



PRESS RELEASE

Oman Air Cargo picks ECS for sales in Benelux

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Oman Air Cargo, one of the most innovative and fastest growing National Cargo carriers in the world, chooses ECS Group as its sales partner in the Benelux region of Europe. The contract, to be serviced by Globe Air Cargo (GAC), an ECS Group subsidiary, has come into effect on 1st of April 2017.

With the ECS partnership, Oman Air Cargo plans to improve its market presence in the Benelux region. The partnership will provide the carrier with overnight transit cargo volume to its gateways in Paris (CDG), London (LON) and Frankfurt (FRA).

According to the contract, ECS will market Oman Air's cargo network from its hub in Muscat (MCT) with flights to destinations in the Middle East, India and Asia. Oman Air utilizes Airbus 330 aircraft across Europe. The ECS Group, through GAC, will represent Oman Air Cargo as an offline sales partner, and coordinate the trucking and handling of cargo on behalf of Oman Air from Brussels (BRU) and Amsterdam (AMS). This will allow Oman Air Cargo to consolidate cargo volume and eventually create a strong customer base in the Benelux market. Oman Air Cargo will service customers who are interested in dedicated ULDs to Muscat and to its other destinations across the Middle East, India and Asia.

Among the type of cargo that will be generated will predominantly include general cargo of industrial goods. However, under the new contract GAC will help Oman Air to develop special and premium type of cargo that includes perishable and pharma, key cargo commodities that transit through Paris, London and Frankfurt. The cargo division of Oman Air has increasingly been focussed on introducing a number of specialised products for high yield cargo commodities.

On the new partnership, Mohammed Al Musafir, Senior Vice President – Commercial Cargo, Oman Air, says: “Oman Air Cargo is excited for the new partnership with Globe Air Cargo. This will give us an excellent opportunity to be represented in the Benelux region through a strong local partner. Oman Air Cargo is committed to an aggressive expansion plan, and the Benelux region is of interest to us as we look at expanding our network to better serve our clients worldwide.”



Commenting on the new contract, Mariet Zollner, Managing Director, Globe Air Cargo Netherlands, says: “We are delighted that Oman Air has chosen Globe Air Cargo. We are confident that our customers will support Oman Air due to their customer friendly approach and the opportunity its network offers to them. Oman Air wants to enhance and develop its cargo business in Europe and ECS Group will proactively support Oman Air with right resources to achieve their plans.”

ABOUT ECS GROUP

ECS is the Global leader in GSSA Services. The ECS portfolio spans across 47 countries with 137 offices, 69 subsidiaries, 950 employees carrying over 902,000 tonnes of freight for its airline partners. ECS enters into long-term partnerships with its airline partners and is committed to furthering the airline development throughout the network. Trust, transparency and traceability are the core principles of how the ECS Group does business. The ECS group offers the air cargo industry worldwide knowledge and experience with a complete cargo outsourcing solution.

For further information about ECS, please contact media@maresch.ch or visit www.ecsgroup.aero.

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