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Sowing the seeds of success

By James Muir - Nov 18, 2019



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Nok Air Gives ECS Group the Keys to its Cargo Activities

By Danny Gill - November 7, 2019



Nok Air, the low-cost Thai carrier, has concluded a Total Cargo Management agreement with ECS Group. AVS GSA Thailand, a subsidiary of ECS Group, is leading this contract to manage capacity sales and operations for all Nok Air international routes.

ECS GROUP
MEDIA COVERAGE

NOV · 2019



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ECS Group protects market share in challenging times

By James Muir - Nov 8, 2019



João Ferreira, managing director of BCS Air

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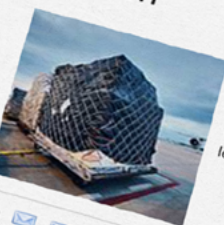
Despite the market falling at double digit rates, BCS Air has been able to maintain its market share, managing director João Ferreira tells Air Cargo Week.

Global Loading List

SEARCH TRADE ROUTES NEWS ADVICE & INSIGHT

Air freight market likely heading for a modest peak season

Stuart Todd | jeudi, 07 novembre 2019
 Senior executives share mixed expectations for the crucial final months of the year, with some reporting a slight improvement in demand in recent weeks expected to lead to a weaker-than-normal end-of-year spike.



International air freight market appears to be heading towards a modest peak season, with industry executives reporting mixed expectations for the crucial final months of the year, but some reporting a slight improvement in demand in recent weeks expected to lead to a weaker-than-normal end-of-year spike.

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NOV. 2019

While the air cargo industry suffers from negative market trends, GSSAs are playing a crucial role by providing an extra revenue stream to airlines, saving them the need to invest in cargo sales and operations infrastructure. This year and the months running up to it have been noticeably challenging for the airfreight industry, but for general sales and services agents (GSSAs) a downturn can present opportunities.

READ ARTICLE
PAGES 20 TO 23



01 NOV. 2019

GAC UK has launched a new service, PetCare by ECS Group, which transports pets by air to and from the United Kingdom. GAC UK manages the whole transportation chain from arrival at the airport to collection at the reception centres.

GAC UK allows pets to travel on the same flight as their owners, in a heat-controlled environment. In addition, they advise customers of the documentation required for the country they are travelling to as per the IATA Live Animal Regulations.

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ECS PROTECTS MARKET SHARE IN CHALLENGING TIMES



04 NOV. 2019

Despite the market falling at double digit rates, BCS Air has been able to maintain its market share, managing director Joao Ferreira tells Air Cargo Week. he says both imports and exports have fallen at double-digit rates, with the former affected by political and economic transition, which should resolve itself, and the latter due to the global downturn. Even exports that usually benefit from a weaker currency including fruit and hatching eggs have been affected.

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NOK AIR GIVES ECS GROUP THE KEYS TO ITS CARGO ACTIVITIES THROUGH A TCM CONTRACT



06 NOV. 2019

Nok Air, the low-cost Thai carrier, has concluded a Total Cargo Management agreement with ECS Group. AVS GSA Thailand, a subsidiary of ECS Group, is leading this contract to manage capacity sales and operations for all Nok Air international routes.

Through ECS Group's vast network and with their expertise in Total Cargo Management, Nok Air will look to increase its cargo revenue, export volumes from Thailand and international transshipment cargo volumes in order to make full use of capacity in their international fleet of 737-800s on all routes.

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NOK AIR TAPS ECS GROUP TO MANAGE ITS CARGOES



07 NOV. 2019

Thai carrier Nok Air has announced it has designated AVS GSA, subsidiary of ECS Group, to manage capacity sales and operations for all Nok Air international routes.

In a statement, the low-cost airline said ECS Group's vast network and expertise in Total Cargo Management (TCM), will benefit the airline as it looks to increase its cargo revenue and export volumes from Thailand and international transshipment cargo volumes in order to make full use of capacity in their international fleet of 737-800s on all routes.

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NOK AIR SIGNS UP WITH ECS GROUP



07 NOV. 2019

Low-cost Thai carrier Nok Air has concluded a Total Cargo Management (TCM) agreement with GSSA ECS Group.

AVS GSA Thailand, a subsidiary of ECS Group, is leading the contract to manage capacity sales and operations for all Nok Air international routes.

Currently, Nok Air operates 65 flights per week from Don Muang International airport to international destinations including Ho Chi Minh, Yangon, Nanning, Nantong and Zhengzhou.

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NOK AIR GIVES ECS GROUP THE KEYS TO ITS CARGO ACTIVITIES



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THAI CARRIER NOK AIR APPOINTS ECS GROUP SUBSIDIARY TO MANAGE CARGO ACTIVITIES



07 NOV. 2019

Low-cost Thai carrier Nok Air has picked AVS GSA Thailand as its General Sales and Service Agent (GSSA) to help manage its cargo activities and improve its revenue performance.

Based on the Total Cargo Management (TCM) contract, the subsidiary of ECS Group will manage capacity sales and operations for all Nok Air international routes.

[READ ARTICLE](#)

AIR FREIGHT MARKET LIKELY HEADING FOR MODEST PEAK SEASON



07 NOV. 2019

The international air freight market appears to be heading towards a modest peak season, with senior industry executives reporting mixed expectations for the crucial final months of 2019, but some reporting a slight improvement in demand in recent weeks expected to lead to a weaker-than-normal end-of-year spike.

Views on how this year's air freight peak season will play out range from predictions that it risks being a non-event to hopes of a late surge in volumes, feedback gathered by Lloyd's Loading List from a number of industry sources reveals.

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NOK AIR GIVES ECS GROUP THE KEYS TO ITS CARGO ACTIVITIES THROUGH A TCM CONTRACT



07 NOV. 2019

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Through ECS Group's vast network and with their expertise in Total Cargo Management, Nok Air will look to increase its cargo revenue, export volumes from Thailand and international transshipment cargo volumes in order to make full use of capacity in their international fleet of 737-800s on all routes. Currently, Nok Air operates 65 flights per week from Don Muang International airport to international destinations including Ho Chi Minh, Yangon, Nanning, Nantong and Zhengzhou.

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ECS GROUP MANAGES OPERATIONS FOR NOK AIR



07 NOV. 2019

Thai low-cost carrier Nok Air has concluded a Total Cargo Management agreement with ECS Group to manage capacity sales and operations on routes.

Through ECS Group's network and TCM expertise, Nok Air will increase its cargo revenue, export volumes from Thailand and international transshipment cargo volumes to make full use of capacity on its fleet of Boeing 737-800s.

Nok Air operates 65 flights per week from Don Muang International Airport to international destinations including Ho Chi Minh City, Yangon, Nanning, Nantong and Zhengzhou.

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ECS GROUP PROTECTS MARKET SHARE IN CHALLENGING TIMES



08 NOV. 2019

Despite the market falling at double digit rates, BCS Air has been able to maintain its market share, managing director João Ferreira tells Air Cargo Week.

He says both imports and exports have fallen at double-digit rates, with the former affected by political and economic transition, which should resolve itself, and the latter due to the global downturn.

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NOK AIR GIVES ECS GROUP THE KEYS TO ITS CARGO ACTIVITIES THROUGH A TCM CONTRACT



11 NOV. 2019

Nok Air, the low-cost Thai carrier, has concluded a Total Cargo Management agreement with ECS Group. AVS GSA Thailand, a subsidiary of ECS Group, is leading this contract to manage capacity sales and operations for all Nok Air international routes.

“Nok Air made the right decision choosing us to manage its cargo activities and improve its revenue performance. Indeed, our investments in digitalization and in tailor-made services, especially in TCM services, allow us to provide total and complete management of all cargo activities, supported by digital solutions and tools to improve the airline’s business development.

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ECS GROUP DEEPENS FOOTPRINT IN SOUTHEAST ASIA



14 NOV. 2019

Thai LCC Nok Air, represented by CEO Wutthiphum Jurangkool and Pravej Ongartsittigul, chairman of the executive committee (2nd and 1st from right), has concluded a total cargo management (TCM) agreement with AVS GSA Thailand, a subsidiary of ECS Group. The subsidiary, represented by managing director Chirasak Chandratat and Monchai Jirakiertivadhana, regional CEO Indochina (1st and 2nd from left), will lead this contract to manage capacity sales and operations for all Nok Air international routes.

Through ECS Group's vast network and with its TCM expertise, Nok Air will look to increase its cargo revenue, its export volumes from Thailand and international transshipment cargo volumes in order to make full use of the capacity in their international fleet of B737-800s on all routes.

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18 NOV. 2019

This year has been challenging for the air cargo industry, but Turkey has been performing better than the worldwide market, says Nursel Guven.

The managing director of Globe Air Cargo Turkey tells Air Cargo Week that the available data shows a decrease in tonnage, but revenue is increasing. She says worldwide tonnage and revenue was down 5.5% between January and August 2019 compared to 2018, but in Turkey, tonnage fell 2.6% and revenue increased 7.7%.

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WITH 225 TONNES, BEAUJOLAIS NOUVEAU IS BIG IN JAPAN



21 NOV. 2019

ECS Group subsidiary Aero Cargo France joined forces with DHL Aviation and Nippon Express to fly 225 tonnes of Beaujolais Nouveau to Japan.

The partners starting working together on the project earlier in the year with a contract signed in July and the first development in September.

To move the wine from Paris Charles de Gaulle airport to Tokyo Narita, two full charters arrived in Japan on 5 and 12 November, and there was another shipment was also required.

[READ ARTICLE](#)



21 NOV. 2019

DHL Aviation, Nippon Express and the GSSA Aero Cargo France (a subsidiary of ECS Group) combined to move 225 tonnes of Beaujolais Nouveau to Japan from France.

“Through our partnership with Aero Cargo France, our GSA representative in France, we take pride in our direct customer engagement. During the 2019 Beaujolais Nouveau season, DHL & Aero Cargo not only used DHL’s five weekly Narita flights to promote our network to Beaujolais customers in France, we also ensured a full end-to-end customer service delivery through a flight arrival event at Narita Airport to mark the arrival of the first 90 tons of this year’s Beaujolais season,” said Kim Van Assche, VP Sales Europe at DHL Aviation.

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BEAUJOLAIS NOUVEAU TRANSPORTED FROM FRANCE TO JAPAN IN 2 CHARTERS



22 NOV. 2019

DHL Aviation, Nippon Express and the GSSA Aero Cargo France (a subsidiary of ECS Group) combined to move 225 tonnes of Beaujolais Nouveau to Japan from France.

“Through our partnership with Aero Cargo France, our GSA representative in France, we take pride in our direct customer engagement. During the 2019 Beaujolais Nouveau season, DHL & Aero Cargo not only used DHL’s five weekly Narita flights to promote our network to Beaujolais customers in France, we also ensured a full end-to-end customer service delivery through a flight arrival event at Narita Airport to mark the arrival of the first 90 tons of this year’s Beaujolais season,” said Kim Van Assche, VP Sales Europe at DHL Aviation.

[READ ARTICLE](#)



22 NOV. 2019

DHL Aviation, Nippon Express and general sales and services agent (GSSA) Aero Cargo France (a subsidiary of ECS Group) have joined forces to deliver 225 tonnes of Beaujolais Nouveau to Japan.

The seasonal wine was flown from Paris Charles de Gaulle International Airport into Tokyo Narita International Airport for this year's Beaujolais Nouveau Day, when the wine is made available, on November 21.

Three separate consignments were required to transport the required volumes: two full charters, plus another shipment. The two charters arrived at Narita on November 5 and 12 respectively.

[READ ARTICLE](#)



AERO CARGO FRANCE, DHL AVIATION AND NIPPON EXPRESS DELIVER BEAUJOLAIS NOUVEAU TO JAPAN



25 NOV. 2019

DHL Aviation, Nippon Express and the GSSA Aero Cargo France (a subsidiary of ECS Group) combined to move 225 tonnes of Beaujolais Nouveau to Japan from France.

“Through our partnership with Aero Cargo France, our GSA representative in France, we take pride in our direct customer engagement. During the 2019 Beaujolais Nouveau season, DHL & Aero Cargo not only used DHL’s five weekly Narita flights to promote our network to Beaujolais customers in France, we also ensured a full end-to-end customer service delivery through a flight arrival event at Narita Airport to mark the arrival of the first 90 tons of this year’s Beaujolais season,” said Kim Van Assche, VP Sales Europe at DHL Aviation.

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BEAUJOLAIS NOUVEAU HAS ARRIVED IN JAPAN!



28 NOV. 2019

Thanks to the combined efforts of DHL Aviation, Nippon Express and the GSSA Aero Cargo France (a subsidiary of ECS Group), 225 tonnes of Beaujolais Nouveau have arrived in Japan from France.

“Through our partnership with Aero Cargo France, our GSA representative in France, we take pride in our direct customer engagement. During the 2019 Beaujolais Nouveau season, DHL & Aero Cargo not only used DHL’s five weekly Narita flights to promote our network to Beaujolais customers in France, we also ensured a full end-to-end customer service delivery through a flight arrival event at Narita Airport to mark the arrival of the first 90 tons of this year’s Beaujolais season,” said Kim Van Assche, VP Sales Europe at DHL Aviation.

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