



#INTHEAIREVERYWHERE

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FIATA Fellow

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## ATC Shines At Grand Expo Munich This Week



“I believe in partnership and quality,” says Ingo Zimmer, CEO of fast-rising GSSA ATC Aviation. ATC is based in Germany at Cargo City SUD Frankfurt Airport.

“If airlines have good experience with us and our standards in Europe, they will be comfortable as we grow our offering elsewhere in the world including Europe, Africa, Asia, India, and in the Americas as well.”



## Air Cargo Europe

“This week (May 9-11) our location at Air Cargo Europe is B1.317,” declares Ingo. “ATC will greet our service partners and potentials for our offering at Air Cargo Europe (ACE), the big Messe Munchen Expo Center in Munich where we are part of the biggest air cargo event in the world.

“ATC gained Air Seychelles as a customer for Germany and Holland in April. Moreover, business has been fantastic for the first quarter of 2017, with record-breaking tonnages everywhere in our network.

“ACE Munich is the ideal middle ground to discuss strategies and to get a hands-on, face-to-face idea of what our customers are looking for in their GSSA,” says Ingo.

“The event also draws most of the German forwarders as well.

## World Class Offering

“The ATC team of managers from all over the world will be present in our signature display stand, offering full access to information and solutions to meet our customers and potential customers demand.

“We continue building our business. Our outlook remains quite positive for 2017.

“Our strengths are the variety of our services, the experience and market coverage, and our quality, which is the standard of the world,” says Ingo Zimmer.

“Founded in Switzerland in 1971, today ATC is a global enterprise, having grown incrementally and also by acquisition (for example, Platinum Cargo in the U.S.) during our 48+ years in business.

## On Offices & Skilled Labor

“ATC owns and operates all our offices; there are no subcontracted operations,” says Ingo.

“What that means is consistency—same centralized state of the art IT, clear group procedure manual, and hand-selected top managers.

“All customer service staff at ATC has forwarder/airline backgrounds.

“We hire the best by offering top notch career opportunities to our employees.

“In an era of constant downward pressure, ATC does not embrace the cut-rate approach of filling our staff positions with cheap labor.

“So far, our strategy has paid off as more than 75 airline partners have chosen ATC, realizing that in the long run our offering keeps customers and delivers not only cost savings, but also innovation to the industry.”

## Open Invitation

“We look forward to greeting everyone in Munich,” Ingo insists.

“This is my personal invitation to our friends and partners and also to some folks that may not know us to stop by and spend a few moments. We think you will be pleased to discover that at ATC, honesty, service, and customer dedication is our recipe for success,” says Ingo Zimmer.

*Geoffrey*