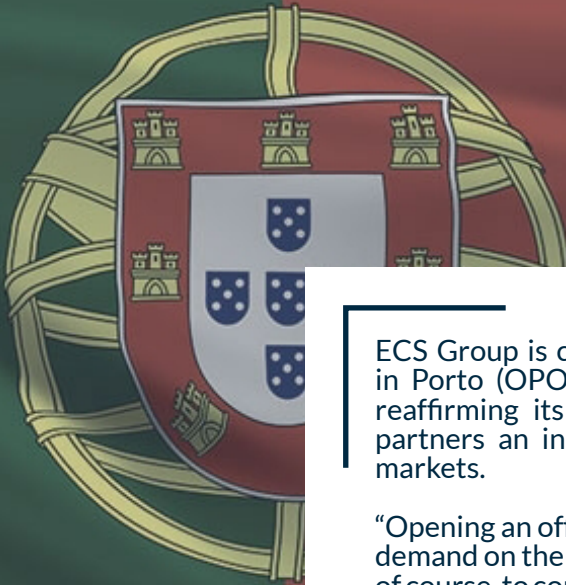


25.07.2019

To further develop its domestic market and offer specialized services to its customers with domestic air cargo business, Air Canada Cargo announced it is partnering with Exp-Air, a Canadian-based company specializing in airline cargo sales and management.

This new collaboration will be effective October 1, 2019 and will allow Air Canada Cargo to deepen its sales presence in Canada, providing businesses with sales representation and support tailored to their domestic air cargo needs.

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26.08.2019

ECS Group is continuing to expand its network with the opening of an office in Porto (OPO) this summer. The General Sales & Service Agent (GSSA) is reaffirming its European development strategy and its desire to offer its partners an increasingly close-knit network and global coverage across all markets.

“Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group’s development in Europe,” said Sauro Martinelli, Regional Manager Europe at ECS Group.

Based at Francisco Sá Carneiro airport, the ECS Group team, which is formed of three employees and led by Susana Pacheco, will be tasked with setting up the new entity and establishing a long-term presence for the group on the Portuguese market.

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THE KEYS IN THEIR HANDS



05.07.2019

After several months of partnership with Nordic GSA in Sweden, Spanish airline Air Europa has just awarded its partner a GSSA contract covering Finland and Norway.

With this, the GSA becomes the first to represent Air Europa on the Scandinavian market.

Following the launch of freight capacity marketing on June 1 between Stockholm and Amsterdam, Nordic GSA plans to develop and maximise the Spanish airline's revenue, in particular through their respective complementary networks. Air Europa serves more than 80 destinations around the globe, while Nordic GSA, as an ECS Group subsidiary, benefits from an exceptional sales network, thanks to the group's 151 offices worldwide. Europe, South America and the US are therefore set to be the main markets targeted.

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27.08.2019

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AIR EUROPA EXPANDS PARTNERSHIP WITH NORDIC GSA



05.07.2019

Belly cargo carrier Air Europa has expanded its partnership with Nordic GSA to cover Finland and Norway – just over a month since it appointed the general sales and service agent (GSSA) to sell capacity in Sweden.

The ECS Group GSSA started selling freight on the airline's route between Stockholm and Amsterdam on 1 June.

Nordic GSA said it plans to develop and maximise the Spanish airline's revenue, through their respective complementary networks.

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ECS GROUP OPENS UP FIRST OFFICE IN PORTUGAL



27.08.2019

General sales and service agent (GSSA) ECS Group has expanded its European footprint after opening its first office in Portugal.

The office is located in Porto near Francisco Sá Carneiro Airport with the aim of setting up a long-term presence in the Portuguese market. It is staffed by three employees and led by Susana Pacheco.

ECS Group regional manager for Europe, Sauro Martinelli said: "Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group's development in Europe."

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05.07.2019

Air Europa has appointed Nordic GSA as its sales agent covering Finland and Norway.

The deal comes shortly after the airline appointed the GSA, which is part of the ECS group, to look after its cargo business in Sweden.

“It’s always extremely rewarding when an airline wants to take an existing partnership further. It’s proof that our work is recognised and above all that we live up to the airline’s expectations. That’s the greatest reward, and we’re very proud of it.” explained Jonas Drewsen, Chairman of Nordic GSA.

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INDIGO LAUNCHED CARGO ACTIVITIES BETWEEN ISTANBUL AND NEW DELHI



07.08.2019

Indian low-cost airline IndiGo has launched cargo activities between Istanbul (IST) and New Delhi (DEL) through its new general sales agent (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 market share of 49.9 per cent 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, reports London's Air Cargo News.

Managing director of Globe Air Cargo Turkey, Nursel Guven, said: «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.»

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ECS GROUP EXPANDS IN PORTUGAL WITH PORTO OFFICE



27.08.2019

The ECS Group is continuing to expand its network with the opening of an office in Porto (OPO), Portugal this summer, as it reaffirms its European development strategy. The move also reflects ECS' desire to offer its partners an increasingly close-knit network and global coverage across all markets, it adds.

"Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients and, of course, to continue our group's development in Europe," says Sauro Martinelli, regional manager Europe at ECS Group.

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09.07.2019

MAJORCA's Air Europa has appointed Nordic GSA as its sales agent covering Finland and Norway, reports London's Air Cargo News.

The deal comes shortly after the airline appointed the GSA, which is part of the ECS group, to look after its cargo business in Sweden.

'It's always extremely rewarding when an airline wants to take an existing partnership further,' said Nordic GSA chairman Jonas Drewsen.

Following the launch of freight capacity marketing on June 1 between Stockholm (ARN) and Amsterdam (AMS), Nordic GSA plans to 'develop and maximise the Spanish airline's revenue, in particular through their respective complementary networks'.

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AIR EUROPA BOOSTS SCANDINAVIAN PRESENCE WITH NORDIC GSA



05.07.2019

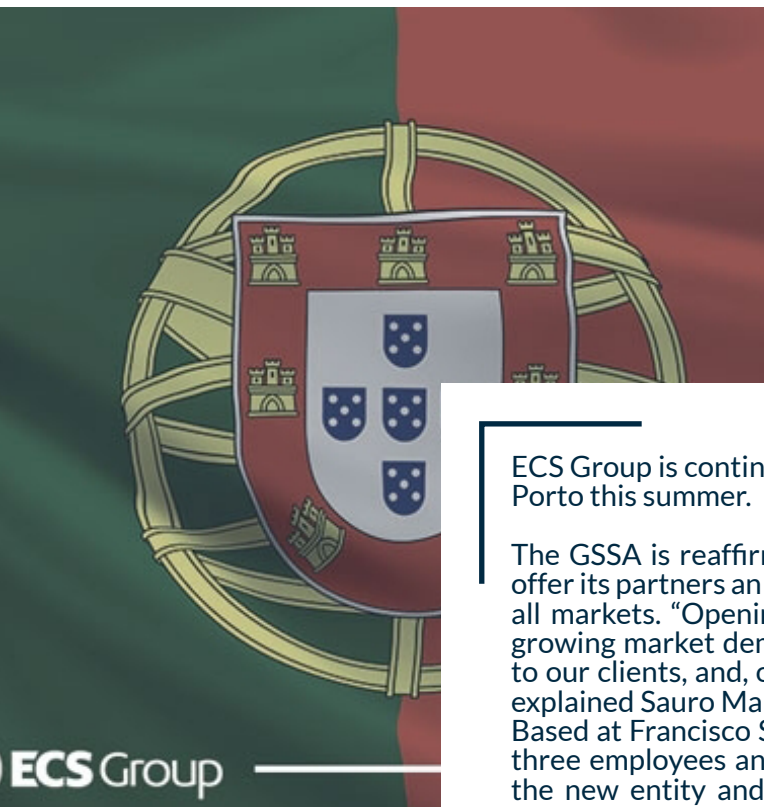
After several months of partnership with Nordic GSA in Sweden, Spanish airline Air Europa has just awarded its partner a GSSA contract covering Finland and Norway. Air Europa is the third-largest Spanish airline after Iberia and Vueling.

“It’s always extremely rewarding when an airline wants to take an existing partnership further,” explains Jonas Drewsen, chairman of Nordic GSA. “It’s proof that our work is recognised and above all that we live up to the airline’s expectations. That’s the greatest reward, and we’re very proud of it”.

The Nordic GSA teams can truly relish this next step in their partnership with the airline, and all the more so because the GSA is the first to represent Air Europa on the Scandinavian market, the company says.

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ECS TO OPEN IN PORTO



27.08.2019

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The GSSA is reaffirming its European development strategy and its desire to offer its partners an increasingly close-knit network and global coverage across all markets. "Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group's development in Europe," explained Sauro Martinelli, Regional Manager Europe at ECS Group.

Based at Francisco Sá Carneiro airport, the ECS Group team, which comprises three employees and is led by Susana Pacheco, will be tasked with setting up the new entity and establishing a long-term presence for the group on the Portuguese market.

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AIR EUROPA EXPANDS NORDIC GSA DEAL TO INCLUDE FINLAND AND NORWAY



05.07.2019

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ECS OPENS OFFICE IN PORTO



28.08.2019

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«Opening an office in Portugal was a necessity in order to meet growing market demand on the Iberian peninsula, to offer even more options to our clients, and, of course, to continue our group's development in Europe,» said Sauro Martinelli, regional manager Europe at ECS Group.

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AIR EUROPA STRENGTHENS ITS PRESENCE IN SCANDINAVIA ALONGSIDE NORDIC GSA



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An ECS Group subsidiary, Nordic GSA is the first GSA to represent Air Europa on the Scandinavian market. "It's always extremely rewarding when an airline wants to take an existing partnership further.

READ ARTICLE

INDIGO OPTS FOR GLOBE AIR CARGO AS ITS GSA TO COVER TURKISH MARKET



09.08.2019

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

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08.07.2019

Spanish airline Air Europa has awarded ECS Group subsidiary Nordic GSA in Sweden its GSSA contract for Finland and Norway.

Nordic GSA is one of the leading general cargo sales agents (GSSAs) in the Nordic countries.

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SPAIN'S AIR EUROPA EXPANDS NORDIC GSA ROLE INTO FINLAND AND NORWAY



12.07.2019

MAJORCA's Air Europa has appointed Nordic GSA as its sales agent covering Finland and Norway, reports London's Air Cargo News.

The deal comes shortly after the airline appointed the GSA, which is part of the ECS group, to look after its cargo business in Sweden.

«It's always extremely rewarding when an airline wants to take an existing partnership further,» said Nordic GSA chairman Jonas Drewsen.

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