

GAC TR signs with MS and becomes its exclusive local GSA contract



Istanbul, 3 September 2019 – Global leader ECS Group’s Turkish subsidiary GAC TR (Globe Air Cargo Turkey) has signed an exclusivity contract with EgyptAir Cargo to begin optimizing marketing of its cargo offering from September.

From PSA to GSA: excellence rewarded with trust

Since 2016, GAC TR had already been one of the Egyptian airline’s Preferred Sales Agents. Three years later, it is becoming its exclusive contact for managing marketing of its cargo capacity and its other services within the region.

“We have been the PSA for MS (Egyptair) since mid-2016 and have had the chance to see that MS is very innovative and open to new ideas. To be chosen as the GSA for Egyptair and have the opportunity to continue serving them is very exciting – exciting to know that we can be a part of their continuous development,” said Nursel Guven, Managing Director at GAC TR.

Based in Istanbul and founded in 2015, GAC TR now has seven employees and can boast a diverse and constantly growing portfolio of clients and partners.

The aim for the ECS Group subsidiary is to develop and secure freight opportunities for the client for both current and future destinations, as well as to use the partnership as a chance to increase recruitment and accelerate its growth.

“With the new GSA contract, we will have opportunities to cooperate with MS on new routes and projects, which will demand high levels of skill in project development and sales,” added Nursel Guven.

History of the partnership

Tender opened in May 2019. Final decision made in July 2019. Contract signed on 21 August, to start on 01.09.2019.

A meaningful contract for ECS GROUP

“With this partnership between Egyptair and GAC TR, we are once more opening up a huge range of possibilities to local airlines and GSAs. It’s proof that as a member of our group, a GSA can become a significant regional player for a major airline,” said Sauro Martinelli, Regional Manager Europe at ECS Group.



ABOUT ECS GROUP

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 48 countries through its 151 offices, ECS group knows it can count on its 1106 employees around the world to offer high quality service tailored to each of its partners. Thanks to this ever-increasing network, this year ECS Group has carried over 1,183,000 tons on behalf of the airlines it represents and, in this way, contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the favoured partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group’s website: www.ecsgroup.aero