

## AMI opens in India

Air Menzies International (AMI) – the world's largest trade-only airfreight and express wholesaler - has created a new regional division to spearhead its development in India, and launched its own operation in Mumbai.

AMI India introduces the company's renowned trade-only air cargo wholesaling concept to the Indian market for the first time. Air cargo consolidation and wholesale activity in India has previously been restricted to co-loading among freight agents.

AMI's Mumbai operation, based near the city's international airport, is initially focusing on airport-airport traffic to the company's existing stations in the UK, USA & Africa. AMI India will progressively introduce more destinations, and additional products such as airport-door, over the coming months.

AMI India will also work to stimulate import traffic to all key points in India, from its fellow AMI stations at 21 locations in the USA, UK, Europe, South Africa, Far East and Australasia. Breakbulk of imports to cities other than Mumbai will continue to be handled by its existing network of service partners across the country.

Once its Mumbai office is fully established, AMI India plans to follow this with further branches in Delhi, Chennai, Bangalore and Hyderabad.

Heading up AMI India as Regional VP is Trevor Saldanha, whose 20 year career in transportation includes senior positions in airlines, freight forwarders, 3PLs and shippers. Before joining AMI he spent 15 years with Patel Integrated Logistics Ltd, most recently as CEO of its international division.

Says Saldanha: "The freight forwarding community in India is about to experience AMI's unique trade-only wholesale concept for the first time. Customers can be comfortable in the knowledge that AMI has no direct dealings with shippers, and their relationships are therefore safe. We give our clients the power to compete; we are never their competitor."

Adds AMI CEO Stephen Koller: "We are delighted to have Trevor on board. He is widely known and enjoys a reputation as a leader with integrity in the Indian freight industry. Trevor is by far the best man to lead the charge in establishing the AMI brand across the country.

"This is an exciting new development for AMI, in a market whose potential is simply vast. We are confident that AMI's rates, neutrality, global reach, and customer-focused professionalism will ensure its success. AMI will enable customers to succeed in ways that will change the face of airfreight in India."