AIR PARTNER SIGNS AGREEMENT WITH AIR CARGO INTEGRATORS

News / Airlines

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Air Partner's Freight division has signed a memorandum of understanding with **Air Cargo Integrators** (ACI) of the United Arab Emirates (UAE) to develop their freight charter and global air freight products.

Under the terms of the deal, Air Partner Freight has appointed ACI as its official freight sales and marketing representative in the vital Middle East hub of the UAE in order to develop its aircraft charter and project air cargo charter products.

In turn, ACI has appointed Air Partner Freight as its sales and marketing partner in Europe and the Americas for the company's Air Direct Connect airline product.

By virtue of the new agreement, Air Partner's representative office in the UAE will now be provided by ACI and clients will have full visibility of both companies at all times.

The deal comes after a sustained period of cooperation between both companies in the provision of aircraft charter and air freight services to a shared customer base within Europe and the UAE, and represents a re-consolidation of Air Partner's fast growing Freight product in the Middle East region.

Air Partners Freight global business development manager, Stuart Smith says: "The UAE marketplace is such a vital logistics platform for the wider MEA region: despite some of the wider difficulties facing a number of traditional air charter industries around the world, the Middle East – and the UAE in particular – remains a vibrant market in which to offer creative airfreight solutions to a wide sector client base.

"More than ever, and as our industry peers have also recognised, charter companies must step up to the plate and provide added value services to their clients. Air Partner remains a true aviation specialist, and we are pleased to have found a partner like ACI, which really understands the nuances of the UAE market and will enable us to widen our product offering and allow us to offer ever more innovative solutions to clients."

ACI chief executive officer, Lionel Smith says: "We have had a congenial relationship with Air Partner for a number of years, the fruits of which have resulted into an alliance which will definitely benefit all our customers in the United Arab Emirates and beyond.

"ACI looks forward to working closely with Air Partner taking air cargo transportation to the next level."

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