

New Business Wins for dnata at Manchester and Heathrow

LONDON, UK 17th December 2012 – [dnata](#), one of the world's largest combined air services providers, today announced the commencement of operations for two carriers who have recently entered the UK market.

At Manchester airport, Airblue, operating its first wide body A340 operation from Pakistan has signed a multi-year agreement for dnata to service its cargo handling business. The carrier, which flies four times a week to both Islamabad and Lahore will be utilising dnata's extensive UK handling network and inter-airport trucking service.

"We were impressed by the partnership arrangement offered by dnata. We felt it was a real alternative in the market place and one that will help launch and grow our cargo product on this route," said Ghulam Raza Channa, Airblue's Country Manager, UK.

Further south in the UK, the team at dnata's London Heathrow operation have just begun providing cargo handling services for Aeromexico's B767 operation three times a week to Mexico City. As part of the agreement, the carrier will also have the ability to connect its London Heathrow service to the wider UK regional airports network by utilising dnata's inter-airport trucking services.

"Our teams at London Heathrow and Manchester provide an excellent level of service to our airline customers and this reputation and commitment has helped build strong partnerships with carriers we currently handle and has played a major part in our success in winning new business," said Gary Morgan, CEO of dnata's business in the UK. "We look forward to working with both Airblue and Aeromexico to help them establish their businesses in the UK market.."

Following a re-brand last year including a fresh new uniform for staff earlier this year, dnata has also had recent senior management changes. Gary Morgan has been appointed as CEO, UK and Mohammed Akhlaq joined as Business Development Director, Cargo. dnata's business in the UK continues to go from strength to strength and there will be more announcements on new projects coming up in the New Year.

- Ends -