

TUI takes to the skies with ECS Group



Paris, 5th February 2019 – Committed to spreading its wings and making its network a key asset in the development of its cargo activities, TUI, the world’s number one travel company, has handed the keys for its entire cargo activity to ECS Group under a Total Cargo Management (TCM) contract. By choosing the world’s leading GSSA to put its truly huge transport capacities to good use, TUI has marked a turning point in its cargo branch development strategy.

TUI and ECS Group have signed a Total Cargo Management contract. The world’s leading travel company, TUI includes five airlines, owns 150 aircraft, serves over 300 destinations in 75 countries and operates an average of more than 3300 flights a week. Its network and market power mean that it can expect significant cargo activity and rapid exponential growth – and TUI has jumped at the chance to achieve this. Thanks to an exceptional integrated sales network (90% of the TUI network is covered by ECS sales offices) and its strong business partnerships, ECS Group fully intends to maximize the potential of this one-of-a-kind company.

This partnership paves the way for one of the largest sales networks in the industry. As well as an incredible number of destinations, ECS Group aims to develop a high-quality interlines offering beyond TUI’s main hubs. This is one of TUI’s main strengths, with three main hubs in Florida, the Caribbean/Dominican Republic and Mexico (Cancún) that will serve as links between Europe, Central America and Latin America. It also connects Asia and Africa, particularly North Africa, with a significant number of links in Morocco and Europe.

“TUI has enormous potential in terms of air freight, and we’re honoured to be able to represent them when it comes to cargo,” says Adrien THOMINET, CEO of ECS Group. “Just like us, TUI has a truly worldwide presence. Together, we have a unique, exceptional and complementary network. It’s a winning combination. And we fully intend to use all our expertise to give TUI the role it deserves in the air freight industry – the role of a major and essential player.”

Through this contract, ECS Group intends to represent both TUI and the company’s entirely separate Cargo identity. Via its TCE by ECS Group structure, a newly created department that is dedicated solely to managing TCM contracts, ECS Group will provide Interlines solutions, fully dedicated Business Intelligence tools, customized communications and management of all security, quality and safety aspects – all orchestrated by a newly formed team of experts.

Transporting its cargo using a 150-strong fleet, primarily B787s for long-haul flights, TUI offers a wide range of services and products, including TUI Pets, TUI Mail, TUI e-commerce, General Cargo, Perishables, AOG and HUM.

This new contract is a revolution in the world of air cargo. With its cargo activities expanding thanks to TCM expert ECS Group, the air freight industry has a force to be reckoned with in TUI.

Watch out – experts on board!



ABOUT ECS GROUP

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 47 countries through its 147 offices, ECS group knows it can count on its 1034 employees around the world to offer high quality services tailored to each of its partners. Thanks to this ever-increasing network, this year ECS Group has carried over 979,000 tonnes on behalf of the airlines it represents and in this way contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the favoured partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group's website: www.ecsgroup.aero

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