

Press release

LUG serves IAG Cargo in Frankfurt-Main and Munich

LUG has won the tender to handle freight for IAG Cargo, the single business created by the merger of British Airways World Cargo and Iberia Cargo, at the two leading German airports, from this autumn.

Frankfurt on Main, August 2013 — LUG aircargo handling, the oldest independent ground service company at Frankfurt-Main airport, has added International Airlines Group (IAG) Cargo to its impressive customer portfolio. The contract covers passenger and full freighter flights. It will raise LUG's throughput by some 68 000 t in Frankfurt and approx. 850 t in Munich. The GHA will commence handling Iberia flights at Frankfurt-Main airport effective September 1, 2013 and British Airways flights effective October 1. The new service partnership will start in Munich on October 1 as well.

British Airways World Cargo (BAWC) had been a customer of LUG until three years ago. "It is always very gratifying to see a customer return. We were able to win BAWC back with our superior service quality. This matches BAWC's premium product offensive with speed and reliability at its core," says Patrik Tschirch, Managing Director and COO, LUG aircargo handling GmbH.

IAG, formed in 2011, is one of the largest airline groups in terms of aircraft fleet, passenger and cargo volumes. In total British Airways World Cargo and Iberia operate some 57 weekly flights to Frankfurt and 40 weekly flights to Munich.

"We have opted for LUG aircargo handling as a professional and reliable partner that will help us deliver a seamless end-to-end customer experience. I believe the company is a perfect fit for IAG Cargo's wide product portfolio and premium service goals. LUG will help us to fulfil our customers' expectations and satisfy our own ambitions in terms of high service, safety standards, and responsiveness to customer demands. Appointing a single GHA for both airlines at Germany's two major international airports is a major step forward in realising our vision of a unified service across the board," says Michael Schneider, Area Customer Service Manager Germany, British Airways World Cargo.

"After adding Cathay Pacific IAG further boosts our dynamic business growth this year. IAG Cargo's global network also expands our international footprint. This latest success consolidates LUG's position as the leading independent, family owned GHA in Germany," concludes Patrik Tschirch.

Photos:

- Patrik Tschirch, MD and COO, LUG aircargo handling GmbH
- British Airways
- Iberia

Source: LUG/British Airways/ Iberia

Background information for editors:

International Airlines Group (IAG) is one of the world's largest airline groups with 377 aircraft flying to 230 destinations and carrying 69 million passengers each year. It is the third largest group in Europe and the sixth largest in the world, based on revenue. Formed in January 2011, IAG is the parent company of British Airways, Iberia and Vueling. It is a Spanish registered company with shares traded on the London Stock Exchange and Spanish Stock Exchanges. The corporate head office for IAG is in London, UK. IAG Cargo's B747-8 Freighters act as strong support for the extensive bellyhold network, delivering extra capacity and expanded route options for customers at an improved unit cost. www.iairgroup.com

LUG aircargo handling GmbH, a member of the family owned Dettmer Group, offers a comprehensive range of sophisticated, reliable cargo handling services at German airports (Frankfurt, Munich). The company handled 230,000 tons of cargo in 2012. Since October 2011, LUG operates 33,000 sq. m covered warehousing space with direct ramp access for all types of cargo, including dangerous goods, at Frankfurt airport and some 3,300 sq. m at Munich airport. In addition, LUG offers cargo-handling services at other German airports in co-operation with LUG business partners. LUG also manages 12,500 sq. m well-equipped office space in a building complex in the Cargo City South at Frankfurt-Main Airport. www.lug-fra.com

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