
Enjoy Your **Happy Network** with **A.I.F.**
EUROPE



www.aifcompany.com

A.I.F. EUROPE



Frankfurt



Hamburg



Paris



Milan



History

- 2013 ✓ A.I.F. ITALY certified as a ENAC agent (IT/RA/00199-01/0918)
- 2012 ✓ A.I.F. FRANCE certified as a DGAC agent (FR/RA/04023-01/0000)
 - ✓ A.I.F. GERMANY certified as a AEO agent (DE AEOF 116273)
- 2011 ✓ A.I.F. FRANCE licensed as a member of IATA (20-47227)
- 2010 ✓ A.I.F. FRANCE merged TRICONTINENTAL CARGO S.A.S
 - ✓ A.I.F. GERMANY approved as a member FIATA
- 2009 ✓ A.I.F. ITALY licensed as a member of IATA (38-4-7406)
- 2007 ✓ A.I.F. FRANCE launched the Paris Branch
 - ✓ A.I.F. GERMANY licensed as a member of IATA(23-4-7314)
- 2004 ✓ A.I.F. GERMANY launched the Hamburg Branch
- 2003 ✓ A.I.F. ITALY launched the Milan Branch
- 2001 ✓ A.I.F. GERMANY launched the Frankfurt Branch

A.I.F. ITALY

**STRONG
POINT**

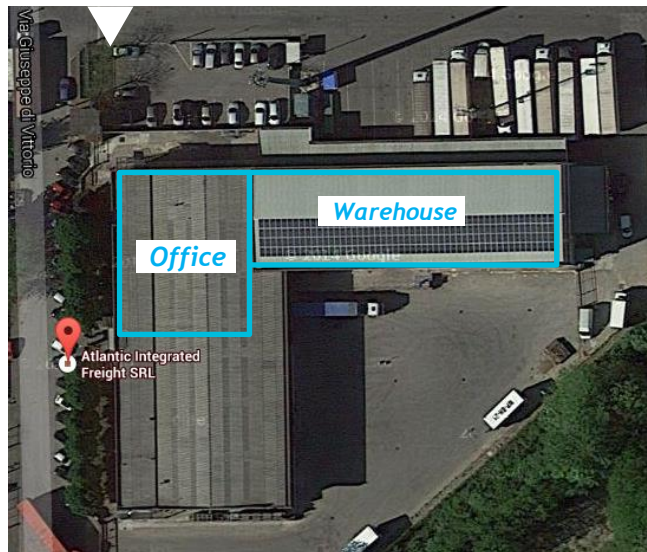
— A.I.F. ITALY LOCATION

Via Giuseppe Di Vittorio 4, 20060 Liscate (MI), Italy



30Min from Milan Center

Connected Structure



- ✓ *Easy Access*
- ✓ *Real-time Monitoring*
- ✓ *Inspection*

[WAREHOUSE & OFFICE]

MEMBER

BRANCH MANAGER

Maurizio Sonzogni



CS & PRICING MANAGER

Christian Kim



AIR TEAM

Andrea Orsucci

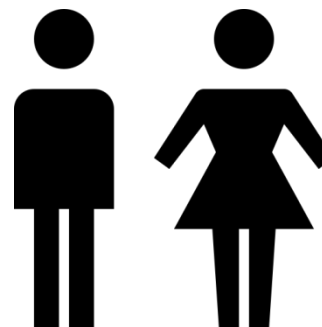
Felix Sim
Stefano Cho
Luigi Kim
Soo Kim
Jun Lee
Karim el Karmouty
Chiara Benzoni
Christian La Torre
Jacopo Girolamo
Ilaria Tedeschi

OCEAN TEAM

Maurizio Sonzogni

Mariani Carinzia
Andrea Tocci
Eleni Tsiros
Higor Domingos
Luna Lee
Marco Natalini
Banya Kim

50 : 50

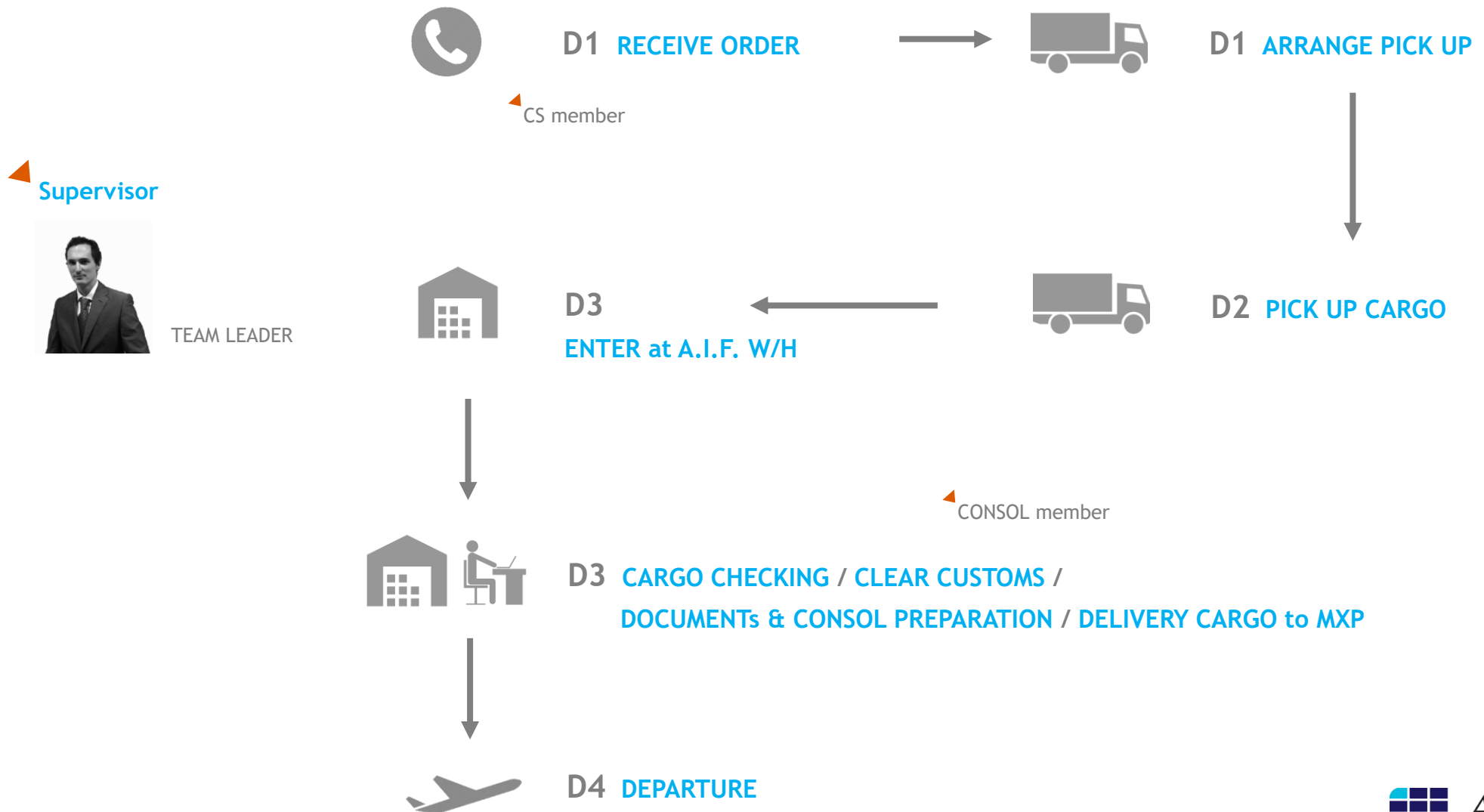


02. AIR EXPORT

- 1) WORK FLOW
- 2) A.I.F. CONSOL
- 3) *We Know* Risk Management
- 4) REGIONAL PARTNERSHIP AGREEMENT
- 5) BEST PERFORMANCE
- 6) PERISHABLE
- 7) PROJECT

STRONG POINT

WORK FLOW _ *Standard service*



STRONG POINT

— WORK FLOW — *Express service*



D1 RECEIVE ORDER / ARRANGE PICK UP

CS member



D2 PICK UP CARGO

ENTER at A.I.F. Warehouse

CARGO CHECKING / CLEAR CUSTOMS /

DOCUMENTS & CONSOL PREPARATION / DELIVERY CARGO to MXP



D3 DEPARTURE



CONSOL member

Supervisor



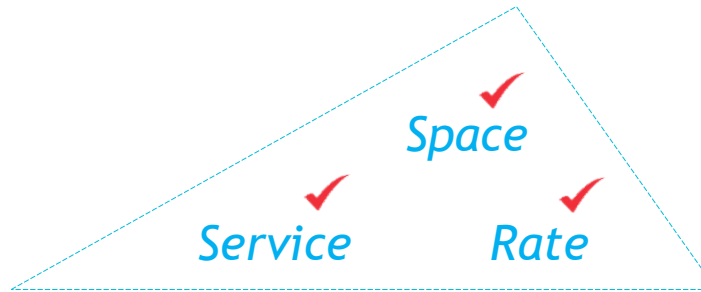
TEAM LEADER

STRONG
POINT

– Regional Partnership Agreement



KOREAN AIR



ASIANA AIRLINES



Since 2016



Since 2018

REGIONAL PARTNERSHIP AGREEMENT 2018

Atlantic Integrated Freight GmbH, a company incorporated in Germany with its registered address at Fasanenweg 10, 65451 Kelsterbach (hereinafter referred to as "AIF"), and, Asiana Airlines, Inc., a company incorporated in Republic of Korea with its registered office at 443-83, Ojeong-ro, Gangseo-gu, Seoul, Korea (hereinafter referred to as "OZ"), hereby agree to enter into this Regional Partnership Agreement (hereinafter referred to as "this Agreement"), on the terms and conditions set out below.

1. Benefits

The parties agree to work together for their common benefit, in the following matters:



**STRONG
POINT**

— A.I.F. CONSOL — *Direct services*



MILANO

KOREAN AIR



ASIANA AIRLINES



**STRONG
POINT**

A.I.F. CONSOL *Schedule*



MAIN SCHEDULE

- * CARGO FLIGHT
- NORMAL SEASON
- NORMAL CARGO

MILANO



MXP / ICN

FLIGHT SCHEDULE	D1	D3	D5	D6	D7
	 KE9514	 KE9576	 KE9576	 KE9576	 KE9576
ETD	20:50	16:00	16:00	16:00	16:00
ETA	14:40 +1	09:50 +1	09:50 +1	09:50 +1	09:50 +1

MILANO



MXP / ICN

FLIGHT SCHEDULE	D2	D7
	C88732 	C88777 
ETD	10:05	9:40
ETA	3:45 +1	3:20 +1

7 | Direct

**STRONG
POINT**

— MANPOWER & CASS DATA — 2020



※PERSONNEL CAPACITY

BRANCH	MANPOWER
Milan	23

※CASS DATA: ITALY - KOREA, JAN - DEC

RANK	FORWARDER	C'WT
4	Atlantic Integrated Freight Srl	2,652 Tons

※CASS DATA: ITALY - CHINA, JAN - DEC

RANK	FORWARDER	C'WT
24	Atlantic Integrated Freight Srl	959 Tons

STRONG
POINT

— We know — *Risk management*



- ✓ *Real-time inspection*
- ✓ *Cross checking with DOCS*



- ✓ *Database for all details*
- ✓ *EDI connection*



STRONG
POINT

— We know — *Risk management*



✓ *Image Data for all cargos*



A.I.F.

24h DATA transportation

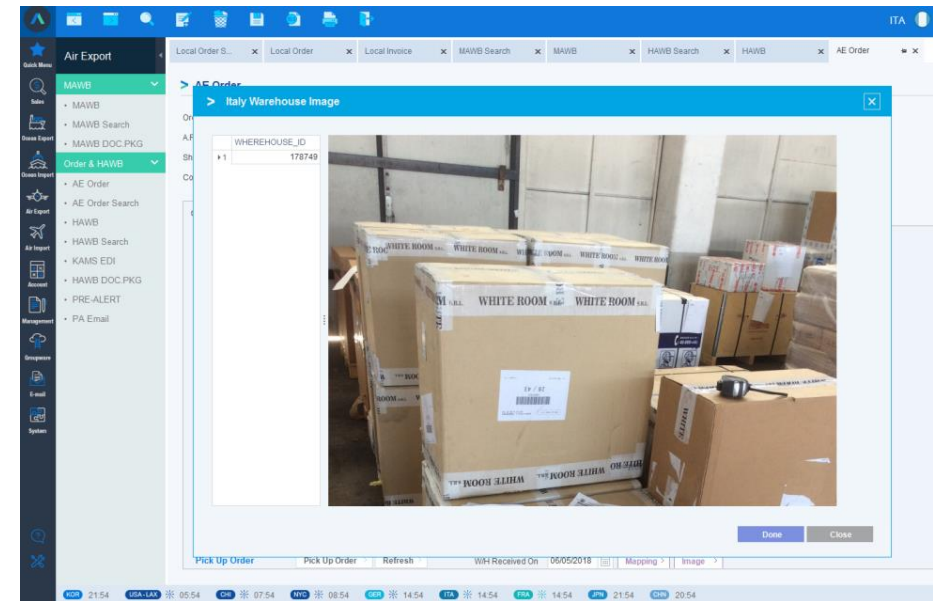
EDI



Warehouse



Demonstration

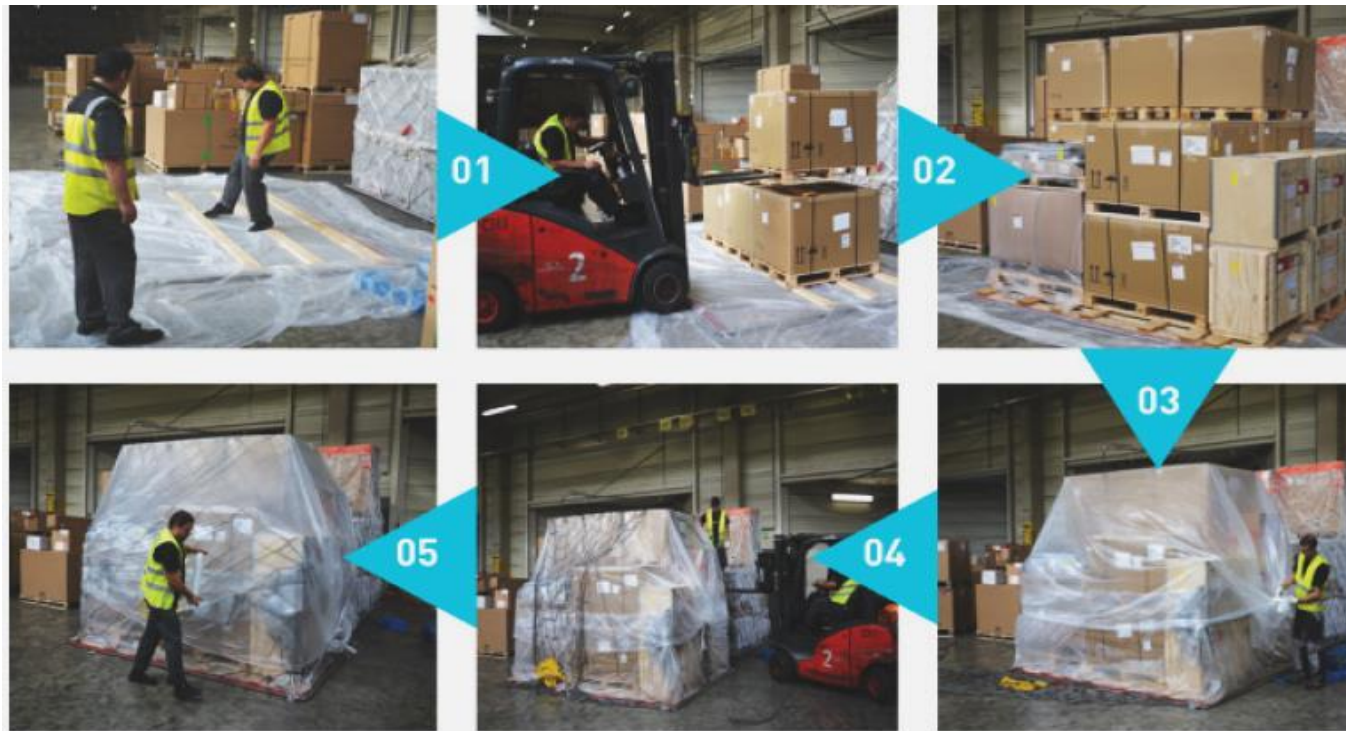


STRONG POINT

— We know — Risk management



- ✓ Safe loading plan
- ✓ Protection from pilferage
- ✓ Protection from wet damage
- ✓ Check the stack or not



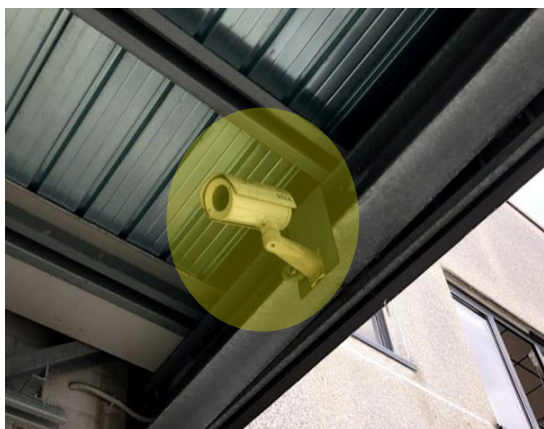
Consol ?
1M/ 1H?

**STRONG
POINT**

— We know — **Risk management**



- ✓ 24 h Video recording
- ✓ Database for all BUP OP



**STRONG
POINT**

— *We know* — **Risk management**



✓ *Waterproof BUP*



✓ *Pilferage Evidence*



✓ *Special handling for DG*



STRONG
POINT

— We know — *Risk management*



 A.I.F.



Inspection



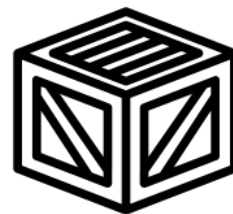
A.I.F. Mark



Security Cam



High-tech



DG handling



Image Record



Palletization



Wet damage



 A.I.F.

STRONG
POINT

— We know — *Furniture handling*



- ✓ *Real-time inspection*
- ✓ *Cross checking with DOCS*



STRONG
POINT

— We know — *Furniture handling*



✓ *Wooden case packing*



✓ *Wrapping in bubble wraps*



**STRONG
POINT**

PERISHABLE HANDLING



Well organized Refrigerated Warehouse



[GREEN ICE]



[THERMO BLANKET]

- ✓ *Brand New*
- ✓ *Real-time Inspection*
- ✓ *Temperature controlled truck*

>> SERVICES

- Packing service : Thermo box, Thermo blanket, Transparent thermofilm
- Security check
- Assistance to customs clearance for special documents



HACCP
Hazard Analysis Critical Control Point

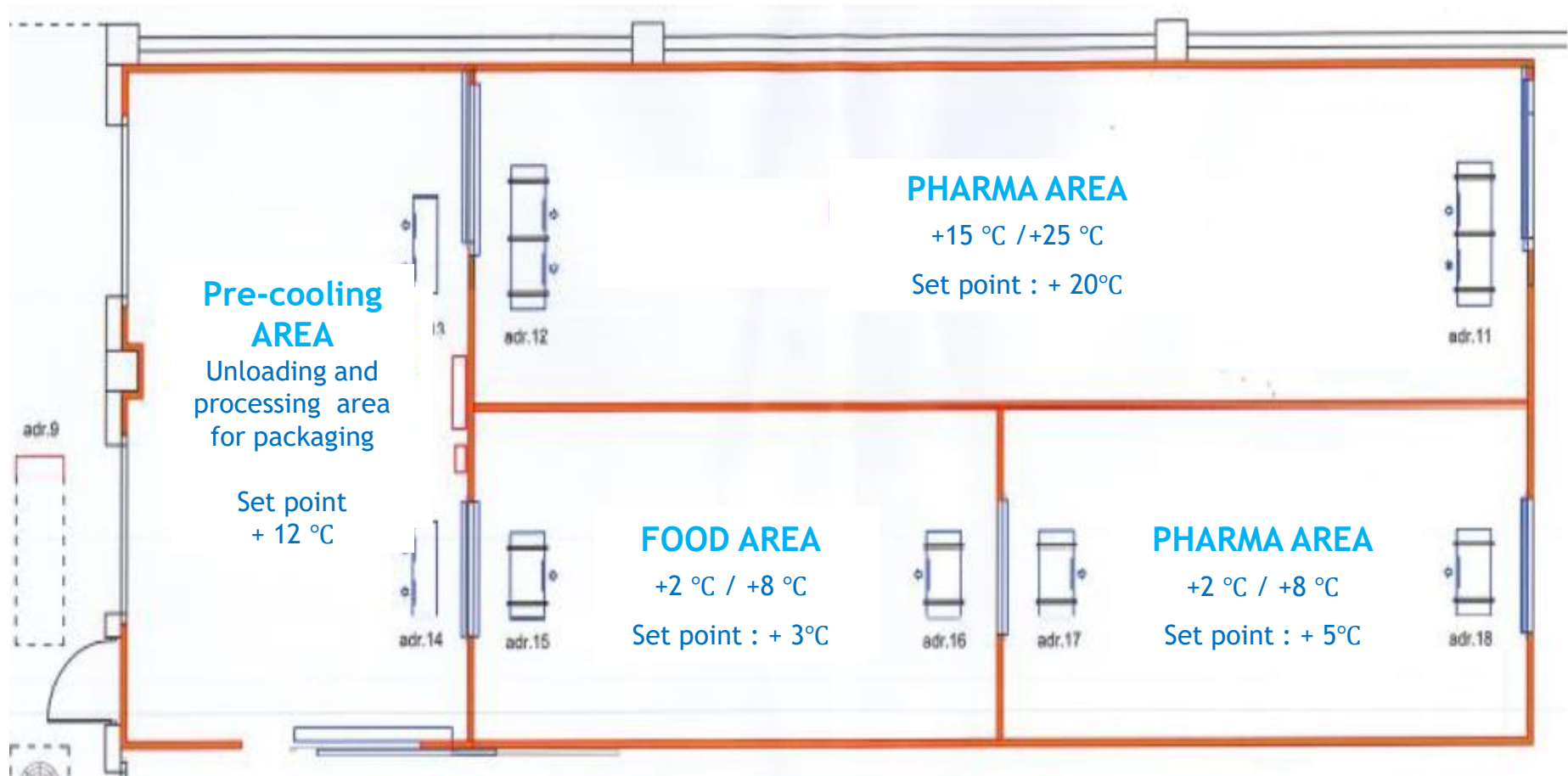


STRONG
POINT

PERISHABLE HANDLING



New Cooling System 300 sqm



**STRONG
POINT**

— AIR EXPORT — *PROJECT*



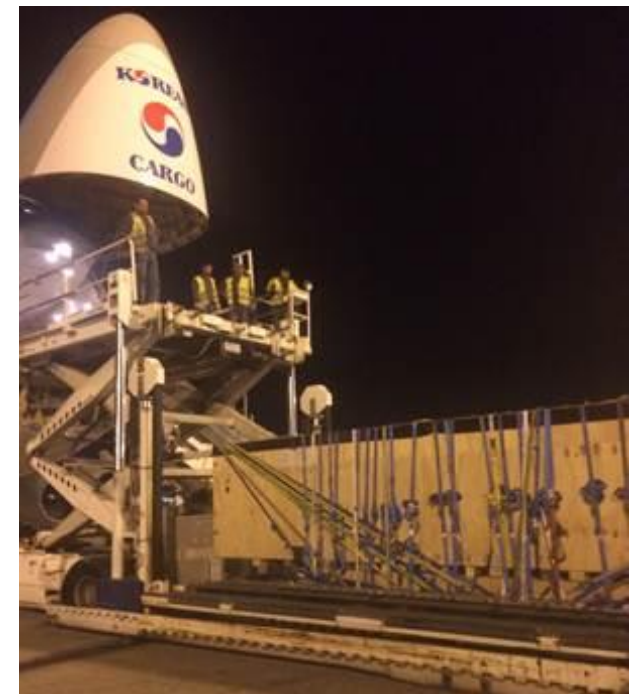
HYOSUNG HEAVY INDUSTRIES PROJECT

Key Performance

Transportation of Roller

Site

From Malpensa, Italy to Busan, Korea



**STRONG
POINT**

— AIR EXPORT — *PROJECT*



HYUNDAI HEAVY INDUSTRIES PROJECT

Key Performance

Transportation of Chiller

Site

From Malpensa, Italy to Incheon, Korea



03. OCEAN EXPORT

- 1) FCL WORK FLOW
- 2) PORT INFORMATION
- 3) CONSOL CONTAINER WORK FLOW
- 4) PREFERRED CARRIER PROGRAM
- 5) PROJECT

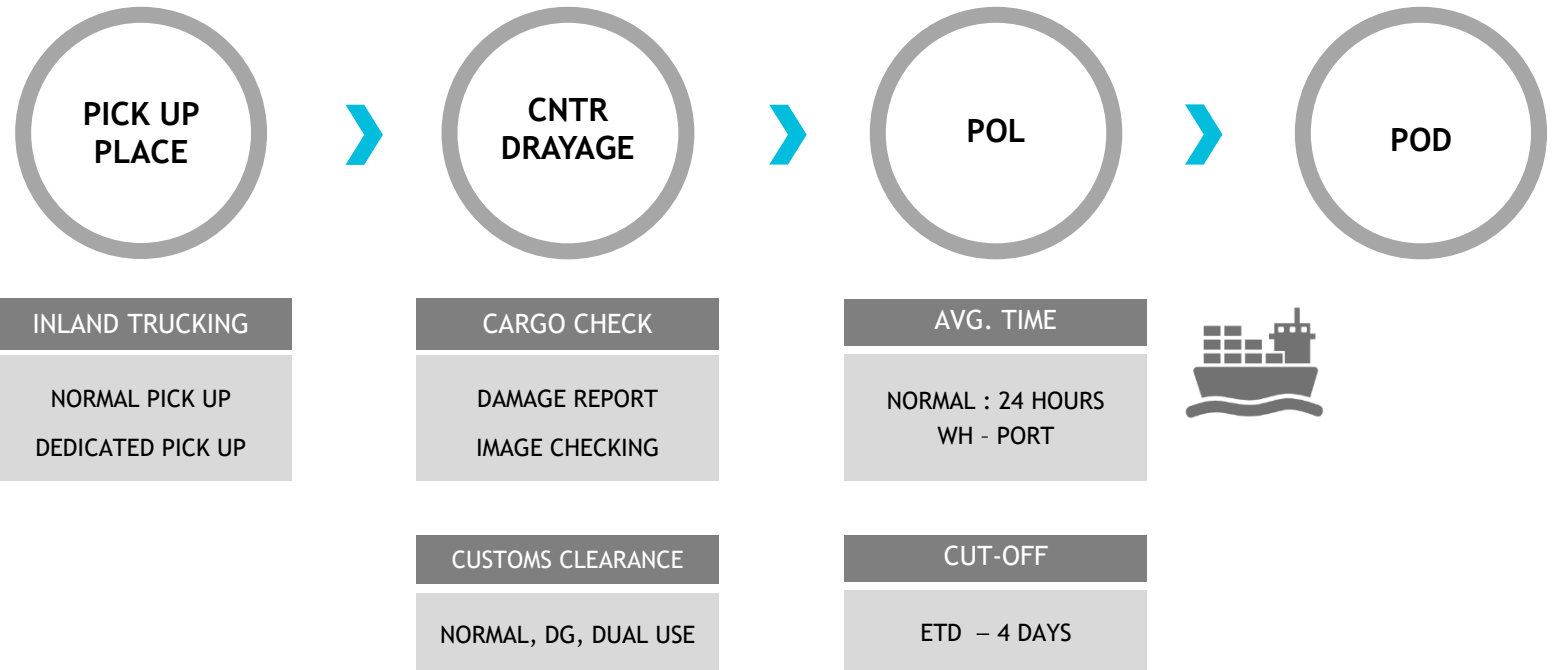
02. OCEAN EXPORT

OCEAN EXPORT FCL FLOW CHART

Supervisor



TEAM LEADER



02.
OCEAN
EXPORT

— OCEAN EXPORT CONSOL FLOW CHART



D-4

Trucking Arrange

D-3

Pick Up SHPT

D-2

Trucking

Cut off (A.I.F.)

SHPT arrived

D-1

Customs Clearance

Documentation

Labeling

Consolidation

Take Pictures

D-day

Cut off (Shipping line)



GENOA
BUSAN
T/S
CARRIER
33 Days
DIRECT
ONE

Supervisor



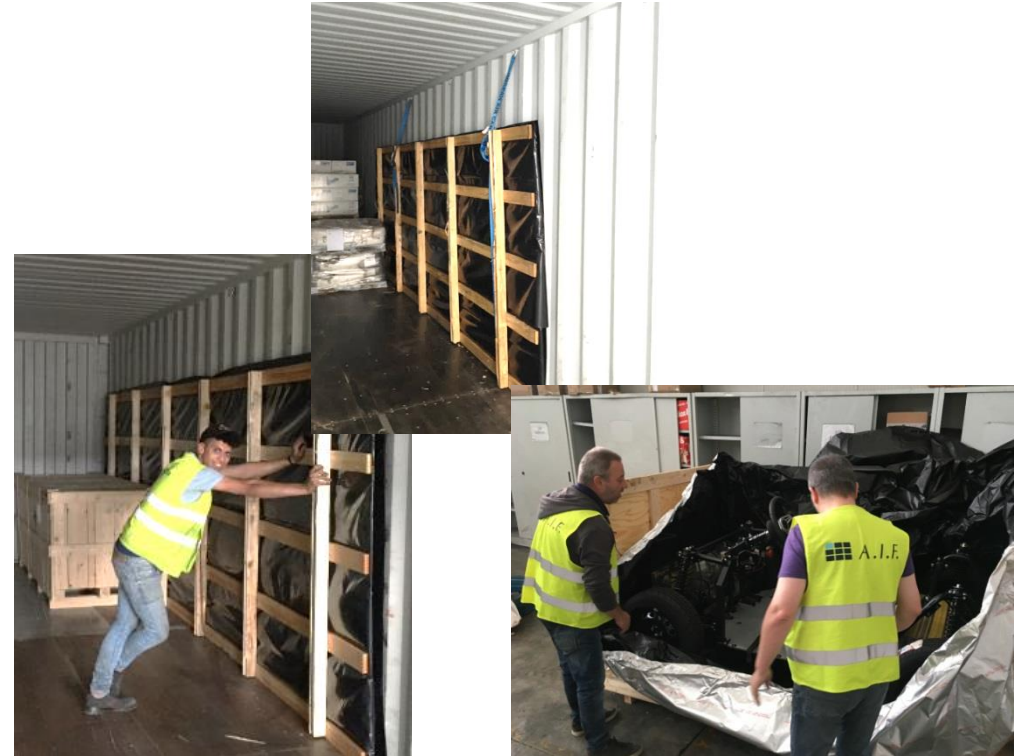
TEAM LEADER



STRONG
POINT

CONSOL CNTR SERVICE

Professional loading



- ✓ *Image record for all cargos*
- ✓ *Weekly Consol - Direct*
- ✓ *Loading Inspection by A.I.F. member*



**STRONG
POINT**

— OCEAN EXPORT — *PROJECT*



DONGBU STEEL HR PROJECT

Key Performance

Transportation of Major Facilities for the Electricity Plant

Site

From Danieli, Tenova, Marghera, Italy to Busan, Korea



DOOSAN ENGINEERING PROJECT

Key Performance

Transportation of FORGING RINGS

Site

From Genoa, Italy to Busan, Korea



SK NEW FCC PROJECT

Key Performance

Transportation of FCC(Fluid Catalytic Cracking) Equipment

Site

From Marghera, Italy to Busan, Korea

04. Different ?

- 1) A.I.F. IT SYSTEM
- 2) EMERGENCY MANAGEMENT
- 3) ACTIVE COMMUNICATION

03. Different?

_ Pricing @ Korea

Supervisor



TEAM LEADER

Pricing Structure



: Quotation request from Customer

Pricing Team



Get the cost :



: Check the cost with local supplier directly



Quotation Manager



Airliner

Shipping line

Trucker

Support Pricing Team



Professional Quotation

Immediate Quotation

Customer View

03. Different?

_ A.I.F. IT SYSTEM

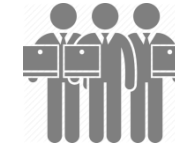
✓ A.I.F. developed own ERP system *AIMS* is optimized global logistics standard.



A.I.F. IT SYSTEM



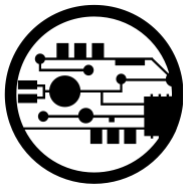
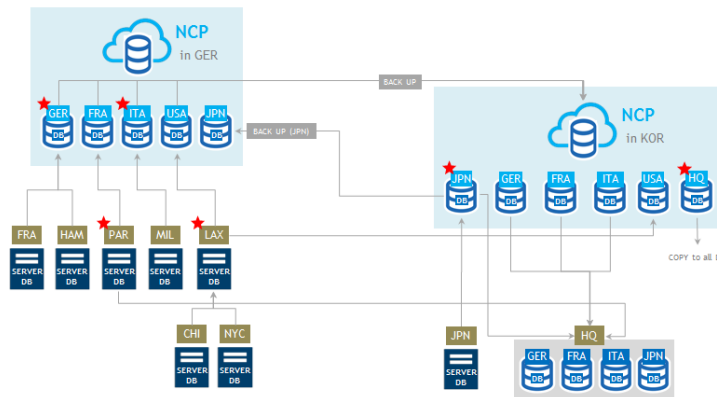
A.I.F. Information Management System



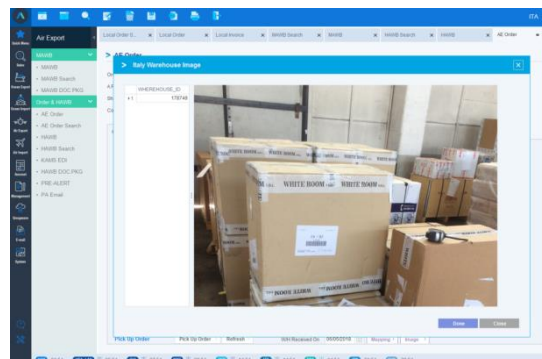
A.I.F. IT Team



Global Connection



New technology



24h DATA Interface

EDI



Warehouse

03. Different?

EMERGENCY MANAGEMENT

✓ COVID-19 Emergency and back up plan

- The spread of Corona Virus is having dramatic effects seriously in danger on worldwide health status and the economic & commerce situation is.
- AIF network is on customers' side to help minimize the related trouble, to positively pass through the emergency and to survive in the market

❖ *Never stop operation*

: Guarantee operative staff in office and w/h, under higher level security

* *A.I.F. never stop from the Covid start*

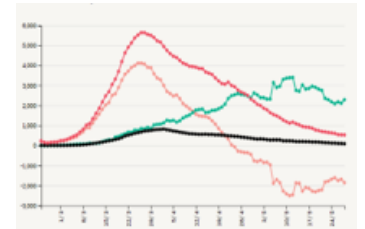
❖ *Continuous monitoring* with Airlines for weekly service and rate level

❖ *Network cooperation*

: Cross over handling between A.I.F. EU branches under closed communication.

Looking for the best chances in terms of available service and rates by multitasking options from European main airports.

* If not available in Italy, move to Germany & France !





A.I.F.



Thank you



We are logistics professionals
who understand your business

GERMANY / ITALY / FRANCE

