

Customer Newsletter

March 19, 2013

One Air Waybill (074) for all KLM and Martinair shipments effective May 1st, 2013.

Dear Customer,

In our continuous strive to simplify and facilitate your sales on the airlines of our group, we have the pleasure to inform you that effective May 01st, 2013, a unique Air Waybill (AWB) will be used on all Martinair Cargo and KLM Cargo flights.

From this date the KLM AWB (074) prefix will be the common AWB for both airlines. As a consequence the Martinair AWB (129) will no longer be used. Martinair Freighter flights can be easily recognized as they will continue to operate with a Martinair (MP) flight number.

With the One AWB initiative we create a 'One Stop Shop' and aim to offer you the best of both worlds between KLM and Martinair Cargo.

By implementing the single AWB we align our product offer on our passenger- and freighter network, we extend E-booking possibilities for all shipments, whilst simplifying the accounting processes. We merge to One invoice and create C2K data consistency across our Network.

The use of Air France AWB's (057) on Air France flights remains unchanged.

You will be contacted by your Sales Representatives for further details soon. Should you have additional questions, please do not hesitate to contact our Sales and Customer Service teams, who will be happy to assist you.

Yours sincerely,



Mattijs ten Brink
Senior Vice-President Sales & Distribution
Air France-KLM-Martinair Cargo