

# the coyne exchange

Summer 2009 Issue 2 [www.coyneair.com](http://www.coyneair.com)

## Coyne launches IL76 freighter to Turkmenistan



**Coyne Airways has launched a fortnightly freighter flight to Ashgabat and Turkmenbashi in Turkmenistan.**



The new service, operated by IL-76 cargo aircraft, offers up to 40 tons capacity. The frequency will be upgraded

to weekly in line with customer requirements.

Coyne expects bookings for the service to originate in the US and European markets as well as from Georgia. Oil and gas related cargoes represent a high proportion of shipments carried to Turkmenistan as well as general freight.

Using Coyne Airways' interline partners and a single air waybill, customers around the world can easily connect with Coyne's B747-400F flights from London Stansted and Cologne to its

### BREAKING NEWS!

**2ND weekly B747-400F ex Europe to Tbilisi to support agents moving oil and gas equipment to the region starting in July 2009**

**New all-cargo flights to Ashgabat & Turkmenbashi in Turkmenistan**

**Faster deliveries to Erbil in Northern Iraq from Coyne's Tbilisi hub**

Caspian hub in Tbilisi. In Tbilisi, cargo is quickly and securely transferred onto the IL-76 service to Ashgabat and Turkmenbashi.

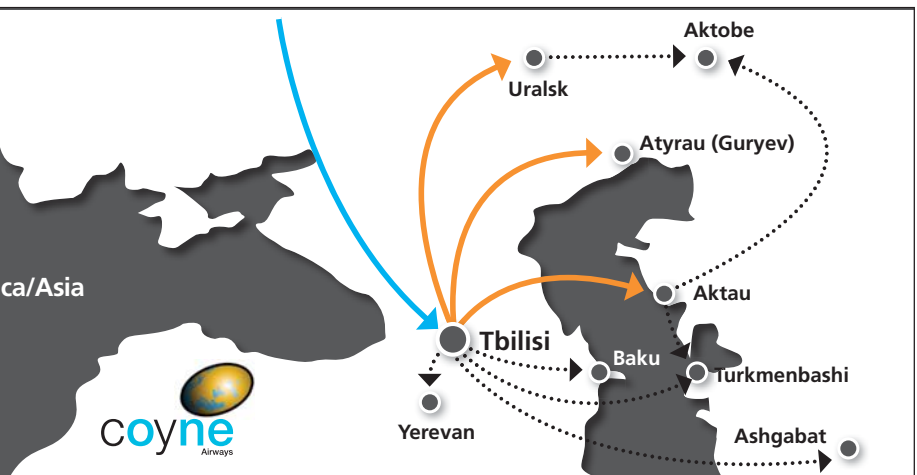
Tony D'Arcy, Coyne's Commercial Director, said: "We have previously offered a road feeder service to Ashgabat and Turkmenbashi but this is the first scheduled freighter service to the two cities. This extends our fast and reliable air cargo network in the region and we will add capacity in line with customer demand."

### Take the guesswork out of shipping to the Caspian

- Every Monday from STN/CGN
- Connections from Europe/N.America/Asia
- B747 Nose Loader

[www.coyneair.com](http://www.coyneair.com)

Tel: +44 (0) 207 605 6860  
E: [caspian@coyneair.com](mailto:caspian@coyneair.com)



# welcome

**As a company that has grown through its ability to provide reliable and secure air cargo services to 'difficult to reach' markets, Coyne Airways understands the need to take a flexible approach to new challenges.**

The current economic downturn is presenting every business with an unprecedented challenge and that is why we have acted quickly to support our customers through these difficult times. We are now offering our lowest ever air cargo rates to the Caspian region, Iraq and Afghanistan while continuing to maintain – and increase – our capacity to these markets.

We are fortunate to have picked markets that are more robust than some of the more traditional air cargo destinations. Our strong reputation in the oil and gas industry, for example, has enabled us to maintain the support of customers that see Coyne Airways as

an important part of their supply chain and recognise the steps we are taking to be more cost efficient during this period.

The entrepreneurial nature of our business also means we will always make a commitment where we see any opportunity to grow. That is why we are adding a second weekly Boeing 747-400 freighter service to the Caspian region in July, upgrading our flights to Iraq and Afghanistan to A300F services, opening new routes to Ashgabat and Turkmenbashi in Turkmenistan and strengthening air cargo services into Northern Iraq.

We intend to continue our growth by offering our customers the opportunity to grow.

Thank you for your continued support.

**LARRY COYNE**  
CEO



## More leading airlines become interline partners

Delta Airlines, Singapore Airlines, Etihad, Virgin Atlantic, Sri Lankan Airlines, Qatar Airways, PIA and Saudi Arabian Airlines are the latest major carriers to become interline partners of Coyne Airways joining established partners such as Emirates, Cathay Pacific, Air France and Continental.

This gives even more choice and fast access to Coyne's services in the Caspian and Middle East for customers all over the world using a single air waybill. In total, Coyne has some 20 interline partners around the globe.

For more information about origin points, please go to [www.coyneair.com](http://www.coyneair.com)



## Did you know?

- Coyne Airways is the 84th largest cargo airline in the world, according to the latest rankings published by Airline Business, higher than Indian Airlines, bmi, Biman, Iran Air, Aer Lingus and Avianca.
- Gulf destinations are served directly from Dubai with seamless connections from North America, Europe and Asia using interline partners from July, Erbil will be served from Coyne's Tbilisi hub to achieve a faster transit time.
- You can find the latest Coyne Airways schedules to Iraq and Afghanistan on our new website – [www.coyneair.com](http://www.coyneair.com)
- Coyne offers a scheduled weekly B747-400 freighter service from London and Cologne to Tbilisi. This will increase to twice-weekly in July 2009.
- From five continents Coyne provides access to difficult to reach destinations in the Caspian, Iraq and Afghanistan.
- Using interline partners, you can connect to the Coyne Airways' network in the Caspian and Middle East from 23 gateways in North America.
- Coyne has operated more than 5,000 freighter services to the Caspian region.

# COYNE NEWS

## Air Logistics wins GSA contract in the US

**Air Logistics is Coyne Airways' new general sales agent in the United States with the objective to increase its share of air cargo shipments to the Caspian region and the Middle East.**



Larry Coyne

Under the terms of the new contract, Air Logistics will be responsible for all US sales for Coyne Airways with the exception of Virginia, West Virginia, Washington DC, Pennsylvania, Maryland and

Delaware where the company will continue its successful sales and marketing activities with Ray Wach. Ray has been Coyne Airways' sales representative in these states since April 2005.

Larry Coyne, CEO of Coyne Airways, said: "In Air Logistics, we have chosen a partner capable of providing the selling expertise, fast response times and service levels that are synonymous with Coyne's

services. Through its US locations in Atlanta, Chicago, Houston, Miami and New York, it extends our geographical coverage of the market and will ensure we meet growing demand for the destinations we serve. Another bonus of this new association is that Air Logistics represents several of our interline partners and is therefore able to provide quicker access to first carrier selection for the majority of Coyne clients that move freight on a through 575 air waybill to final destination from their local US gateway."

Terry Coyne, who has represented Coyne Airways in the Houston region for the past decade has joined Air Logistics as a consultant, based at the company's Houston office, and will continue to work on sales and business development for Coyne Airways.

Coyne Airways has provided services from the US market for 15 years and its major interline partners now include Singapore Airlines, Air France, Virgin Atlantic, Qatar Airways, Qantas, Emirates, Delta, PIA and British Airways to the Gulf and Air France, Continental Airlines, Virgin and Asiana Airlines to the Caspian.



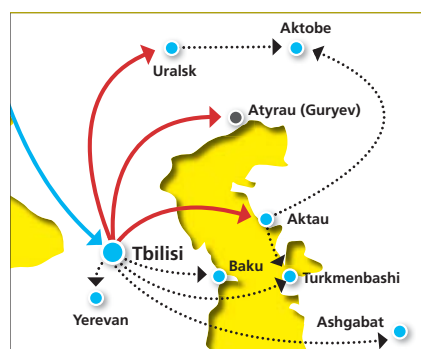
## NEW UK sales manager

**Martyn Griffin has joined Coyne Airways as Sales Manager for its UK business, responsible for developing the company's scheduled all-cargo services to the Gulf and Caspian region.**

Martyn is a well-known and respected manager in the UK air cargo industry having previously spent 17 years with general sales agency, Airline Management Group (AMG). He is based at Coyne Airways' headquarters in West London.

**From anywhere in North America, we serve all of these difficult to reach destinations.**

[www.coyneair.com](http://www.coyneair.com)



Virginia, West Virginia, Pennsylvania, Delaware, Maryland & Washington DC

Tel: +1 (703) 822 5872 E: [usasales@coyneair.com](mailto:usasales@coyneair.com)

All other US States Air Logistics Group

Tel: +1 877 4 ALGUSA E: [usasales@coyneair.com](mailto:usasales@coyneair.com)

The strong performance of the oil and gas industry has prompted Coyne Airways' decision to add a second weekly B747-400F to Tbilisi



## B747-400F flights from Europe to Caspian to increase to twice-weekly in July 2009

### An improving outlook for the oil and gas market in the Caspian region is prompting Coyne Airways to launch a second weekly Boeing 747-400 freighter service from London and Cologne to Tbilisi in July.

Plans for this latest expansion come as Coyne Airways celebrates 15 years of operating neutral, scheduled all-cargo operations to the Caspian. During this period, it has successfully performed over 5,000 freighter flights into the region.

Coyne has operated a 747F service each Monday from London and Cologne to Tbilisi for more than two years. The additional flight will depart from the UK and Germany every Wednesday. From its Tbilisi hub, Coyne operates regional all-cargo flights to Aktau, Atyrau and Uralsk in Kazakhstan as well as a service to Baku in Azerbaijan and Yerevan in

Armenia. Its latest all-cargo flights in the region now serve Ashgabat and Turkmenbashi in Turkmenistan. Other destinations in the Caspian region are served on request by air and road services.

Larry Coyne, CEO, said: "Like everywhere else, the Caspian market was quieter in the first quarter of 2009 but forecasts from the oil and gas sector in particular are much more positive for the rest of the year and that has prompted this commitment of extra capacity. Customers remain loyal to Coyne Airways because we maintain our schedule year-round and they trust us to always make available the right level of capacity at a highly competitive price. That is what we are doing."

As well as oil and gas equipment for exploration, Coyne regularly transports the basic products and personal effects needed to support the large international team working in the region.

"Operating from London Stansted and Cologne makes it easy for customers around the world to connect with our services to the Caspian with freight moved from origin points on a single air waybill. With the early morning arrival of 747F flights in Tbilisi, we can make freight available locally the same day and next day in Aktau, Atyrau, Uralsk, Baku and Yerevan as well as in Ashgabat and Turkmenbashi in Turkmenistan and Erbil in Northern Iraq.



# Five years of schedule integrity to Iraq

Living up to its reputation of providing reliable air cargo services to 'difficult to reach' markets, Coyne Airways was the first neutral carrier to commence freighter flights to Iraq in 2004.



Today, from its hub in Dubai, Coyne operates twice-weekly flights to Baghdad using a combination of Airbus A300

and IL-76 equipment. From the Iraqi capital, regional air and road transport services provide secure deliveries to other key cities including Basra, Balad, Tikrit, Kirkuk, Sulaimaniyah and Mosul, while

Erbil in Northern Iraq will enjoy faster connection times from Coyne's Tbilisi hub from July.

Services to the region were extended further in 2006 with the launch of flights to Afghanistan with all-cargo capacity to Kandahar, Kabul and Bagram.

Alli Almazova, General Director of Coyne Airways in Dubai, said: "We are now in our fifth year of providing neutral, scheduled air cargo services to Iraq and Afghanistan. The reliability and integrity of our flights has enabled us to gain

strong support from the forwarding industry, which can access Coyne's Middle East network using our global interline partners to move their goods to our hubs on a single air waybill."

Coyne is also developing solutions for the growing number of customers seeking airport-to-door deliveries into the various camps in Dubai.



## Faster freighter to Erbil in Northern Iraq

Coyne Airways is continuing its development of neutral air cargo services to Iraq with the launch of new IL-76 operations to Erbil in the north of the country.

In its latest expansion, Coyne will launch the shortest, quickest and most cost efficient air cargo service to Erbil from its Tbilisi hub, enabling a two-day transit from Europe to now be possible. With Coyne's weekly B747-400F flights arriving in Tbilisi early evening, it can transfer cargo into a regional IL-76F for delivery to Erbil the following morning or early afternoon. Services to Erbil will commence in July with the start of Coyne's second weekly B747-400F flight.

These relief goods delivered by Coyne Airways were a welcome sight for refugees in Afghanistan



## COMPETITION

# Win the latest iPod Touch!



Congratulations to Steve McCormick, Airfreight Manager of MMK Express in Belfast, who won an iPod Nano in our last competition. He received his prize from Sheila Taggart of Coyne's handling partner in Belfast.

**In this issue, we're giving you the change to win the latest iPod touch!**

All you have to do is answer the following questions (the answers can be found in this newsletter and on our website at [www.coyneair.com](http://www.coyneair.com)) and then fax them to the number below

## +44 (0) 207 602 9474

The winner will be drawn from all of the correct entries on **July 31st 2009**.

Name : .....

Company : .....

Tel : .....

Email : .....



### QUESTIONS:

1. How many flights has Coyne Airways operated to the Caspian region?

2. How many flights a week does Coyne operate to Baghdad?

3. How many B747-400F flights a week will Coyne operate from London and Cologne to Tbilisi from July 2009?

4. Name the cities Coyne Airways now flies to in Turkmenistan?

5. What is the largest city in Northern Iraq now served from Coyne's TBS hub?

6. What is the name of Coyne's new GSA partner in the USA?

## 10 great reasons to choose Coyne Airways

1. Coyne Airways is an independent, neutral airline not tied to anyone
2. Coyne Airways works through forwarders, GSA partners and agents, not the shipper
3. For over 10 years, Coyne has delivered safe, secure, on-time scheduled cargo services to some of the most difficult, remote, inaccessible and dangerous destinations in the world
4. Coyne's multi-lingual team of professionals are available 24/7 to provide all of the information and help you need, including proactive freight status communications
5. Coyne Airways will not overbook freight on their flights – shipments are flown as booked
6. Extensive interline agreements with quality airlines linking the Americas and Europe with the Middle East and Asia enable through services on a single air waybill from virtually anywhere in the world (e.g. JFK to BGW)
7. Coyne also provides the best worldwide charter solutions to meet your most challenging requirements
8. From its hubs, Coyne's regional network serves local markets in The Caspian, Central Asia, Iraq and



Afghanistan, supported by excellent ground handling and customs relationships at all destinations

9. Coyne is an established company with a wealth of experience in the markets it serves having successfully operated thousands of all-cargo flights since 1994
10. Coyne provides full third party cargo liability insurance

## CONTACT US:

**London Office** Tel: +44 (0)207 605 6860  
Email: [caspian@coyneair.co](mailto:caspian@coyneair.co)

**Dubai Office** Tel: +971 4 299 3922 / 3923  
Email: [gulf@coyneair.com](mailto:gulf@coyneair.com)

### USA Office

Ray Wach (states of Virginia, West Virginia, Pennsylvania, Delaware, Maryland, Washington DC)  
Tel: +1 (703) 822 5872  
Email: [usasales@coyneair.com](mailto:usasales@coyneair.com)

**Air Logistics Group ("ALG")** (All other states)  
Tel: +1 877 4 ALGUSA

Email: [hou@airlogisticsgroup-usa.com](mailto:hou@airlogisticsgroup-usa.com) (Houston)  
Email: [atl@airlogisticsgroup-usa.com](mailto:atl@airlogisticsgroup-usa.com) (Atlanta)  
Email: [chi@airlogisticsgroup-usa.com](mailto:chi@airlogisticsgroup-usa.com) (Chicago)  
Email: [mia@airlogisticsgroup-usa.com](mailto:mia@airlogisticsgroup-usa.com) (Miami)  
Email: [nyc@airlogisticsgroup-usa.com](mailto:nyc@airlogisticsgroup-usa.com) (New York City)