

## UIA extends its ECS deal

Kiev-based Ukraine International Airlines (UIA) has extended its 16-year working GSA partnership with Paris-headquartered European Cargo Services (ECS) by awarding a new cargo general sales agent contract covering representation for the airline across Europe and worldwide.

The exclusive contract with ECS – which operates 42 subsidiaries in 30 countries – gives UIA an opportunity to substantially expand its cargo transportation network and gain access to the worldwide market, allowing the airline to deliver cargo not only to countries with a direct connection to Ukraine but also to additional markets in Western Europe, North America and South-East Asia.

“The contract for 2009 is a positive extension of our strategic co-operation with ECS, geared toward providing our clients with a much wider operation that will further utilise our expanding scheduled network and also our B737-300SF freighter operations,” said Peter Kukharchuk, UIA logistics and cargo director. “This contract considerably extends our capabilities to offer high quality cargo services to a wider range of clients.”

Guy Tordjman, president of ECS, said: “We have an extremely close, long-term strategic partnership with Ukraine International Airlines and a mutual respect between our two companies. We understand the airline’s products, services and goals and have a proven track record of helping UIA achieve its cargo budget, open new routes, introduce new aircraft and optimise its capacity.”

Over the years, UIA has developed a profitable air freight business based on the carriage of cargo in the bellyhold space of its passenger aircraft, with this capacity having been supplemented since July last year by the introduction of a 20-tonne capacity B737-300SF freighter. Based on the current demand being seen for its main-deck cargo services, UIA said it is considering leasing a second B737-300SF freighter later this year.



Tordjman: “we understand the airline’s products”