



NEWS RELEASE – for immediate release

## **Air Charter Service grows Asia Pacific market share**

Air Charter Service's offices in Hong Kong and Beijing have reported that they are having a record year, with all three divisions across the two offices showing considerable growth year on year.

Stephen Fernandez, Managing Director of the operation, puts this down to a number of factors: "Obviously the West Coast Port Strike in the US gave us a massive boost at the beginning of the year on the cargo side but, even taking those figures out, charter numbers are up 59% on last year.

"A lot of this underlying growth can be attributed to the team that we currently have. Since the start of last year we have increased our salesforce across the two offices by more than fifty per cent. We now have a good mix of experienced locals and expats from our other global offices, and we all pull together in the same direction. We have introduced some new initiatives to help inter-office cooperation, which means we are coming up with creative solutions that other companies are unable to offer. We have gained a good reputation in the region and have been extremely successful in winning new clients recently and this, in turn, is increasing our buying power with the operators.

"The Asian market is maturing with many more aircraft being based in, and coming to, the region. ACS established our Hong Kong operation several years ago, at the beginning of the boom, so we are now showing our wealth of experience."

[www.aircharter.com.hk](http://www.aircharter.com.hk)

### About Air Charter Service

- Our name is Air Charter Service: no 's' on the end, and not simply 'Air Charter' as email addresses might suggest, it can be abbreviated to ACS however
- Formed in 1990 by Chairman Chris Leach in his basement, now employs more than 300 staff worldwide
- We are a global company with 19 worldwide offices, not 'UK-based', with offices spanning five continents offering private jet, commercial airliner and cargo aircraft charters
- Revenue in excess of US\$ 450 million and arranges more than 9,000 charters annually
- Total number of passengers flown in 2014: 327,299
- Total amount of cargo flown in 2014: 36,974,583 kgs

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[WWW.AIRCHARTERSERVICE.COM](http://WWW.AIRCHARTERSERVICE.COM)



## *Air Charter Service*

- Voted Cargo Charter Broker of the Year at the ACW World Cargo Awards 2013, 2014 and 2015, voted Charter Broker of the Year at the Payload Asia Awards 2013 and 2014 as well as being awarded Charter Broker of the Year by Air Cargo News in 2014 and 2015

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