

Press release | **Octobre 3rd 2012**

A PARTNERSHIP WITH CUSTOMS FOR THE AMERICAN MARKET

As the unique French freight forwarder attending Air Cargo Forum from 2nd to 4th October 2012 in Atlanta, Qualitair&Sea is showing its willingness to strengthen its links with American market. Air Cargo Forum is organized by TIACA, The International Air Cargo Association, and is the main symposium dedicated to air freight, with attendance of all air supply chain users: airlines, general handling agents, freight forwarders, airport management, security, civil aviation and customs administrations, IT providers, and many shippers and exporters from Atlanta and its business area.

In Atlanta, Qualitair&Sea made the choice of a strategic partnership and will attend and exhibit alongside with Aéroports de Paris, French Customs administration and TLF Overseas, the French freight forwarders association. In so doing, Qualitair&Sea is confirming its image as a customs high-level specialist and is showing to its local or global airlines partners, to GHA, American freight forwarders and American exporters and importers its strong partnership with French Customs. This partnership is the result of a long time process: in 2008, Qualitair&Sea was chosen by French Customs to experiment and drive the Authorized Economic Operator in France. A few months later, the company was one of the first certified freight forwarders in Europe.

While attending Air Cargo Forum in Atlanta, Qualitair&Sea is willing to highlight the benefits of the agreement signed recently by the United States and the European Union for a mutual recognition of AEO (Authorized Economic Operator) and C-TPAT (Customs-Trade Partnership Against Terrorism). This mutual recognition will allow secured and optimized supply chain between Europe and the United States. Moreover, US Customs admits by this recognition the quality of operational, customs and security measures implemented by Qualitair&Sea in France, for the benefit of its customers.

* * *

For **Joël GLUSMAN**, Qualitair&Sea President and CEO: *"this mutual recognition between C-TPAT and AEO and our presence at Atlanta Air Cargo Forum, the worldwide and well-known air cargo symposium, Qualitair&Sea shows its ability to adapt itself to international logistics evolutions, to strengthen its efficient partnership with French customs and its willingness to develop its relationship with the American market.."*

Qualitair&Sea : freight forwarder founded in 1986, 154 employees and 70 millions EUR turnover, CrystalGroup subsidiary.
www.qualitairsea.com

CrystalGroup : first independent french freight forwarder, n°10 in IATA ranking in France, 450 employees and 150 M EUR turnover. Present in main French seaports and airports, in French overseas territories. Three companies: Qualitair&Sea, Setcargo, ALIS. www.crystalgroup.fr. Press contact : Olivier LAYEC - + 33 1 30 11 94 18 - olivier.layec@crystalgroup.fr



CRYSTALGROUP