

August 2020



Employee Spotlight - Brad Helton

Say hello to Brad Helton! Brad has been working in our Domestic Operations department since June of 2012. As another second generation employee, (who we like to call Airways 2.0), he's a chip off the ole' "Dan Helton" block!

[Read More](#)

Medical Transportation



During the month of August, we are spotlighting our Medical Transportation and Logistics services here at Airways.

With Covid-19 so prominent in today's society, medical transportation has been on the top of our list as far as shipping goes. With everything from P.P.E. to Plexiglas, Airways has been in the forefront of making sure our customers get what they need in a time-critical manner.

[Find out about our Medical Transportation services we offer!](#)

Keeping you in the know...

Ocean Container Shortage?



In the International Shipping world, there seems to be a shortage of ocean containers. The primary reason for the shortage of containers themselves is due to the significant drop of commercial/product goods being shipped due to the Covid-19 Pandemic.

As a result, vessel operators have laid up a significant number of their vessels. That in turn has resulted in a shortage of containers by taking them out of circulation.

If you are in need of International shipping with the use of ocean containers, please contact Airways at 800.643.3525 we can help!



Giving Back



Airways Freight is excited to walk and join in the fundraiser for this year's Walk For Wishes on August 15th. Together, we can raise money for Make-A-Wish to help grant the wishes of children with critical illnesses.

We are committed to raising money for Make-A-Wish to help grant the wishes of children with critical illnesses. A wish gives children renewed energy and strength, brings families closer together and unites communities.

These life-changing wishes are only possible because of supporters like us. A wish experience can truly change a child's life, and so can the Airways Freight Champions.

[Donate Today!](#)

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In an effort to give back, the employees at Airways are participating in "Christmas in August"! From raffles to T-shirt Fridays we are donating all of the proceeds to our local Angel Tree Fund, a charity we have contributed to for many years. If you would like to donate to our Airways Angel Tree Fund, please contact Kathy Harber at 800.643.3525.

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In honor of our Medical Transportation and Logistics Spotlight month, we wanted to share a note from Brad Watson, Airways Freight's Executive Vice President International Division.

It has historically been the case that our domestic market strengths have seeded development of those same industries on an international scale. This has been true in the Trade show industry, the Utility and Power industry, Aerospace, as well as the Medical and Anatomical industries. While Covid-19 has devastated large scale exhibitions, product demonstrations, and education, training must still take place in a physical environment. This means medical devices, and even human tissue specimens, are still being expedited globally, and while some tissue banks and device makers slowed during the early days of the Virus shut down, they are again busy filling orders from the pent up demand that accumulated during the shutdown.

As Stephanie Kelly the Commercial Operations Supervisor from Globus Medical, Audubon, PA stated:

"As our international sales and mobile demonstration events have grown over the last few years, we've depended on Airways to find the most economical means to send and transfer our large demo Robot units and sold systems all over the world. Not only have Airways Freight been a one stop Transport solution, they have also helped us find customs solutions between many countries, easing issues for medical shipments entries and saving us thousands in customs fees. Their reliability makes them our go-to for any logistical solution we need. The staff is so friendly and helpful, and they go above and beyond for us every day. We are so happy to partner with Airways Freight for all of our transport needs!" ~ Stephanie Kelly, Commercial Operations Supervisor

It is evident that business is not stopping, we are just observing that it is developing differently these days. Many of you have exhibition customers that are probably facing the same situation and while they may not be exhibiting, they still have to get their products in front of their perspective customers. Fortunately for you and the Airways family, we are as diversified and adaptable as any company in the industry. We encourage you to use our diversified capabilities to continue to supply critical transportation and customs services as these industries evolve. ~ **Brad Watson, Executive Vice President, International Division**

For more information about Globus Medical visit www.globusmedical.com

Check out our "Conversations in the



Have you downloaded our Airways app? It gives you direct access to our Agent portal for tracing and tracking your shipments!

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Final Thoughts...

All of us here at the corporate office hope you are getting by in these difficult times. The COVID pandemic has hit our industry hard and we know revenue streams for many of you have been dramatically impacted. The inability for manufacturing facilities to maintain staff has created a backlog in hard goods being created and thus not being distributed. The slowdown and sometimes outright shutdown of industry is costing you as sales agents and of course negatively hurting the top and bottom lines for many in the transportation business. The hardest hit within the various industries that Airways represents is the trade show business. By our own volumes, we are down by more than 80% in this segment of business in monthly numbers going back to March. We know our agent partners that have traditionally spent the majority of their time pursuing and representing trade show exhibitors and other components of the trade show industry feel the hit. These folks have taken the brunt the hardest.

In looking at the event calendars for the balance of 2020, most shows or public events have been cancelled or re-organized. Smaller events and outdoor shows are happening and hopefully as we get into the fall and early 2021, we will see more of the large shows headed back to a more historical nature. We do believe events of any kind will change in the way they are presented and attended. Safety aspects will be put into place that will likely become the “norm”.

As to the current situation? We need to be innovative and change our thinking and our approach. There is just so much opportunity out there, so finding ways to secure shipping customers will be paramount to our mutual survival. We think asking for same-day shipments is an area where we excel and can be effective for any customer that might need such services. Customized return of goods programs can be an approach. Services that require on-site set up or special delivery requirements can be handled through Airways very effectively. Even

going after regular hard goods from a customer that has always been trade show only is perhaps another path. If you have always been a domestic shipping agent only, then try in-bound or out-bound international or give selling ocean a try, we have all these service offerings readily available.

We are here to help with your ideas, objectives and provide superior service to your customers. Together, we have been through recessions and tough times before and we will survive this pandemic. Airways and Airways Agents offer the best the transportation industry has to give, together, there is nothing better in the way of effective handling of cargo and real customer service.

We are here, we are ready, and we sincerely wish you success as we together push forward. **Ken Center, CEO**



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