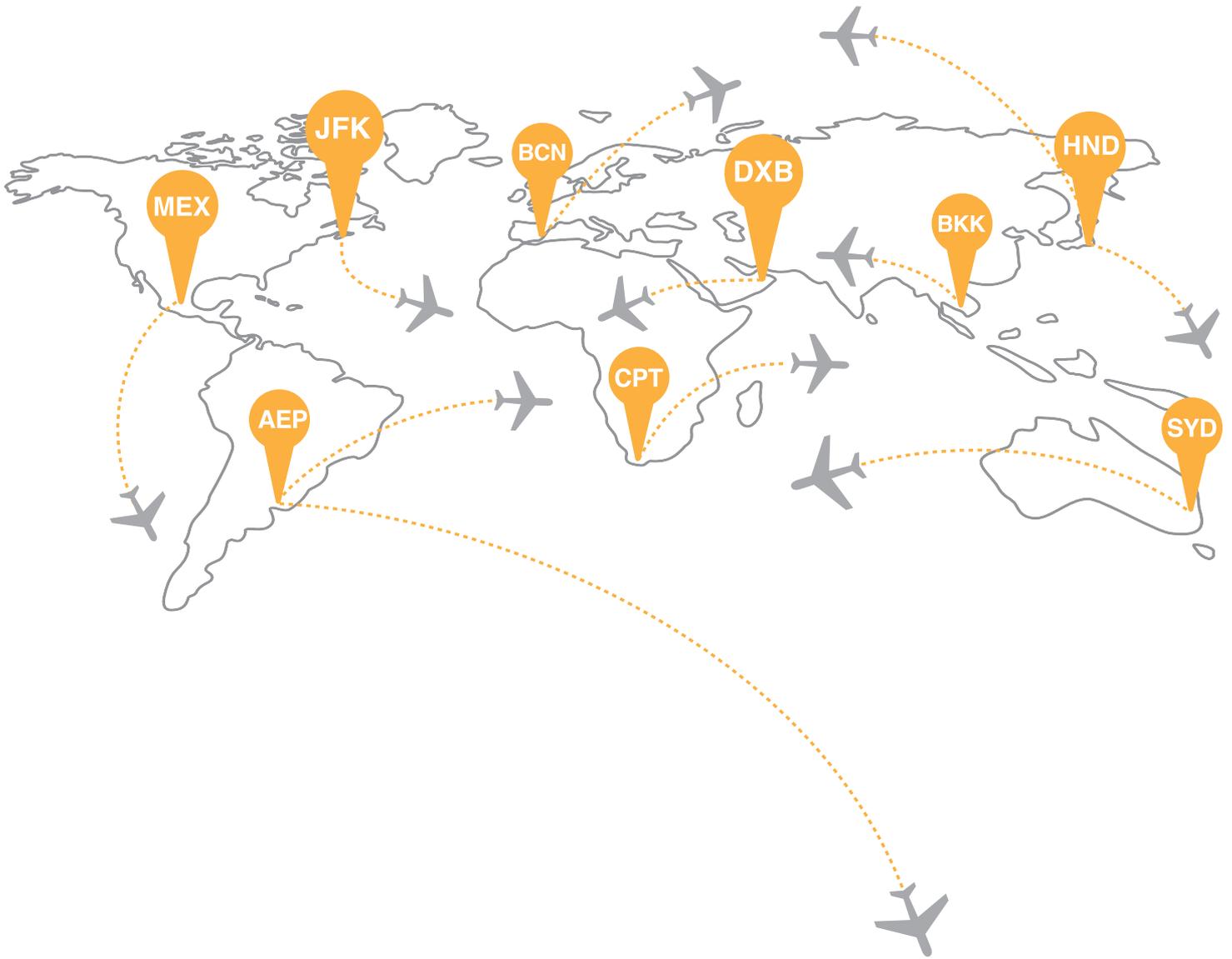




*International Network
of first class independent
airfreight forwarders*

connecta-network.com 





**Connect and cooperate
with qualified air freight
specialists worldwide**





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Opportunities at a time of changes

Did you know that the air cargo traffic rebounded in 2014 after three years of stagnation? However, since 2000 airfreight transportation has dropped from representing 3.1% to only 1.7% of the total world cargo transportation

The main reason for this decline is the mode shift, that has caused a loss of ~5.4M tons over 13 years (average of ~413,000 tons per year) because of the continuously decreasing air share of certain product categories (mainly fresh foods, fashion, high-tech and machinery). By geographies, the mode shift is specially affecting the Asia Pacific-Europe and Europe-North America routes.

Modal shift is costing airfreight 2 percentage points of annual growth. It is a real issue and the industry needs to act if we want to limit or even reverse the trend.

What can your company do? Cooperation is key to survive in this increasingly competitive market. But one of the biggest challenges for small and medium sized forwarders is to find trustworthy and competitive partners around the globe...

Sources: Seabury Group and IATA, World Air Cargo Forecast 2014-2015, Boeing



Let us show how **Connecta
Airfreight Network** can
help you





What is Connecta Network?

In today's market, collaboration is key to surviving in our industry. Connecta Airfreight Network is a global network of independent airfreight forwarders that brings together the leading companies in each area

Our goal is to extend the international reach of our members by partnering with other leading air forwarding firms around the globe. We are creating a global network of small and medium airfreight forwarders to help you compete with the multinationals that have their own branch offices almost everywhere.

We join forces to compete against them, share resources and attract clients. But the best part is that each and every member maintains its independence and exclusivity.

Our experience

The same people who are launching Connecta Airfreight Network lead Pangea Logistics Network in the past.

Pangea is a prestigious international freight forwarders network that is well known in the sector.

After just five years, Pangea has more than 400 local offices in 95 countries and is a highly respected entity. We have now brought together our experience, knowledge and accumulated contacts during this time to create a new premium network of airfreight forwarders that is exclusively aimed at the best independent air cargo agents present in each region.



Benefits from joining us

Business opportunities all over the world

Active collaboration between members

Useful tools and functions on our website

Support for the development of your activity

Powerful marketing for your company to be known

No barriers for your business

Competitive annual quota with minimum obligations



What does Connecta offer?

We don't need to tell you how difficult it is nowadays for small or medium sized airfreight forwarding companies to compete for clients with the large multinational groups: you know it well from your everyday experience

However, maybe you're not aware that there exists another way to compete without losing your independence and one that gives you all the benefits of a large group without any of the sacrifices: Connecta Airfreight Network.

Join as an associate member and access these exclusive features:

- >> Cooperate with **reliable** agents all over the world
- >> Possibility to offer a real **door to door service**
- >> **Potential customers** captured through the network
- >> **Share customers** with other members of the network
- >> **Professional marketing resources with global reach**
- >> **More visibility in Internet** thanks to our campaigns
- >> **International payments and transfers** at lowest prices
- >> Follow-up system for the **control of shipments and payments**
- >> Powerful **technological platform** for managing your operations
- >> The prestige of belonging to a **leading international network** of forwarders
- >> Increase your negotiation and purchasing power with **airlines and suppliers**





**We believe in the need
for airfreight forwarders
to associate with equals**

Our specialization policy provides the following advantages:



Air Freight exclusivity policy

Increase your purchasing power with airlines and other suppliers

Form part of an Air Freight community with common interests and needs

We only accept companies with a proven track record on air freight

All members must be certified by IATA to join the network

There is still the chance to choose several options in each country





Enter the circle of collaboration

It is easy: offer shipments to other members of the network and they will invite you to enter theirs.



“Route and Get Route” circle

We encourage you to actively cooperate with other members, they will also consider you. Everybody wins!



Collaboration made easy

We promote members to collaborate and we offer all the tools needed for doing so: communications, tracking applications, online payment platform, etc.



100% guaranteed cooperation

Develop relationships and business with only Air Freight Certified agents. It is easier to do business with trusted partners.



Air Freight exclusivity

Only premier Air freight members in each airport can join Connecta Airfreight Network. Move before your competitors and hit first!





How do we get new clients for you?

Connecta Airfreight Network has access to customers and business opportunities worldwide. Then we redirect these “hot leads” to the appropriate member in each area so that you monetize your membership

In Connecta Airfreight Network, we understand that any member expects direct repayment for the investment that joining our network supposes.

This repayment arrives not only by means of the interexchange of customers with other members, but also through business opportunities that we look for globally.

We channel the lead towards the member that can attend the request and who then takes charge of directly managing the offers and orders.

In addition, we carry out an active task of promoting the network as an international air transport group with industrial customers, exporters, importers, etc.

This task comprises:

- >> Brand promotion activities
- >> Web positioning
- >> Presence in forums of the sector
- >> Analysis of market tendencies



How does Connecta attract customers for its members?

High traffic corporate website:
thousands of visits a year

Presence in the first positions of main search engines

Positioning campaigns on search engines
(50.000\$ per campaign)

Direct contact with exporters / importers worldwide

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Do business with guarantees

Trust is a key element for long-term business relations between members of our airfreight network. For this reason we have a number of measures in place that ensure cooperation among members is fully covered

Membership selection

All members must pass a strict selection process in which we examine the company's track record, market reputation, references, credit risk assessment, etc. Furthermore, we only choose companies with a strong foothold in their market.

Best practices payments

All the transactions between members are based on a series of best practices payments that are inspired on the most extended international trading criteria and rules (i.e. payments at maximum 30 days, observance of risk maps, cash payment depending on country, operation, etc.)

Shipment tracking platform

As a network member you would have access to a practical online tool that handles all the operations carried out between members in order to minimise financial exposure and ensure the fulfilment of the agreements between the participants.

Payment incidents management

The account management system includes programmable alerts to detect any possible delays and defaults early on. In the event that this occurs, you can send payment notices and reminders to the members and resolve any conflict amicably.

Secure payment system

Manage all the transactions you make with other members through the secure payment system backed by a prestigious global financial institution. It allows you to manage your collections, payments and transfers worldwide at low costs.

Connecta control and arbitrage

Connecta permanently supervises the transactions made on our platform in order to detect any possible infraction of the existing safety measures and if necessary suspend the account of the member that does not fulfill them.



Membership services

Connecta offers a wide range of exclusive services to our members
Below you can see the services that are currently available

Shipment tracking platform

Track your shipments worldwide with just one click from our website. Our service allows you to search by tracking number, shipping data, container number, etc.

Electronic payment system

Save time and money when making international payments. With our system backed by a prestigious financial institution, you can carry out transactions 24/7 from your computer or mobile phone. We have the best rates and there are no fees.

Marketing collaterals

Use the marketing materials that show you're a member or our network: the certificate of membership, catalogues and business cards all include the "Connecta Member" logo. You can customise and use them in your campaigns and website.

Insurance policies online

In collaboration with a reputable international insurance company, this service allows you to purchase insurance online for your shipments and business operations in a matter of minutes. Policies are available at very competitive prices.

Account management platform

Check all your activity on Connecta with just one click, monitor your transactions with other members, control payments and receipts, analyse your financial exposure, check insurance cover, share or print documents and even set up alerts.

Added value services

Use the latest IT tools developed for the air freight forwarding processes to optimize your operations and engage your customers. CONNECTA helps Members to evolve with the present times and needs.

Along with these services, you must add the Connecta useful networking tools, communication channels, the strong protective measures for our members and the other exclusive benefits that bring even more added value to your membership.





Marketing Resources

The real difference when it comes to attracting clients is marketing. As a Connecta member, you would have access to the marketing resources you need to leverage your membership and compete with the multinationals

Internet positioning

Thanks to the important resources that we invest in order to have a presence that stands out in Internet, customers and also other network members will easily find you when they are looking for air transport services suppliers in your zone.

Support for your proposals

When negotiating with clients, you will have the full backing and support of a global network of air freight forwarders, meaning that in terms of coverage, services and rates you will be fully able to compete with any other multinational group.

Contact with exporters/importers

Connecta's website is highly visible online and this regularly prompts potential clients to get in touch with us, especially export and import companies who are searching for air transport and logistics services providers. We then refer these contacts to the network member who is located closest to the client offices.

Global trade shows

Connecta Airfreight Network is also present at the main industry trade shows and events to establish valuable contacts with large import/export companies that could require the services that our members can offer.



Marketing collaterals

Certificate of membership that you can display in your office

Logos available in several sizes and formats to use for print and web

Business cards predesigned for members: just add your details and print

Brochure: customise the PDF brochure with your details and print it out

Others: optional collaterals for your events, gifts for clients, etc





Take your marketing to a new level. Start right now!





Networking with Connecta members

In Connecta everything is geared towards promoting cooperation among our members to create business opportunities and monetize your membership. The following services allow you to efficiently collaborate with members



Member's directory

Get in touch with other Connecta members around the world to set up business relationships, participate in proposals, etc. Only members can access the directory, which includes all contact details such as telephone numbers, email addresses, etc.



Online collaboration platform

A quick, easy, and confidential way to communicate in real-time with other members, exchange information about clients, discuss conditions, prepare quotes, etc. Skype integration allows to chat, share documents and have video conferences.



Internal newsletter

Connecta regularly sends its members an internal newsletter with information about the network, our members, industry news, changes to legislation, etc. This information is compiled by specialists from our network and allows you to stay up-to-date with the latest news from our association and the airfreight industry.



News section

In the News section of our website you will find regularly updated information on the latest developments and trends in the industry. We select the information from various sources and provide you with a breakdown of the most important news.



Annual Meeting

Each year the Connecta members get together to strengthen ties, share information and discuss the challenges and opportunities in the sector. Attendance is strongly recommended to optimize your membership by participating in the group activities and private meetings that we can arrange with any member.



Connecta annual meeting

The Connecta Annual Meeting is an unique and unrepeatable event, where you would get to promote your company, make valuable contacts, and explore business opportunities

The Connecta Annual Meeting is the best and unique chance to strengthen your network relationships and meet new contacts avoiding extra representation costs. It is a time to meet up with friends from afar and to get to know and welcome new ones. In the early years for the new Connecta Network, come to the Annual Meeting to make business with and enjoy the company of fellow partners from around the world.

We strongly recommend attending: from our experience, we know that it is in the first edition of these meetings when the most valuable relations are established between the members of the network.

What attending the Annual Meeting offers you?

- >> To participate in a **high-level global summit** in the airfreight sector
- >> To enjoy a **parallel program** of leisure and team building activities
- >> To have **one to one meetings with members** of special interest to you
- >> To strengthen ties, explore synergies, and access **business opportunities**
- >> To feel part and experience the **unique atmosphere of the meetings**
- >> To discover an **exclusive destination** that is carefully chosen for each edition



**Connecta Annual Meeting:
the event you can't
afford to miss**



The next step. Become a member

The procedure for joining Connecta Airfreight Network is easy

1 Fill in the inscription

Fill in the inscription form that can be found on www.connecta-network.com or ask for it by telephone to +44(0)1277.800.047 or on info@connecta-network.com

2 Evaluate your candidature

Once we receive your application, we proceed to evaluate your candidature, to do so we could ask you for more information or references about your company.

3 Accepted application

If your application is accepted, you only have to pay an annual fee and you will become part of our network for one year. There are no other hidden costs.

4 Receive your documentation

You will receive documentation as a member of the network, including the unique user name and password for accessing the Members Area of our website.





**Exclusiv network for the
best air freight specialists**



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CONNECTA
AIRFREIGHT NETWORK

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