



Press release

LUG partners Cathay Pacific Cargo in Frankfurt-Main

LUG has won the tender to handle cargo for Cathay Pacific Airways at the German airport, Frankfurt-Main, effective August 1, 2013. The GHA now serves five major Asian carriers at this leading international hub.

Frankfurt on Main, June 3, 2013 — LUG aircargo handling, the oldest independent ground service company at Frankfurt-Main airport, has signed up a new client: Cathay Pacific Airways. The contract covers daily passenger flights and up to eight full freighter flights per week. It will become effective on August 1. The new client considerably strengthens LUG's portfolio of Far East carriers that includes ANA, China Southern, Korean Air Cargo, and Thai Cargo.

LUG's successful negotiations with the Hong Kong carrier crowned the career of Wolfgang Korte who retired as CEO at the end of March. He had worked for Cathay Pacific Airways as Cargo Manager Germany, Austria, and Eastern Europe for 19 years prior to joining LUG. Winning this new client together with Patrick Tschirch, COO, LUG aircargo handling GmbH, was very gratifying for Korte.

Cathay Pacific, founded in 1946 and headquartered at Hong Kong International Airport, is one of Asia's largest airlines in terms of aircraft fleet, passenger and cargo volumes. It is also one of the top global cargo carriers. The airline operates more than 1,300 flights per week with a fleet of 138 modern, wide-bodied aircraft.

"In Frankfurt Cathay Pacific Cargo has found a professional and reliable partner in our new handling agent LUG aircargo handling for the future. Our mission, "Service Straight From The Heart", corresponds with LUG's understanding of service. LUG is a perfect fit for our wide product portfolio and our premium service goals," says Ray Jewell, Regional Manager Cargo Europe, Cathay Pacific Airways.

"We are convinced that we can offer the German air cargo market excellent products together with LUG that will fulfil our customers' expectations, and satisfy our own ambitions in terms of high service, safety standards, and responsiveness to customer demands," adds Michael Spiegel, Cargo Manager, Cathay Pacific Airways, Germany.

"Cathay Pacific elevates LUG to a whole new playing field. The airline further boosts our dynamic business growth and penetration of the Asian market. This latest success raises our profile in the German air cargo handling market and consolidates our position as the leading independent, family owned GHA. Competition in the industry is very intensive. But the new acquisition confirms the trust customers have in our services. In the current economic environment it is good to know that the quality of our service, our direct apron access, our modern warehousing facilities, and

our experienced personal count,” says Patrick Tschirch, COO, LUG aircargo handling GmbH.

Photos:

- Patrick Tschirch, COO, LUG aircargo handling GmbH
- Cathay Pacific's B747-8F *Hong Kong Trader* landing in Frankfurt-Main

Source: LUG / Cathay Pacific

Background information for editors:

Cathay Pacific Airways Ltd. is an international airline registered and based in Hong Kong, offering scheduled passenger and cargo services to 169 destinations in 41 countries and territories around the world. With a fleet of 138 modern wide body aircrafts the airline operates more than 1,300 flights per week and belongs to the three safest airlines in the world. Cathay Pacific is a founding member of the oneworld Alliance: www.cathaypacificcargo.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. <http://www.lug-fra.com>

For further information, photos or interviews, please, contact:

Ursula F. Schmeling
UFS MarCom
Salmenweg 8
CH-4323 Wallbach
Switzerland
Mobile DE: +49-171-5430081
Mobile CH: +41- 79-2784258
Phone: +41- 61-5354489
Email: uschmeling@ufs-marcom.ch

**LUG aircargo handling exhibits at Air Cargo Europe in
Munich: Hall A4 – Booth 320**