

13 May 2015

## Air Cargo Europe Conference hosts AIR FRANCE KLM MARTINAIR Cargo and va-Q-tec Contest

AIR FRANCE KLM MARTINAIR Cargo and va-Q-tec continuously search for innovative and reliable solutions for the pharma industry. The partnership provides reliable passive cool chain solutions to replace single-use packaging. To draw greater attention to their partnership, AIR FRANCE KLM MARTINAIR Cargo and va-Q-tec organised a contest for their pharmaceutical customers followed by an awards ceremony at the Air Cargo Europe (ACE) conference on the 7<sup>th</sup> of May in Munich.

The contest was publicised worldwide and caught the interest of many attendees. In the contest, AIR FRANCE KLM MARTINAIR Cargo and va-Q-tec asked its pharmaceutical customers for reasons why they would choose the pharma cool chain solutions and services that these two companies provide. Among the many entries, seven quotes won prizes including flight tickets for two, an Apple Watch and “party in your pocket” USB devices. Eelco van Asch, SVP Sales & Distribution, AIR FRANCE KLM MARTINAIR Cargo, and Dominic Hyde, Managing Director of va-Q-tec Ltd. presented the awards at the va-Q-tec booth.

Contestants had to complete the following phrase:

“I would choose the AIR FRANCE KLM MARTINAIR Cargo, va-Q-tec solution for my pharmaceutical shipments because “sharing their experience of the pharma cool chain solutions provided.

The first two winning quotes of the global contest were:

→ “they are the first solution provider which even over-performed what they promised”  
—Werner Döring, Baxter.

→ “the combination guarantees ultimate care.”  
—Jeroen Kyto, Ceva.

Prizes three to seven were awarded to Kuehne & Nagel, DSV, UPS, Merck, Sharp & Dohme and Air Cargo International.



*Werner Döring from Baxter receives the first prize from Eelco van Asch and Dominic Hyde.*

“The contest provides us with great feedback. It gave us a clear idea of what va-Q-tec’s and AIR FRANCE KLM MARTINAIR Cargo’s pharmaceutical customers are looking for when choosing a closed cool chain solution. They want performance reliability combined with a great network ensuring product safety and patient health,” said Dominic Hyde after the ceremony. “The contest and ceremony was a real joint effort between two companies and our customers to provide innovative solutions that contribute to the improvement of patient care,” Eelco van Asch concluded.

The Air Cargo Europe conference takes place every two years in Munich attracting a variety of carriers, freight forwarders, integrators, container providers and customers. For further information, please contact [communications@va-Q-tec.com](mailto:communications@va-Q-tec.com) or AIR FRANCE KLM MARTINAIR Cargo Press Relations at [jcraynaud@airfrance.fr](mailto:jcraynaud@airfrance.fr).