

# CHARTER

When it comes to huge quantities to be shipped to remote places, be it outsized cargo, relief goods, cars or other high value shipments, Cargolux's charter department can offer the right solution.

Fullcharters or part-charters, either on Cargolux's own state-of-the-art B747-400 freighter fleet or on leased-in equipment, are available to carry customers' precious freight at short notice to worldwide destinations

## **Cargolux offers experience**

The history of Cargolux's charter activities goes back to the early 70s when the company mostly operated charter flights, which later on developed into regular services.

Until 1995, all charter flights were operated on Cargolux aircraft, and Cargolux had availability to lease out aircraft to other airlines.

Since then, the company had to lease in capacity from various wetlease providers (Air Atlanta, Atlas Air, plus others) to satisfy customers' needs and requirements.

Over the years, Cargolux's charter business has remained an important business tool, supplementing the company's regular operation.

Since Cargolux has everything under one umbrella, the experience and the know-how of all technical departments, the sales force of the regional areas, and the flexibility of Cargolux charters, a high standard service is guaranteed.



## **...and the right product**

Besides Cargolux's regular service, the company's B747-400 freighters are used for regular or long-term planned charters, and during "low season" periods, such as Chinese New Year, or the Christmas period. It is the same regular Cargolux clients that ask for ad-hoc charters, quarter end or high season flights, and the commodity can be anything that is urgent, important or valuable. This can include all types of cargo, like telecommunication equipment, fullcharters of urgently needed relief items, deliveries for the automotive industry (large shipments of all types of cars, including race cars), items required within events logistics, or other commodities not fitting in Cargolux's normal concept.

## Flexibility is a Must

Sometimes, charters have to be arranged within 24 hours' time, especially when natural disasters occur, like earthquakes or flooding, while others require 2-3 months' of planning and expert support, before the project can be carried out.

Cargolux looks back to a long-standing relationship with its charter clients.

Around two third of Cargolux's current charter business is based on leased-in capacity, mostly on B747-200 freighters, while one third is operated on Cargolux aircraft, the B747-400F. The yearly average of adhoc charters is around 150 charters.



## The Cargolux Advantage

- flexibility to offer the right product
- experience in arranging charters, subcharters or part-charters
- expertise to respond to customers' requirements
- reliability as your charter partner
- fair pricing
- safe and correct equipment, on either own aircraft or leased in
- expert load control and handling staff

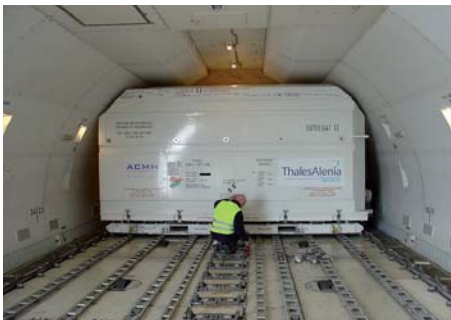


## Worldclass.Worldwide

Cargolux is Europe's largest all-cargo airline, operating a fleet of 14 modern Boeing 747-400 freighters.

Furthermore, Cargolux is the launch customer of the new B747-8 freighter, with 10 aircraft on order plus further 10 options.

The airline operates scheduled cargo flights to over 60 destinations worldwide.



An extensive trucking network provides road feeder services between Cargolux's hub in Luxembourg and all major European industrial centers, and from the company's global gateways

Cargolux also offers line and hangar maintenance services on Boeing 737, 747, 757 and 767 aircraft.

Cargolux is a dedicated user of an air cargo management system known as eCHAMP, Cargo Handling And Management Planning, the only fully integrated financial, operations, marketing and management cargo system in the airline industry today.

eCHAMP is developed and marketed by CHAMP Cargosystems S.A., a joint venture company owned by Cargolux Airlines Int SA and SITA Inc.

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