

Cargo Care International gives NEO sales cover in Denmark, Sweden, Finland

NEO Air Charter – a founder member of the Global Charter Alliance – has entered into a strategic partnership with Nordic-based GSSA Cargo Care International, in which the latter will provide sales coverage throughout Denmark, Sweden and Finland. The agreement also covers the Faroe Islands and Iceland.

Cargo Care's primary activity is airline general sales agency; founded in 2007, it has quickly become one of the largest cargo GSSA's in Scandinavia and the Nordics.

The company already has considerable experience in organising cargo charters, and now aims to build further on this activity through its collaboration with NEO. Explains Cargo Care CEO Anders Herrgaard Jepsen: "Marketing NEO's charter capabilities throughout Denmark, Sweden and Finland enables us to offer our freight agent customers a one-stop solution for all their airfreight needs, from general scheduled cargo through to full charters. It also gives us access to a much wider selection of charter carriers and aircraft.

"The potential for charter services in our region - particularly for moving urgent ships' spares and oil industry equipment - is considerable. With the expertise and professional support of NEO, and the coverage provided by its Global Charter Alliance partners in the USA and Far East, we are now an integral part of a charter network that will enable us to compete effectively with multi-national brokers, and win a larger share of the market."

Adds NEO Joint MD Stefan Kohlmann: "Our alliance with Cargo Care echoes the highly-successful collaboration with Active Airline Representatives of the Netherlands which began in mid-2011. This proved the value of combining a professional GSSA's local market intelligence and penetration with our own charter skills and carrier relationships.

"Cargo Care has a well-developed appreciation of the charter sector, and close relations with every airfreight agent in Denmark, Sweden and Finland. These factors make it the ideal partner to promote our services throughout the region, and to further expand our catchment."

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