

## SME DEVELOPMENT SUB-COMMITTEE

**Chairman:** KORCHINA LOGISTICS (H.K.) LTD – Ir. Elsa Yuen  
**Vice Chairman:** CARGO FREIGHT SERVICES LTD – Mr. Raymond Chan  
**Members:** BEL INTERNATIONAL LOGISTICS LTD  
 INFINITY CARGO EXPRESS LTD  
 WORLDTRANS AIR-SEA SERVICE LTD

### HAFFA 50th Anniversary Privilege

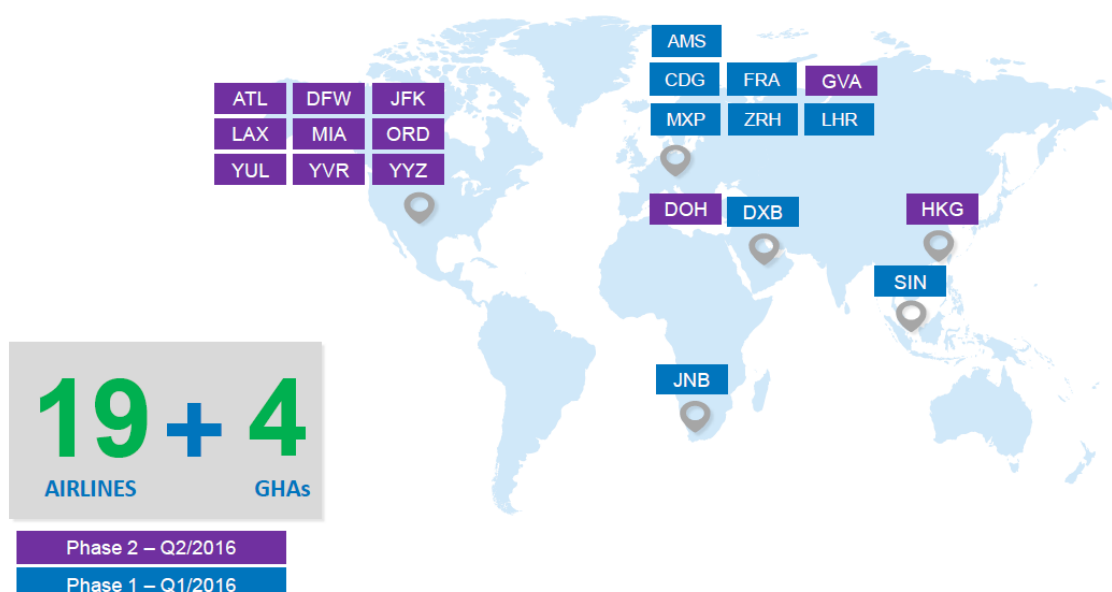
#### - Special EzyCargo Packages exclusively for eligible Members

IATA launched “eAWB 360” campaign in 2016. 14 IATA member airlines signed up to the campaign with an aim to accelerate the adoption of e-AWB in Hong Kong. These 14 airlines include:

- Air Canada
- Air France
- American Airlines
- Cathay Pacific
- China Airlines
- Delta Air Lines
- Finnair
- KLM
- Korean Air
- Lufthansa
- Qatar Airways
- Saudi Arabian Airlines
- SWISS
- United Airlines

All the airlines above switched over to e-AWB as the preferred means of shipping cargo to all destinations by using the e-AWB Single Process at HKG airport from 01 June 2016 onwards.

## 21 eAWB360 locations



Source: IATA

Given not all Cargo Terminal Operators (CTO) offered free e-AWB submission platform. It may be required for Members to subscribe charging IT services and the rate is considered not competitive.

In order to assist Members, in particular SME operators, to adopt e-AWB, HAFFA discussed with Global Logistics System (HK) Co., Limited (GLSHK) to obtain a special offer of EzyCargo subscription. Following numerous negotiations, we are delighted that riding on HAFFA Golden Jubilee, GLSHK offered a considerable privilege as listed below exclusively for Members.

- For Non-EzyCargo Subscribers [*Members not holding any EzyCargo account (except EzyCargo Co-loader account) within 6 months prior to enrolment*]
  - **FREE** trial of eAWB Plan for six months OR
  - **FREE** trial of eAWB Plan for six months together with an extension offer for another 6-month period at a **50% discount** of the standard package rate (*that means \$950 / month for the subsequent 6 months*)
- For Existing EzyCargo eAWB Plan Subscribers
  - **50% discount** on the standard monthly subscription fee for 12 months (*that means \$950 / month for 12 months*)



Global Logistics System (HK) Co., Ltd

The invitation was extended to all eligible Members by GLSHK in Mid-December 2016 and the application was closed on 31 March 2017. HAFFA aims to look after the best interests of its member and thus negotiated a special package with EzyCargo for Members.

*Date: 18 April 2017*

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