



Expert Cargo Services (Pvt) Ltd. – GSA: DHL Aviation



Newsletter

Issue No. 01 - May 2011

A very neutral, fair and humble airline GSA

“ECS is grateful to freight forwarders of Pakistan for their support”



Muhammad Asim Pirzada, ECS team leader and head of GSA Operations in Pakistan.

We are extremely grateful to all freight forwarders and consolidators of Pakistan for providing their continuing support to ECS. They are our most valuable customers and we would do our utmost to provide best services to them being the local representatives of DHL Aviation in Pakistan as their GSA.

It is an honor for us to adorn this ECS newsletter with the messages of some of our top customers. While accommodating messages of these worthy customers we

would like to state that many more will be published in our next issue.

We hold PK Logistics & Supply Chain Management (Pvt) Limited in highest esteem for its wonderful support since the very inception of their entering the air freight market. Their consistency in chilled meat shipments can be described as the perfect example of an ideal client-service relationship between PK Logistics and ECS.

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This is what our customers have to say about us



Expert Cargo Services (Pvt) Ltd, GSA of DHL Aviation in Pakistan, has a team of highly motivated professionals. Out of the box thinking and prompt reaction to customers' needs makes ECS a reliable service provider. We enjoy working with them.

Shahzad Sarwar, CEO, PK Logistics & Supply Chain Management (Pvt) Ltd.



The success of ECS lies in its commitment to prompt service and round-the-clock availability of staff whenever any work related assistance is required. As their regular customers we are of the opinion that ECS has the

unique capability in the market to provide maximum capacity when the demand is made to them.

Salim Baxamoosa, Chief Executive, Universal Freight Systems (Pvt) Ltd.



We have no hesitation in saying that ECS, as the GSA of DHL Aviation in Pakistan, is professionally fair in its dealings. We are very much satisfied with the services being provided by Expert Cargo Services (Pvt) Limited. In view of the pride they take in looking after their customers we look forward to a long-term satisfying business relationship with them.

Shakeel Muhammad, General Manager Air Freight, Kuehne + Nagel



One of the reasons we work with ECS is that they have a range of services to uplift dry cargo and perishables. The GSA has the capability to manage transportation of maximum load in one go. Their ability to carry time-definite shipments is also a plus point.

Muhammad Rafique Chughtai, GM Operations, TWL (Pvt) Ltd.

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ECS contributes to Imran Khan's fund for flood victims



The Deputy Chairman ECS Muhammad Ilyas giving the contribution on behalf of Expert Cargo Services (Pvt) Limited and its principal DHL Aviation to Imran Khan who heads social welfare organizations IKF and Pukaar, working for the relief and rehabilitation of flood victims of Pakistan.

Expert Cargo Services (Pvt) Limited (ECS) and its principal DHL Aviation contributed a donation to Imran Khan who heads the social welfare organizations IKF and Pukaar for the relief and rehabilitation assistance of the flood victims. The cheque was handed over by Muhammad Ilyas, Deputy Chairman ECS, on February 12, 2011 at the former's residence located at Zaman Park, Lahore.

Giving his views after handing over the cheque the Deputy Chairman said that the contribution to Imran Khan's fund was aimed at rehabilitation of the displaced people. He said that by giving the donation ECS and its principal DHL Aviation had shown their commitment to the society in this hour of need.

He added that the support was part of the corporate social responsibility program of the ECS Group when this biggest natural calamity in modern history was faced by the nation. The ECS Group's contribution in CSR is further reflected in its policy to continuously enhance the employability value of its people and in its investment in the professional education and training of the youth of Pakistan.

Earlier the group had sent relief goods in the form of a truckload of tents delivered to the Army authorities on August 20, 2010. Another consignment consisting of bedsheets, covers and medicines was delivered to the authorities on August 30, 2010. A third consignment consisting of tents was dispatched on September 3, 2010 to South Punjab for delivery to the needy on the spot. All this was in addition to individual efforts and help given by the ECS Group staff members to the flood victims.

As an organization committed to CSR the ECS Group had also helped the victims of the earthquake tragedy in 2005 and the flood affected people of Sindh and Balochistan in 2007 by providing relief goods and contributing to the fund managed by a trade body.



The way ECS has strengthened its presence in the market is very creditable. Their strong point is that they are always available to customers as a GSA. We have experienced that they are prompt and professional in their services and tend to work closely with the customers as a team. We expect them to continue providing us competitive services in the years to come.

Hasen Mahmood, Vice President Airfreight, Raaziq Group



As a dedicated all-cargo carrier ECS has demonstrated time and again of their tireless professional services. The staff goes out of the way to ensure that the commitments with respect to their service levels are carried out meticulously. The direct services and connections available from their base point Bahrain and European hubs Brussels and Leipzig are suitable for shipments bound for Europe, Middle East, as well as West Africa and New York, USA.

Khalid Masood Mir, CEO, Target Logistics Int'l (Pvt) Ltd.



It goes to the credit of ECS that they have established the on-line services of DHL Aviation as a reliable export cargo option. The transit times for almost all major European destinations and West African points are reasonably good and cost effective. For perishables we avail their services for Middle East and European hub Brussels.

Sayed Manzar Hussain, Zonal Head, TAQ Freight Management, Sialkot

Universal Freight Systems (Pvt) Limited is one of our most reliable customers for dry cargo shipments bound for an African sector, Europe and Far East. In fact, their pioneering support and confidence in one of our Far East sectors is commendable.

The contribution of Khuene + Nagel is vital for us as they regularly book shipments bound for Germany / EU destinations from both Lahore and Karachi centres.

For perishable shipments destined for Bahrain the regular and round-the-year support of TWL (Pvt) Limited is praiseworthy.

We are grateful to Raaziq Group for their dry cargo shipments bound for European and Far East destinations from both Lahore and Karachi centres.

For chilled meat shipments bound for Bahrain we are indebted to Target Logistics International (Pvt) Limited for their regular movement.

As one of our leading agents we are highly appreciative of TAQ Freight Management who provide us regular shipments on our flights ex-Sialkot.

In conclusion of this message we would like to stress on the policy of neutrality of ECS and good business relations with all respected cargo agents. As GSA of DHL

Some glimpses of professional ECS team at work



Some ECS team members at Karachi with the COO. Standing 4th from (L) is Muhammad Asim Pirzada Chief Operating Officer ECS. Flanked on his (L) are Amir Khan Operations Executive, Ghulam Rasool and Asif Murtaza Khan Sr. Accounts Executive. On COO's (R) are Amin Ahmad Butt GM South, Kanti Vishram Airport Assistant and Rashid Mahmood Office Assistant.



The COO ECS with his commercial team at the daily morning meeting in the conference room.



A view of the ECS operations counter at its Lahore office.



Two members of the ECS airport team, Peter J. Francis Operations Executive and Sohail Ahmed Airport Supervisor, with COO and GM South ECS.



The COO and GM South ECS with a couple of senior staff members of the ground handling agency at Jinnah International Airport, Karachi.



A group photograph of senior ECS team members at Lahore. Seated in (C) is Ch. Muhammad Ashraf GM North, flanked by Faisal Naveed Butt Manager Finance on his (L) and Muhammad Suhaib Sr. Operations Executive on his (R). Standing L/R are Majid Muneer Operations Assistant, M. Aslam Butt Accounts Executive, Syed Shamshad H. Zaidi Sr. Accountant and Asad Khan Office Assistant.



An interior view of the ECS office situated in the cargo market hub of Karachi.

Aviation, ECS is committed to the freight market of Pakistan by continuing with its positive role in facilitating the growth of exports and economic development.

Muhammad Asim Pirzada, Managing Director ECS



Chilled meat containerized loading being supervised by the ECS airport staff at the Karachi Export Air Cargo Terminal.

Expert Cargo Services (Pvt) Ltd. — GSA: DHL Aviation

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