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American Airlines cargo grows Middle East presence with new general sales agent

Improved local presence will support regional growth

FORT WORTH, Texas – American Airlines Cargo has chosen Heavyweight Air Express (HAE) as its General Sales Agent (GSA) in the United Arab Emirates. HAE replaces long-standing GSA, Airline Cargo Resources (ACR) which has recently chosen to downsize its commitments in the region.

This is the second area of the world in which HAE was chosen as American's GSA following its appointment to cover sales across a number of countries in central, east and north Africa, as well as South Africa in mid-2016.

"Following a thorough search, we are very pleased to have chosen HAE based on their extensive knowledge of the Middle East market, their innovative approach, comprehensive network and – more crucially – their very strong relationship with some key partners of American Airlines in Dubai," said Richard Hartmann, American's regional manager, Cargo Sales – South Asia, Middle East and Africa.

As with other local markets in Europe, the Middle East and Africa where American operates offline, the majority of traffic will initially route over London Heathrow (LHR), where the strength of the airline's international network means that it can look to creatively access both its U.S. operation and onward destinations such as Central and South America on its widebody aircraft.

"We will be deploying our local market experts who know where business opportunities are in this region for American," said Peter Kerins from HAE Group, based in Dubai. "We have an active customer base across the region and aim to support the expanding American network with freight generated in the thriving economies of the UAE through our offices here."

American's established customer base in the Middle East already handles a variety of cargo traffic such as electronics and e-commerce goods out of the region.

About American Airlines Cargo

American Airlines Group is the holding company for American Airlines. American provides one of the largest cargo networks in the world with cargo terminals and interline connections across the globe. Every day, American transports cargo between major cities in the United States, Europe, Canada, Mexico, the Caribbean, Latin America and Asia-Pacific.

American Airlines and American Eagle offer an average of nearly 6,700 flights per day to nearly 350 destinations in more than 50 countries. American has hubs in Charlotte, Chicago, Dallas/Fort Worth, Los Angeles, Miami, New York, Philadelphia, Phoenix, and Washington, D.C. American is a founding member of the **oneworld** alliance, whose members and members-elect serve nearly 1,000 destinations with 14,250 daily flights to 150 countries.

Shares of American Airlines Group Inc. trade on Nasdaq under the ticker symbol AAL. In 2015, its stock joined the S&P 500 index. Connect with American on Twitter @AmericanAir and at Facebook.com/AmericanAirlines.