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# ECS Launches Aero Cargo

**Germany Exclusive**—Paris-based GSSA European Cargo Services (ECS) has set up a new subsidiary (100%) in Germany called Aero Cargo International GmbH, thus giving birth to a second baby after having established Globe Air Cargo GmbH in the German market years ago.

GSSA Globe meanwhile has a fully packed portfolio of as many as 20 client airlines such as Israel's El Al Cargo, Delta Airlines, Hungarian Malev or Belgian capacity providers Cargo B and Brussels Airlines. Beginning in January this number will be reduced to 13 airlines, with newly-born sister company Aero Cargo taking over up to seven of Globe's customers. Their names: Peruvian Cielos Cargo, Cuban Cubana, Mexican Mexicana, Centurion of the U.S. Togolese Africa West and Senegalese Air Senegal. Sole European client is French leisure airline Corsair that belongs to German TUI group.



“In order to give an even better service to each individual customer airline, the ECS top management decided to split responsibilities between our Globe and newcomer Aero Cargo,” explains Globe's Commercial Director, Mark Grinsted (right). Although both ECS subsidiaries are closely related with similar set-ups in personnel and IT they will act as competitors in the market. This will happen in case of Brussels Airlines (Globe) and Africa West (Aero Cargo). Both carriers offer European shippers more or less overlapping

routes and markets.

“Our job will be to fill the main deck of Africa West's B747 freighter to Togo with pallets and containers while Globe tries to acquire as many shipments as possible in the German market by selling belly hold space to German forwarders,” states Nouri Tiedke, (left) who further emphasizes that Aero Cargo is not the low cost variant of Globe but a full service provider that demands market prices accordingly.

“Our financial aim for 2009 is to achieve positive results,” states a self confident Tiedke. The thirty-nine year old sales expert will shift from his desk at Globe's office in Moerfelden near Frankfurt to neighboring office of Aero Cargo right at the start of 2009. He will be

heading a staff of five with more jobs to come.

“In the months to come we plan to set up a branch in Munich,” announces Tiedke. There, a lot of air freight traditionally originates for African or Latin American destinations. Aviation experts expect that ECS will strengthen its role in central Europe substantially due to the two fold strategy by setting up a second GSSA in Germany.

*Heiner Siegmund*

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