

# Gulf Air joins hands with TNT



Released on: March 30, 2009, 9:44 am

Author: **Gulf Air**

Industry: [Transportation & Logistics](#)

National Carrier Gulf Air and TNT Express, one of the world's leading providers of express delivery services, have signed a Global Incentive Agreement Programme (GIAP).

The GIAP, introduced by [Gulf Air](#) in 2007, is designed to provide its key global partners with incentives to boost their cargo traffic volumes and reciprocally ensure that Gulf Air is endorsed as a 'Core Carrier' of its partners.

"Global incentive arrangements are a key strategy in building effective partnerships, especially when it comes to the air cargo industry," said Gulf Air Director Cargo, Mr. Serge Tripet, "This agreement is a win-win proposition, as it helps both Gulf Air and TNT Express to complement each other's business in a mutually rewarding way. Besides, the partnership will further strengthen the regional and global network capabilities of both organizations."

The agreement provides access, for both Gulf Air and TNT Express, to permanent direct bookings, specific service-level commitments, service recovery plans and claims processing as well as regular interface with key account managers at headquarters.

"TNT and Gulf Air have had a long-standing business relationship and the GIAP will reinforce it," said Ian Butler, TNT Express Director Global Networks, Americas, Middle East and Africa, "The Global Incentive Agreement Programme will ultimately allow us to serve our customers better, which is a crucial benefit in addition to the incentive aspect of the program."

TNT Express provides a unique combination of on-demand, time-sensitive, door-to-door services with flights within the GCC, [flights to Bahrain](#) and around the world.

End

### **About**

### **Gulf**

### **Air**

Gulf Air was founded in 1950. Today, it is owned by the Kingdom of Bahrain, and is the only truly pan Gulf carrier in the region. The airline's [flight network](#) stretches from Europe to Asia and covers 42 cities in 27 countries. The current fleet of Gulf Air consists of 29 aircraft.

The new network, based on a "wave" model, offers as many as 588 flights every week in the Middle East with more non-stop flights than any other airline.

The airline is also planning to re-fleet itself over the next five years to further strengthen its presence. It recently signed a deal worth nearly US \$ 6 billion with Boeing to purchase up to 24 Boeing 787 aircraft and another deal with Airbus for 35 aircraft, including A320s and A330s.

The airline aims to become the carrier of choice. Gulf Air's onboard service caters high quality products and services to its passengers, including the innovative, unique and award winning Sky Chefs and Sky Nannies.

### **For further information please contact:**

Karan Srinivasan  
Corporate Communications Department  
Gulf Air  
P.O. Box 138  
Manama  
Kingdom of Bahrain  
00973 39901242  
[www.gulfair.com](http://www.gulfair.com)