

# ERNEST



## Ernest Airlines Cargo GSA Proposal for Ukraine



From: RDS CARGO GROUP

RDS Cargo Group is a company providing freight forwarding and general cargo sales services. It was founded in **2007** with the aim to provide a logistical solution for diversified customer segment.

We have offices in **Ukraine, Poland, Kazakhstan and United Arab Emirates**. In 2015 company started GSA business.

In 2015 RDS Cargo Group in Ukraine began to represent Flydubai and Pegasus Airlines, in 2016 – RAF Avia, in 2017 – Dart and Bravo Airlines.

We are experienced in cargo customer service and sales, monitoring market situation and forming competitive rates.

# RDS CARGO GROUP



Present Representations:



**PEGASUS**  
**CARGO**



**BRAVO AIRWAYS**

fly **dubai** cargo



**DART**  
Українські авіалінії



# OUR NETWORK



## UKRAINE



## INTERNATIONAL



# FINANCIAL STANDING



1. **Excellent results** producing record for principal Airlines from Ukraine.
2. **No** financial **borrowings** & liabilities.
3. **Immaculate** on time payment record towards sales remittances to all partners.
4. **No** commercial **disputes** with principal partner.
5. Most office/properties are at **prime locations** & owned by the group.

## Ernest Airlines Awareness Program:

- Official letter to all customers, introducing offices, dedicated team & their contacts in Ukraine.
- Immediate sales Calls/Visits to all customers.
- Distribution of Ernest Airlines official documents, like air waybills, sales report & booking formats, etc.
- Placement of professional team placement for the best revenue optimization.

## To Increase Sales & Revenue

- Select potential forwarding agents ( Local & Multinational )
- Develop and enhance small shipments percentage to increase yield
- Focus on high yield revenue
- Regular sales visits / tele sales.
- Follow up of sales visits/calls
- Pro-active approach & easy staff accessibility
- To conduct customer regular survey

# BUSINESS PROJECTION



## Ukrainian Yearly Projection

Expected Tonnage  
Expected Revenue

50 ton  
57 000 USD

### RDS CARGO GROUP

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