



Air Logistics Group is the world's leading cargo General Sales & Service Agent (GSSA).

Celebrating 21 years in the air cargo industry, this global organization has moved on significantly from the traditional 'General Sales Agent' that was established in the United Kingdom back in 1994.

The development of Air Logistics Group over recent years has been significant, and with the support of institutional investors, the Group now has service levels and cargo volumes equal to some of the largest airlines in the world.

The organization categorizes itself as an 'International Cargo Management' company where GSA services are just one element of the many cargo services that Air Logistics Group can provide.

This innovative approach allows any airline- large or small - in any region of the world to take advantage of Air Logistics Group's range of services and find a tailor made solution to meet their specific requirements.

Above all, Air Logistics Group prides itself on providing outstanding service to airlines and forwarders alike. Air Logistics is setting the industry standard, maintaining the highest level of customer service with strong efficiencies while also being a transparent and reliable partner.

Contact us today  
for all your cargo  
outsourcing  
requirements

#### Air Logistics Group

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AIRLINE CARGO  
SALES AND SERVICE  
SOLUTIONS



 Air Logistics Group



# worldwide network

## local knowledge



### Sales

- Expert knowledge of local markets
- Innovative sales strategies tailored to each airline
- Experienced and highly motivated sales teams across 48 countries
- Targeted sales using market analysis and local expertise
- Face to face meetings with key decision makers

### Handling & Trucking

- Close liaison with suppliers to ensure high quality service levels
- The buying power of our Group brings cost-effective handling & trucking solutions
- Monitor & assist suppliers to maximise revenue on every flight
- Import handling, administration & flight supervision
- Long established relationships with local handling and trucking companies

### Marketing

- In-depth marketing strategies incorporating direct and indirect methods
- Continuous promotion of the airline's brand in the market
- Creative and original promotions including email shots, social media and printed materials
- Organisation of corporate and promotional events alongside attendance at key industry events
- Close liaison with key trade publications via press releases and advertising

### Finance & Administration

- Dedicated finance teams in all regions
- Centrally controlled invoicing and full participation in IATA CASS
- Punctual and accurate payments on agreed dates
- Claims dealt with promptly and according to airline procedures
- A financially well backed corporation

### Operations & Customer Services

- Efficient and experienced cargo operations teams
- Full working knowledge of special cargo requirements with regular on-going training
- State of the art booking systems that interface with the airlines own system
- Highest standard of customer service
- Participation in the IATA e-AWB programme

### IT & Communication

- Over \$10M investment in IT research and development over the last 10 years
- State of the art reservations system equipped for bookings, track & trace, electronic messaging & AWB stock management
- Dedicated data capture unit efficiently processing flight documents electronically to meet targeted deadlines
- Fully integrated finance system equipped for invoicing, data download to IATA CASS, payments & statistical reports
- Up to date technology & communication equipment in all stations