

Exclusive GSSA of Tampa Cargo for ECS in all Europe, Dubai and Singapore

Colombia-based all-cargo airline Tampa Cargo has awarded an exclusive general sales agency (GSA) contract for the majority of Europe, as well as Dubai, to Paris-headquartered European Cargo Services (ECS).

Effective 1 September, the agreement covers Austria, Belgium, the Czech Republic, Denmark, Finland, France, Germany, Holland, Hungary, Ireland, Italy, Norway, Poland, Portugal, Romania, Slovakia, Sweden, Switzerland and Ukraine.

The ECS office in Dubai will also market Tampa Cargo's extensive South American network in the emirate.

ECS forecasts it will generate 10,000 tonnes of cargo every year across the Tampa Cargo network, using the on-line capacity of its sister airline Avianca from Barcelona and Madrid as well as through interline partners, in so doing providing easy access to the Tampa Cargo route system from Europe, North America and Asia.

From its Miami hub, Tampa Cargo – working closely with Avianca, the oldest commercial airline in Latin America – flies B767 freighter and A330 and B767-200/300 passenger aircraft to Bogotá, Cali, Medellín,

Barranquilla, Lima, Caracas, Valencia, Quito and Manaus. From its Bogotá hub, the airline's network serves Santiago, Lima, Caracas, San Juan, Panama, Mexico City, Buenos Aires, Madrid and Barcelona.

Carlos Arango, Tampa Cargo commercial director, North America, said the carrier will benefit from the proven experience of the ECS organisation and its coverage of Europe, Scandinavia and Dubai.

He commented: "ECS has committed to grow our business throughout Europe and its extensive freight forwarder customer base means they will help us increase our revenues, build our presence in Europe ahead of the launch of direct flights and establish a link with other markets in Asia and Africa."

Jesús Escolar, managing director of General



Airline Services, a wholly-owned subsidiary of ECS which has represented Avianca in Spain and France for many years, said: "This is an important new contract for ECS as it offers the opportunity to access an extensive sales network covering South America.

"In addition, we see significant future growth opportunities as Group Synergy (the parent company of Tampa Cargo) has big development plans for its air freight business."

Tampa Cargo has confirmed that it is evaluating a direct freighter service "from a major airport in Europe to Bogotá".

In another contract award, Tampa Cargo has

signed a deal with ANA Aviation Services that became effective on 1 September and sees ANA sell Tampa's capacity in the UK, where it already represents Avianca.

Tampa Cargo's GSA and new markets manager, Javier Gonzales, said the decision to choose ANA Aviation as its cargo GSA in the UK was taken in order "to develop our business from this important territory".

ANA said that it will use interline partners to feed Tampa Cargo's network and noted that it believes sister carrier Avianca is considering the launch of a direct passenger service between Colombia and the UK.