



"I'd like to get back to the city before the leaves turn against us."

Closer Encounters Puts ATC Ahead



You cannot mask that during these lockdown times, Ingo Zimmer, CEO and his global team at ATC GSSA are holding the relationships developed over the years across an expanding roster of service partners "even closer," as Ingo puts it.

Everybody is watching this wunderkind company that has taken the spirit and innovation lead in the global GSSA market with its compelling solutions and staff of professionally trained and seasoned account executives, many who have served in both the airline and freight forwarder role.

These days, without a doubt, of all GSSA services it is exactly these words that have resonated across company lines in the global GSSA landscape where as 2021 continues, ATC is out front and pulling away.

"There is no secret sauce at ATC," Ingo declares, and no empty promises either, we add.

“It’s all about people and service delivery with no excuses,” Ingo said.

“Every day ATC reminds our partners that we never forget how important they are.

“Knowing what to expect is always priority one in ATC service,” Ingo said.

As noted, ATC does not employ any smoke and mirrors in its no-nonsense approach to GSSA.

“Our main priority of making sure all of our service partners know what to expect, and driving complete transparency during every part of the shipping process employs the ATC will to succeed and the spirited involvement of everyone on our team.

“That is the ATC coda as we work our way back from the pandemic,” Ingo said.

“Our friendship and concern has never slackened.”

On The Road To Morocco

“Take the case of our 28-year successful co-operation with Royal Air Maroc Cargo.

“Royal Air Maroc Cargo is a great service that punches above its weight in every effort.

“It is our job to make sure that we continue to do our utmost to support our service partnership, based on long held trust and the belief that the aircargo agent is the ultimate judge of how we are doing as service providers.

“We never forget how important our partners in the supply chain, the airline and the aircargo agent are to our success and it’s going the extra mile in our effort, that makes the most difference in the long run.

“In the case of Royal Air Maroc, our partnership started with the contract for Germany and over the years because of the good performance, Asia, Argentina, Brazil, Austria and Canada have been added. ”

It’s Like That All Over

“You have to think about where you want to be and how you like to be treated when approaching this industry if you expect to be around for any length of time,” Ingo said.

ATC Always Takes Care

“August has arrived, and again this year like the last will be a new experience, sure that the high summer skies may elicit the desire to kick back and enjoy the hazy, crazy, lazy days of summer 2021, but with COVID-19 still in somewhat the pole position regarding air cargo gatherings and how we do business we will continue to double down our efforts to stay very close to our service partners.

“Our staff of seasoned energetic veterans are bringing forward a new class of cargo executive capability and vitality to the GSSA business.

“Our company in just three short decades is admired all over the world.

“Not for nothing is ATC “Always Take Care” recognized in 2021, as a standard in the world.”

The Tiffany Of GSSA

There is much more behind the fast rising “Tiffany GSSA” known today as ATC.

“We create a “can-do” atmosphere for the air cargo package as part of our agreements, offering carriers some refuge and one less thing to worry about.

“ATC is, in reality, a company that has emerged in the service quarter serving up a mix of both passenger and freighter airlines.

“Right now despite the success of air cargo during the pandemic we note that all of

our carriers are remarkably more cost-conscious than they were even just a few years ago.

“In other words as we move along in 2021 every single cargo flight is carefully scrutinized,” Ingo said, adding:

“In some ways the impossible COVID scourge has made us better and more aware of the great service we are entrusted to deliver.”

Hey Friend Do It Again

We are wondering after all is said and done, after 18 months of operating behind a mask at home and away from the familiar, what has changed. And would Ingo choose an air cargo career again?

“Given another chance to choose a career, of course it would be air cargo.

“This is the most exciting job you can have.

“You are in aviation, the cargo people are straightforward, and your playground is the world.

“There are business friends everywhere, and every day in so many places you can see the results of your work.

“When I began my career, I was selling, I was booking, I was doing the load plan.

“And when the cargo docs were handed to the aircraft crew and the cargo holds were closed, I often stayed at the ramp and watched as the aircraft departed.

“I knew I did my job, but I also realized those planes were going to places yet to be discovered, and that drove my imagination.

“Now my job description is different, but to me air cargo is still exciting.

“I can endorse cargo as a career, and would love to see my sons grow up and become air cargo specialists.”

Too Much Change Is Not Enough

“The pandemic has been terrible for the world. It has stretched resources and imagination to the limit.

“Everyone, in my view, knows and expects much more from air cargo than in the past.

“The pandemic has both made cargo famous as savior of the airlines and also the preferred way to ship vital commodities at once to people in need the world over.

“Images of vaccines arriving to arrest the COVID and save lives all over the world have been quite compelling.

“No doubt top of the list moving ahead in 2021 and beyond will be digitization, although we have heard that call before.”

Double Down Upping Services

““Now up and down the line at ATC, we are working to up our game to become the preferred GSSA choice in the world.

““In fact, we can’t wait for tomorrow because we think air cargo looks better every day,” Ingo Zimmer declared.

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