



## NEWS RELEASE

Please find here a news release issued today by Virgin Atlantic Cargo:

Media contact: Jamie Roche, JRPR

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T: +44 (0) 1344 631880/1/3

E: jamie@jamierochepr.co.uk

## LAUNCH OF GATEWAY PARTNERS INC., GIVES VIRGIN ATLANTIC CARGO A DEDICATED SALES FOCUS IN JAPAN

**Western Associates Group, one of Japan's leading air cargo general sales agents, has established a new company, Gateway Partners Inc. (GPI), to provide dedicated representation for Virgin Atlantic Cargo.**

In support of its new contract with Virgin Atlantic, effective this month, Gateway Partners has put together an experienced team of cargo sales and marketing specialists that will devote their time to working with the airline's customers in Japan. They will focus on maximising freight, courier and express revenues for shipments carried on Virgin Atlantic's daily flight from Tokyo's Narita International Airport to London Heathrow.

Dan Parker, Vice President Commercial at Virgin Atlantic Cargo, said: "The appointment of Gateway Partners Inc., gives us a sales team in Japan that will focus only on Virgin Atlantic Cargo's business and customers. As part of Western Associates Group, GPI has a strong domestic network across Japan and we believe this additional coverage will help us achieve the best possible results from our Narita gateway. I also want to express my gratitude to our former partner in Japan, IAS, for their support since we began operating from Tokyo.

"Japan is an extremely important market for Virgin Atlantic and after the devastating earthquake and tsunami that struck north-east Japan in 2011, we have seen some improvement in recent months. Exports to the UK and Europe remain challenging but cargo bound for the U.S. has increased significantly. The recovery of the Japanese automobile market and the carriage of specific electronics products such as solar energy equipment are encouraging signs and we are confident GPI will also give us fresh outlook and approach in the market."

Aki Ryuji, Managing Director of Gateway Partners Inc., added: "We are extremely proud to have been awarded this contract by Virgin Atlantic Cargo. We are very aware of its high standards for customer service and reliability and we will embrace this as we promote its cargo services and products to the freight forwarding industry across Japan."

In May, Virgin Atlantic Cargo celebrates its 23rd anniversary of services between Tokyo and London.