

# GSA: Vietnam names ECS in the UK

VIETNAM AIRLINES has appointed Globe Air Cargo, part of the European Cargo Services (ECS) group, as its exclusive cargo general sales agent (GSA) partner in the UK market.

An ECS statement said the new contract is part of the airline's preparation for the launch of flights to London, hopefully during this year.

In the meantime, Globe Air Cargo in the UK will truck cargo to Paris to connect with the carrier's daily schedule of B777 services.

From Paris Charles de Gaulle airport, Vietnam Airlines operates four widebody

flights a week to Ho Chi Minh City and three flights weekly to Hanoi.

This latest agreement is a further extension of the business partnership that saw Vietnam Airlines first appoint the ECS head office in Paris to represent its cargo sales in France in 1992.

Since then, the airline has awarded ECS its GSA contracts in Belgium, Bulgaria, the Czech Republic, Hungary, Poland, Romania, Slovakia and Switzerland.

Mark Pulling, managing director of Globe Air Cargo in the UK, said: "We can offer a highly attractive solution for



UK-originating traffic via Paris and this will improve further when Vietnam Airlines commences UK operations.

"Vietnam Airlines has an extremely attractive route

network," Pulling noted. "In addition to Vietnam itself, it offers widebody flights to Australia and Japan as well as Cambodia, Laos, Korea, Singapore, Taiwan and Thailand."