

Network News

A World of Cargo
Managed

Newsletter
Network Aviation Group

NETWORK AVIATION GROUP APPOINTS JONATHAN CLARK AS ITS NEW CEO AT EAGLE HOUSE...

Network Aviation Group are pleased to announce the appointment of Jonathan Clark as the new Chief Executive Officer (CEO) with effect from the 8th of January 2024.

Jonathan joins Network with over 35 years of experience in the air cargo industry having worked previously for Lufthansa Cargo, Qatar Airways, DB Schenker, Cargolux and was the previous CEO of Air Menzies International (AMI).

Network Aviation Group was originally formed in 1985 and currently has 42 offices around the world where they are the General Sales Agents for more than thirty airlines, but also sell the cargo capacity for their own freighter managed fleet which currently comprises of three Boeing 747 Freighters based in Liege, Belgium. The freighter managed fleet serves destinations throughout Africa and North America on a scheduled basis as well as offering charter capacity worldwide.

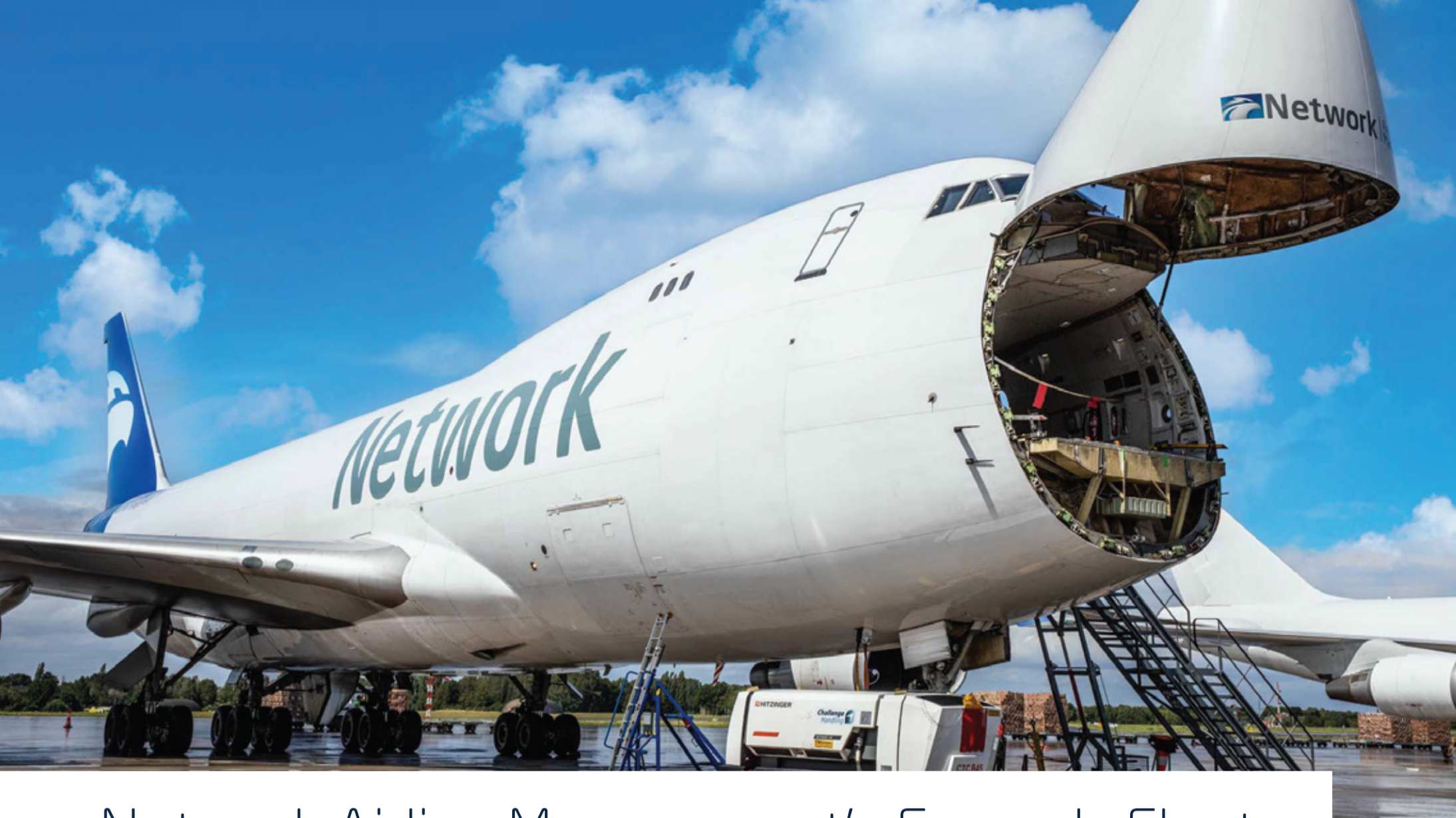
Andrew Leslie, Chairman of the Network Aviation Group said "We are delighted to welcome Jonathan as our new Chief Executive, after an extensive, global search process. Jonathan is a dynamic, values-driven business leader who has a diverse background of experiences and an excellent track record of delivery in the air cargo industry. He has exceptional strategic capabilities, proven operational effectiveness, and strong experience in both developed and developing markets. The Board looks forward to Jonathan realising the full potential of Network Aviation Group as a winning business which delivers long-term growth and value for all its stakeholders."

Jonathan Clark: "I am delighted to take on my new role leading the Network Aviation Group, an organisation that I have watched grow over the years into a quality-driven, customer oriented, much respected airfreight partner. With the recent addition of the latest B747F to the managed fleet, the times ahead are very exciting for Network."



Andy Leslie, (right) Chairman of Network Aviation Group officially welcomes Jonathan Clark to his CEO position at Eagle House.

“ I'm delighted to take on my new role leading Network Aviation Group, an organisation that I've watched grow over the years...”



Network Airline Management's Expands Fleet with Additional B747 Production Freighter Aircraft


Network Airline Management (NAM) has recently taken delivery of its latest Boeing 747 production freighter aircraft, expanding its current fleet to include two nose-loading B747F aircraft and one Boeing Converted Freighter (BCF) aircraft.

The additional aircraft (TF-AKE) will join the fleet based at Network's European hub in Liege, Belgium and will allow NAM to further expand its scheduled and charter operations, enabling its customers more capacity, flexibility and schedule stability.

Malcolm Higginson, Network Airline Management's Operations Director, commented: "The delivery of our latest nose loading B747F aircraft is a significant milestone in NAM's fleet expansion plans. We have steadily grown and modernised our fleet since starting operations over 35 years ago, and we are confident this additional aircraft will allow us to further increase our capacity and improve resilience to better serve our increasing portfolio of customers."

Network Airline Management maintains its commitment to excellent customer service, flexibility, and reliability to its valued worldwide clients. Contact our Network teams today for the latest rates, availability and to book your cargo. You can find out more information via our website here: www.network-airline.com



 *The delivery of our latest nose loading B747F aircraft is a significant milestone in Network Airline Management's fleet expansions plans.*



38 Years of Evolution in Air Cargo Management for Network Aviation Group - ACW Long Read

In an industry known for its constant change, Network Aviation Group has stood the test of time, celebrating 38 years of growth and success. Founded in 1985 as a UK-based cargo management company representing a...

Founded in 1985 as a UK-based cargo management company representing a single airline, Network Aviation Group has since transformed into a global player, managing its own freighter fleet and operating across five continents.

A Journey of Milestones

"Network Aviation Group has evolved over the last 38 years from a UK-based cargo management company representing a single airline, to a company operating across five continents and managing its leased B747 freighter fleet," John Gilfeather, Network Airline Services Sales Director, said.

"Starting from the UK in 1985, the company was based on a philosophy of providing the right quality and quantity of human resources to the carriers we represent." Key milestones in the group's journey include the establishment of GSA (General Sales Agent) offices across Europe and the United States in the 1990s, followed by expansion into the Middle East, Africa, and Asia from 2000.

Today, Network Aviation Group operates in 36 countries globally. Notably, the company ventured into scheduled services two decades ago, utilising a leased DC-10 freighter to operate flights from Belgium to various African destinations. Over time, this operation has grown significantly, now boasting a fleet of three B747 freighters that conduct scheduled and charter services from the hub in Liege, Belgium, to destinations worldwide.

Adapting to the Current Climate

In the face of the ever-changing aviation landscape, Network Aviation Group demonstrates its adaptability and resilience. The current climate has presented unique challenges, with traditional volumes on scheduled lanes experiencing reductions. To overcome this, the Group has introduced new routes and increased the utilisation of part charters to alternative destinations. Additionally, conflicts in certain regions have led to airspace closures along scheduled routes, prompting freighter and passenger planes to navigate diversions and alternative paths.

Traditional volumes on our scheduled lanes have reduced in the current climate. Network manages this challenge by introducing new routes and increasing the amount of part charters to alternative destinations," Gilfeather stated. The COVID-19 pandemic presented both unprecedented challenges and opportunities for Network Aviation Group. The need for remote work and the suspension of scheduled services impacted operations directly. However, this situation spurred the managed fleet of Network Airline Management to expand its scheduled and charter operations to Asia and North America. Moreover, the pandemic prompted the company to play a critical role in operating passenger aircraft as cargo-only flights, supporting global efforts to combat the pandemic.

As Network Aviation Group continues its journey, marked by resilience, innovation, and adaptability, their



advice to new airlines looking to expand their cargo operations is rooted in a customer-centric philosophy. "Network Aviation Group prides itself on being easy to do business with," John Gilfeather, emphasised. By listening to customer needs and developing products and services around those needs, Network Aviation Group remains a stalwart in the aviation cargo sector.

Innovations and eCommerce

One of the Group's distinguishing factors is its innovative approach to cargo loading and transportation. "Network's philosophy has been always to build up an extensive database of how out-of-gauge cargo can be loaded safely and securely onto the aircraft," John Gilfeather noted. This meticulous approach gives Network Aviation Group a commercial advantage, enabling them to accept certain cargo sizes that other airlines might not be aware can be loaded safely.

"The combination of our cargo management system together with an experienced and proactive team allows the team to view the volumes of the cargo delivered and ensure we can fly cargo as scheduled but also be able to take advantage of full and part charter opportunities as they arise. Key to this is the experience and trust between the commercial and operational teams," Gilfeather explained. With the rise of e-commerce and online shopping, Network Aviation Group has adjusted its cargo services to cater to the growing demand for efficient shipping solutions. The company has adapted its cargo reservation system to accommodate mail documents, offering real-time tracking information to retain business from this increasingly significant market segment.

Sustainability is also at the forefront of Network Aviation Group's priorities. "The group is committed towards Net Zero emissions," John Gilfeather affirmed. This commitment encompasses strategies related to fuel supply and leased aircraft, reflecting the company's dedication to environmentally responsible practices.

Future Ready

To stay ahead in the fast-paced aviation industry, Network Aviation Group leverages advancements in technology through its in-house system and dedicated IT department. This unique combination enables the company to swiftly incorporate new developments within the industry into its operations. "Network Aviation Group prides itself on being easy to do business with, we listen to our customer's needs, the freight forwarders and develop our product service offering solely around their ever-changing needs," Gilfeather said.

By fostering a strong relationship between their commercial and operational teams, Network Aviation Group ensures reliability in their scheduled and charter services, even in the face of supply chain disruptions. "Strategies to navigate through potential future challenges need to remain dynamic and flexible to meet any and all future challenges, pandemic or otherwise," Gilfeather added.

Article credit goes to Air Cargo Week who published this article in issue 1252 in October 2023.



See more from us on Social Media:



Keep up-to-date with us with all our latest news via our website at: www.network-airline.com and while you're there, be sure to follow us on social media using the links below:



Network Aviation Group continues its journey, marked by resilience, innovation, adaptability and sustainability...





Network Aviation Group Opens Newly Refreshed Office in Dubai, DXB...

Network Aviation Group has recently opened its newly refreshed ANA Aviation Services office in Dubai, DXB in the UAE.

Our office in the central Dubai airport region recently underwent a complete refurbishment and overhaul, with all new wall graphics featuring our B747F aircraft, as well as a decorative contrail design that continues throughout the newly expanded office space.

The luxurious boardroom has been upgraded to house a new centre table with ergonomic chairs, as well as a new flat screen TV and improved conference calling facilities. The boardroom also features beautiful graphics of our NAM aircraft on the walls, on either side of the boardroom.

Our Sales Director, Andy King and Finance Director, Andrew Ballard attended the grand opening of the new office and jointly cut the ribbon to officially open it for business. The Dubai Sales and Accounts teams thoroughly enjoyed the office opening, spending some valuable time networking with colleagues and guests who also attended the event, whilst enjoying toasting drinks, party food, canapés and sweet treats.

Andy King, NAS Sales Director said, "I am thrilled to be here to open our freshly upgraded Dubai office to give the team a more comfortable and functional office space to carry on their fantastic work as part of the wider Network Aviation Group."



This is Network Airline Management - New Video!



This is Network Airline Management: Check out our brand new video featuring NAM's very own TF-AMU and TF-AMM B747F aircraft, shot at Liege Airport back in the Summer.

A huge thank you to Harry @ Diamond 9 Productions for producing such an awesome video for us.

Click [HERE](#) to watch the full length promotional video, or visit our YouTube channel at: <https://bit.ly/ThisIsNAM>

NAS MLA Hosts Air Malta Customer Appreciation Event

Network Airline Services Malta (MLA) was pleased to welcome 50+ guests, customers and agents to celebrate another successful year of working with its long-standing airline partner Air Malta. NAS has partnered with KM as its global Total Cargo Management (TCM) provider since 1st June 2016 and continuing throughout 2023.



The NAS MLA team hosted an evening drinks event to show their appreciation to its loyal customers, in September 2023, at the stunning Hilton Hotel in St. Julians, Malta. John Gilfeather, NAS Sales Director UK, opened the event with an introductory speech thanking everyone in attendance for their continued support over the last 12 months, as well as introducing the NAS Malta team to those present. Guests were welcomed to the party with drinks and canapés before enjoying the evening's entertainment and networking sessions. Video clips highlighting Air Malta and NAS' success over the years were showcased throughout the event on big screens, with the event ending around midnight.



"The event was a real success, with around 50-60 customers in attendance including local freight forwarding teams, sales managers, sales directors, various key clients plus the NAS MLA and NAS UK teams. The evening was a hit with our guests, with the very positive feedback we received. We'd like to again thank Air Malta for the trust and support they have put into Network Airline Services over the years as their TCM provider," said John Gilfeather.

The pandemic halted customer-centric events like this, so the NAS teams were keen to reconnect with clients, both new and existing to celebrate another successful year working together. Each guest left the venue, with an Air Malta branded notepad as well as key information from both NAS + KM. For more information on when the TCM agreement began, see the article here: bit.ly/475GwjD

The KM Cargo Ramp Manager, Ground Services and Silvia Nuccilli, Cargo Area Supervisor, hosted an overseas delegation of NAS European management and key account customers on a tour of the cargo warehouses and post office, then headed down to the ramp to watch Air Malta's Airbus A320, 9H-AEP aircraft in action.



Network Airline Services Opens New Office in Milan

Network Airline Services have recently opened a brand-new office in Milan (LIN) in Italy - situated within the airport region, it is an ideal location for visiting customers whilst still being near to the airport itself. Andrea Cossutta NAS' country manager for Italy said: "Our presence in Europe is ever expanding, with NAS offices in all the major European air cargo hubs across the continent."

Sander van Vilsteren, Network's Senior Commercial Manager for the EMEA region, was thrilled to open the new office for business: "I'm glad to present Network Airline Services to a new location in Milan, Italy where we currently represent Air Arabia Sharjah, Air Arabia Morocco, RwandAir and Air Malawi."

The NAS Milan office officially became operational and open for business from the 1st of January 2024, with the address as follows: Network Airline Services Srl, Via Cassanese 224. Palazzo Caravaggio, 20054 Segrate, Milano, Italy.

There are also new contact details for LIN, so contact Katia and the team today to book your cargo. You can contact them via email at email at MIL@network-airline.com, via phone on +39 02 97134161 or visit our website at www.network-airline.com - We wish our Network Airline Services team in Milan all the best in their new office!

Capacity
TO MOVE
the World

We are air cargo GSSAs and capacity management specialists

Network Airline Services offers airlines the full range of GSSA services. Globally positioned, with established teams in all major air cargo hubs, we have the right blend of experience, customer relationships and local market knowledge to ensure our airline partners' costs are reduced but their cargo revenue opportunities are maximised.

Network Airline Services has:

- The benefit of thirty years' experience in air cargo management
- Expert knowledge of local markets and international opportunities
- An established track record of maximising revenue for more than twenty airlines
- A commitment to offering the highest levels of customer service to both you and your customers
- The experience to grow your cargo sales whilst optimising your cargo capacity

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NCM Appointed as GSA for Bringer in the USA

Network Cargo Management has been appointed as the GSA for Bringer Air Cargo, across the USA* from the 19th of November 2023.



Javier Gonzalez, NCM's Sales Manager based in Florida said, "I am happy to confirm that we have been appointed as Bringer Air Cargo's GSA in the following 12 US states and cities: Florida (except Miami), Georgia, Louisiana, Maryland, Massachusetts, North Carolina, South Carolina, Pennsylvania, Pittsburgh, Tennessee, Virginia and Washington DC - NCM is delighted to be selling the cargo capacity of Bringer Air Cargo (E6) in the USA."

"BAC has been providing the best service in the cargo industry for over 30 years. BAC services to and from all 6 major continents with the most reliable air cargo services to satisfy customers' needs. BAC is constantly adapting its network to changing market demand and trade flows. Flexibility and long-term relationships with our customers, partners, and associates are key factor."

In case you didn't know, Network Airline Services is also the GSA for Bringer Air Cargo in the following countries: Denmark, Norway, Sweden, Finland, Kenya, South Africa, Tanzania, Uganda and the UAE.

A Successful Trip to BZV and PNR in the Congo...

Network's Florent Turlier of NAS CDG and Sam Lindsey of NAM LGW recently returned from a successful trip to Brazzaville and Pointe Noire after visiting local customers, agents and partners across the 2 cities.

"We'd like to thank our customers and partners for their warm welcome and hospitality throughout our trip but also for working with us over the years, we look forward to many more to come!" Contact our global teams today for the latest availability, rates and to book your cargo to BZV, PNR and many more, via our website here: <https://bit.ly/NAGContactUs>





RwandAir Expands its Fleet with the Delivery of its 7th Boeing 737 Aircraft...

RwandAir, the flag carrier of Rwanda, continues to bolster its fleet expansion strategy, marking a significant milestone with the recent acquisition of its seventh Boeing 737 aircraft.

This latest fleet addition, a Boeing 737-800, registered 9XR-WY, is poised to be stationed at the carrier's principal Kigali hub. With a comprehensive network encompassing Africa and the Middle East, this new aircraft is set to facilitate the progression of RwandAir's regional operations, cementing the airline's commitment to delivering unparalleled connectivity and expeditious transfers via the increasingly busy hub of Kigali.

This fleet augmentation will boost the Rwandan flag carrier's total fleet count to 14, comprising a combination of three A330s, seven B737s, two CRJ900s, and two Q400s, reinforcing its position as an increasingly formidable force in the African aviation landscape. Yvonne Makolo, the esteemed CEO of RwandAir, expressed her jubilation over this latest development, she said: "The introduction of our seventh Boeing aircraft is another major milestone for us, and I would like to thank everyone who has helped make this possible".

The CEO went on to say: "We have been expanding our fleet over the past year and look forward to accelerating this growth to offer customers even better service and connectivity across Africa and beyond." In a noteworthy milestone in November 2022, RwandAir further diversified its operations with the procurement of its maiden dedicated freighter aircraft, the Boeing 737-800SF, registration 9XR-WW, underlining the escalating significance of cargo operations in Rwanda and the wider aviation industry."



DID YOU KNOW: NAS is the GSSA for RwandAir across Europe and in the US? Find our nearest GSSA office to you via our website: www.network-airline.com/our-network and be sure to contact our sales teams today to book your cargo on RwandAir, WBI!

NAM Operated a MASSIVE Amount of Flights in 2023...

Overall, Network Airline Management operated a grand total of 2121 flights over 11,356 hours with our managed fleet of B747 freighter aircraft.



It gets better... on these flights, we carried a HUGE 112,036,525 kgs or 112,037 ton, pretty impressive right?!



Thanks to our hardworking teams around the world we smashed 2022's numbers - let's see if we can top those numbers again this year!

Avianca Cargo Expands its Offering with New Brazil Flight

Avianca Cargo is reinforcing its strategy in the air cargo industry and contributing to the development of the Brazilian market through an exciting expansion.



Avianca Cargo is reinforcing its strategy in the air cargo industry and contributing to the development of the Brazilian market through an exciting expansion. The company is inaugurating a new destination, Vitória, which joins its existing operational cities like São Paulo, Campinas, Manaus, and Curitiba.

Starting from August 8th, there will be a weekly cargo frequency connecting Miami to Vitória every Tuesday. This route, Miami (MIA) – Campinas (VCP) – Vitória (VIX), enhances Avianca Cargo's presence in South America. In this context, the airline will increase its capacity for importing technological products and high-value goods, primarily, as well as enhancing the export of perishable goods, all in a more efficient and sustainable manner, thanks to the A330F fleet operated by the company.

"Brazil is one of our most significant markets for import and export. At Avianca Cargo, we are in constant search of new opportunities to offer our clients. This is why, with the inauguration of our 5th destination in the country, we will continue to provide them with more alternatives, consistently and with the highest quality standards," affirmed Diogo Elias, Vice President of Corporate Development at Avianca Cargo.

Did You Know: Network is the GSSA for Avianca Cargo in the UK and Ireland as well as in the UAE and India? Find our nearest sales office to you via our website and be sure to contact our friendly teams to book your freight on Avianca Cargo.

Network Airline Services Appointed GSSA for Air Mauritius in Denmark



Network Airline Services is pleased to announce that, effective from 1st August 2023, NAS in Billund, BLL has been appointed as the General Sales and Services Agent (GSSA) for MK in Denmark.

Air Mauritius currently operates with widebody aircraft from London Heathrow (LHR) and Paris (CDG) to Mauritius (MRU) with onward connections to Johannesburg (JNB), Reunion (RUN), Antananarivo (TNR) and Perth (PER), among others.

The airline has also started flying out of London Gatwick (LGW) during the Winter of 2023. "NAS Denmark is delighted to be selling the cargo capacity of Air Mauritius, as well as our colleagues at NAS BRU in Belgium" commented Brian Schandorf, Network Airline Services' Country Manager for Denmark.

Be sure to contact our friendly team at BLL today for the latest rates, availability and to book your cargo on Air Mauritius. You can contact them via email at BLL@network-airline.com or visit our website for more information on how we can help you: www.network-airline.com

Anilash Nair from Network's ANA Office in DXB, Talks Air Tanzania

Based in Dar es Salaam, with its hub at the Julius Nyerere Int'l Airport, Air Tanzania is a member of IATA and is IOSA certified.

TC have expertise in the transportation of many categories of certified dangerous goods. The delivery of new aircraft to the carrier's hub at Matindi Julius Nyerere International Airport in Dar es Salaam, the African nation's largest city, not only augments the airline's air cargo capacity, but also its competitiveness.

Their new B767-300F can cover 3,255 nautical miles with a revenue payload of more than 52 tonnes and its arrival in Tanzania marks the delivery of Boeing's first freighter in the country. With a young fleet, ATCL maintains its position as the leading airline in Tanzania, providing extensive domestic and global linkage with 120 weekly flights to more than 15 destinations.

Air Tanzania currently operates to more than 10 domestic destinations from its Dar es Salaam hub, as well as beyond Tanzania's borders, to Mumbai, Lubumbashi, Nairobi, Hahaya, Ndola, Lusaka, Harare, Bujumbura and Entebbe. Soon TC will be adding, Dzaoudzi, Dubai, Juba, Johannesburg, Lagos, Accra and London to their network.



The freighter will be used for exports of fresh meat, fresh flowers, avocados, fish maws, fish fillet, rough gemstones, sea food, fruits and vegetables. "On the return leg, focus will be on pharmaceuticals, electronic equipment, garments and spare parts. Air Tanzania have also supported UNICEF at the height of COVID when they moved vital vaccinations to the African region - already moving 5 flights to FIH and 2 flights to LUN with UNICEF vaccines."

Air Tanzania's Boeing 767-300 freighter is likely to cover Nairobi, Dubai, Mumbai, Guangzhou and 2 airports in the Democratic Republic of the Congo, Kinshasa and Lubumbashi.

Be sure to contact our friendly team in DXB today to book your cargo on TC.

Air Tanzania (TC) currently operates to more than 10 domestic destinations from its Dar es Salaam hub - soon to add more...

NCM at the World Airline Road Race

Our NCM YYC team volunteered at the WARR 2023 in downtown Calgary, keeping hundreds of runners from global airlines hydrated at a water station. All money raised is donated to local charities in the city.



Events Galore!



Network Cargo Management at Air Cargo Americas in Miami!

Our Network Cargo Management team from Miami (MIA) spent a great couple of days at the latest Air Cargo Americas event in Miami back in October, meeting customers and agents discussing future opportunities and partnerships across the USA and beyond.

Thanks to everyone who met with our Network MIA team, it was great to catch up with you all again! Contact our team in Miami and across the USA today for the latest availability, rates and to book your cargo.

Network Return to Aviation Africa 2023 in Abuja...

Aviation Africa in Abuja, ABV - Nigeria is complete for another year!

Colleagues from our Network teams and key partners from Allied Air headed to Abuja for the latest Aviation Africa event, exploring new opportunities and strengthening current partnerships.

We'd like to thank all who visited our shared booth with Allied Air, we'll see you at the next one.



NAS Highly Commended at Air Cargo News Awards



Network Airline Services is highly commended in the 'GSSA of the Year' category at the 2023 Air Cargo News Awards in London.

A fantastic evening of celebrating and networking with our great industry... big congratulations to our GSSA represented airline Avianca Cargo who picked up the 'Best Cargo Airline - Americas' award and all the fellow winners - thanks to all our table guests, we'll see you at the next one!



Network Aviation Group's Global Headquarters Eagle House Turns One - It's Been a Year!

Network Aviation Group's global HQ based in the heart of Crawley, just outside London Gatwick Airport, has now been open for an entire year - how time flies! Eagle House officially opened back in November 2022 and a lot has happened in the last 12 months...

Our LGW team has expanded with new additions across various departments, including our H24 ops team, accounting department and our commercial team. A new B747F aircraft has joined NAM's fleet, boosting the total fleet size of Boeing freighter aircraft. Plus, in the new year, we have Jonathan Clark joining Network as our new CEO from the 8th of January 2024!

"Our first year at Eagle House, throughout 2023, has certainly been another fantastic, highly productive 12 months for us and we look forward to what 2024 has in store for us all!" In case you missed the original Eagle House official opening article, take a look at the full feature here: bit.ly/EagleHouseHQ

Be sure to contact our team at LGW today for the latest rates, availability and to book your cargo, or you can find out more information by visiting our website for more on how we can help YOU!



Local Connections Global Reach



A World of Cargo, Managed
www.network-airline.com

Providing Worldwide Cargo Management Solutions

To find out how we can improve your air cargo performance contact your local office:

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