



**Cargo Sales & Service Presentation  
For the Nordic Region  
Presented by North Air Logistics**

The logo for Air Logistics Group, consisting of a dark blue stylized arrow that curves upwards and to the right, pointing towards the text.

**Air Logistics Group**

# Who is Air Logistics Group?



- **Established in 1994**
- **One of the world's leading cargo sales and service companies**
- **55 offices spanning 32 countries and over 200 employees worldwide**
- **Shareholders include three major worldwide financial institutions, and a robust and experienced management team**
- **Air Logistics Group benefits from strong brand recognition worldwide and a first-class reputation**
- **Annual revenues in excess of \$500 million**



**55** OFFICES **32** COUNTRIES

# European Coverage



- Albania
- Austria
- Belgium
- Bulgaria
- Czech Republic
- Denmark
- Finland
- France
- Germany
- Hungary
- Italy
- Ireland
- Kosovo
- Netherlands
- Poland
- Portugal
- Slovakia
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom





# About North Air Logistics

## The Nordic Region

# About North Air Logistics



- **North Air Logistics, formerly know as Weco-AirCargo, was founded in Copenhagen in 1971**
- **3 offices and 18 staff across the Nordic region**
- **In February 2007, Weco-AirCargo was acquired by the French private equity company, World Freight Company**
- **Weco-AirCargo was re-branded as North Air Logistics to become consistent with the Air Logistics Group corporate requirements**
- **A proven financial track-record with a strong brand and reputation**
- **The quality GSSA of choice in the Nordic region**



With 3 offices and 18 employees, North Air Logistics is well positioned to provide full cargo sales and service coverage across the Nordic region.

The North Air Logistics head office is located at Copenhagen airport. From here, full coverage is provided across Denmark and Norway. Today Norway accounts for 50% of business generated in Copenhagen.

Branch offices are located at Stockholm airport in Sweden and Helsinki airport in Finland. Our offices have the infrastructure in place to provide full administration, operational and sales services.





**SHAREHOLDERS &  
AIR LOGISTICS GROUP BOARD OF DIRECTORS**



**Henrik Spove**  
**Regional Director Scandinavia & Finland**

Henrik started his career as a trainee in 1986, and has been in the company ever since. Henrik has many years experience in the industry and is an expert in the local markets..



**Jesper Raaschou (2002)**  
Team Leader  
Denmark & Norway

**Sales**  
Jannik Tingleff (1995)  
Maria Bindseil (2007)  
Mark Ingvarlsen (2008)  
Christian Okholm Andersen (2009)  
Betina Wolsted (2011)

**Admin**  
Søs Edvardsen (2002)  
Hanne Vorsaa (2006)



**Steven Kean (1991)**  
Sales Manager  
Denmark & Norway



**Emil Pettersson (1997)**  
Team Leader  
Sweden

**Sales**  
Alexander Bergström (2011)  
Monica Nygaard (2007)  
Cecilia Sandahl (2010)

**T.B.A**  
Sales Manager  
Sweden



**Agnete Rohde-Nielsen (1998)**  
Office Manager  
Finland

**Sales**  
Riita Savolainen (1996)

**Admin**  
Eva Ojanen (2003)



## DENMARK / NORWAY

**Online:**  
Aerosvit, BMI, Federal Express Heavy Freight, Iberia Cargo, Icelandair, Leisure Cargo.

**Offline:**  
Africa West, American Airlines, Cargolux, C.A.L., Cyprus Airways, Qantas.

## SWEDEN

**Online:**  
Federal Express Heavy Freight, Iberia Cargo, Icelandair, Leisure Cargo.

**Offline:**  
American Airlines, BMI, Cargolux, C.A.L., Cyprus Airways, Qantas, US Airways.

## FINLAND

**Online:**  
American Airlines, Air Baltic, Icelandair, Leisure Cargo.

**Offline:**  
bmi, C.A.L., Cargolux, Federal Express Heavy Freight, Iberia Cargo, Qantas, Swiss.



## Sales & Marketing

- Targeted sales strategy providing coverage to an established client base across the region
- A comprehensive marketing plan to continually promote and raise awareness of the airline
- Regular analysis of the market, statistical data & compilation of airline reports



## Operations & Customer Service

- Efficient & experienced operations team providing a high standard of customer service
- Bookings, reservations, track & trace services
- Full working knowledge of special cargo requirements & regular staff training



## Handling & Trucking

- Long established relationships with local handling & trucking companies
- Close liaison with handling & trucking suppliers to maintain a high quality service
- Additional services available: warehouse & trucking supervision, import handling & admin.



## Finance & IT

- Punctual & accurate payments on the agreed dates
- Regular financial reporting to the airline
- Up to date use of communication tools & the latest technology



*North Air Logistics has the expertise, infrastructure and financial support to you, the airline, with the full range of cargo services. You can benefit from a tailor made package to suit your specific requirements.*

*Your selection of our available cargo services will assist in maximising revenue, reducing costs and continuing to maintain your profile across the Nordic region.*

*'Working in partnership creates profitability'*