



Air & Ocean Partners

Independent midsize forwarding agencies
all over the world
get together to one network





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The Idea

Cargo agencies all over the world are combining to form one network. AOP is a network of competent and reliable freight professionals. The strong support AO Partners provide to each other has a favourable impact on each and every partner's business.

A powerful and successful network of strong partners.



Of course, you can maintain your existing relations to other global agents like in the past. Let Air & Ocean Partners be your additional benefit, when:

- any AO Partner in the world needs your service at your location
- you have a shipment to or from any location worldwide, not yet covered by your own agent network
- you consider that billing an AOPartner is much safer due to the CC-Protection program
- you want to prove your customers to be represented in a reliable global network.

Advantages only - join us now!

THE FUTURE OF YOUR BUSINESS



Follow us

Helmut Groß

Born 1957, Managing Director in the international forwarding business since 1975, most of his experience is in the air cargo industry. Working in key positions for one big and two small air cargo agencies over this long period, he knows exactly what it means to face fierce competition with global conglomerates.



Viktor Fuchs

Born 1978, forwarding agent and Business Economist, Viktor Fuchs started as a forwarding agent at an agency based at Munich Airport. In recent years he has worked his way up to become a sales manager for an international forwarding agency, acquiring and attending to key accounts.

Business ethics

Net rates policy:

Air & Ocean Partners do not cheat each other by charging increased rates as net rates. Only real net rates will help to generate new business.

Communication:

Air & Ocean Partners commit themselves to reply to any incoming e-mails within one day after receipt (on workdays). Faster, whenever possible.

Payment between partners:

Air & Ocean Partners take care of each partner's cash flow. AOP business ethics include payment of all collect amounts within 30 days or faster in case of larger amounts.



Routing orders

Routing orders are presented to shippers within 48 hours.
You receive immediate feedback from your partner.



Sales leads

Mere address material is not a sales lead. Air & Ocean Partners prepare information in detail so that it is a real sales lead that promises success.

Information & meetings

Regular newsletters:

Any news in the network e.g. new partners, changes in addresses or staff, anything of importance – all this will be provided by regular newsletters via e-mail.



Regular meetings:

Air & Ocean Partners holds regular meetings on different continents. Let's get together. Let's talk about daily business. And let's have a leisure program.



Collect Amounts are covered by CC-Protection

Every day you dispatch collect shipments to all over the world. Address these collect shipment to an Air & Ocean Partner and your CC amount is safe by our CC-Protection program.

In fact, this is not only an offer, this is a kind of duty. Being an Air & Ocean Partner means being part of the AOP CC-Protection program automatically.



This procedure allows you to send your shipments CC-risk-free among the AOP-network.

A network of partners. Partners you can trust.

General basis of calculation

CC risk:

The CC risk always rests with destination partner, it is his decision to work on the basis of payment by cash or cheque or on account.

Exception: CC fees cannot be collected by the consignee for the following reasons, e.g. refusal to accept delivery by the consignee, problems with import clearance, or other reasons making the collection of CC fees impossible for the destination agent.

In these cases the shipment can be returned using the cheapest method or treated otherwise based on an individual arrangement as agreed and at the expense of the departure agent.

Break bulk:

No break bulk fee is charged, only splitting charges or similar fees as incurred.

Profit share:

Collect shipments 50/50.

Prepaid shipments routed by the destination agent are also 50/50.

No profit share for normal prepaid shipments. The destination agent has the opportunity of profiting from local charges in this case.

Partners may make other agreements.

FOB costs remain with the departure partner, DDU costs remain with the destination partner.

As a basic rule, any losses are to be borne by the partner who generated the business.



Partner ties in the AOP network

- 1.) AOP is a non-exclusive network. Members are not obliged to use only AOP. Each partner may continue to work with his tried and trusted agents.
- 2.) Partners are enjoined to use the AOP logo on letterheads, business cards and Internet appearances showing "Member of AOP." Membership is legally effective after receipt of the membership fee.
- 3.) At the same time, partners are informed when a new member joins the network.
- 4.) Membership fees are paid annually with the exception of reduced fees for up to 75 members.
- 5.) Notice to terminate membership must be given 6 months prior to the expiry of the membership year.

We are looking forward to you joining us!

Partnership fee*

Annual fee
EUR 2.000,00

The membership fee is calculated based on the respective number of partners. If the number of partners increases to the next fee level, the difference to the previous membership fee is to be paid retrospectively in due proportion to the annual amount.

*additional fee for AOP CC Protection:

The CC Protection is a AOP-owned fund which secures the CC debts of each partner. As a new partner, you only have to pay EUR 500.00 once. A supplementary payment is only necessary in the event of loss. The supplementary payment will then be calculated proportionately.

For invoicing within the European Union the partnership fee is subject to VAT.

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