



Informa Testimonial February 2005

Informa first used Air Business Ltd as a mail consolidator for its overseas newspaper, journal and books post, some 15 years ago.

Since that time, the relationship has grown and Air Business are now the Distribution Management Company for every aspect of Informa's main product and general mail despatch.

This includes UK and overseas post, courier traffic, world wide hand deliveries of our daily newspapers, warehousing, fulfilment, data handling, air & road freight, books and directories - thus avoiding us at Informa having to employ a variety of different distribution and handling skills in-house. We can utilise the experience, facilities and buying power of Air Business.

During the last 8 years, this management role has been tendered for twice, and each time Air Business has acquired the role, mainly due to the wide range of services they offer a multi-format publishing company like ours.

We have found Air Business to be a good all round distributor with a hands on management policy, a quality customer service attitude and a very pro-active team seeking out new routes, suppliers and services throughout the world, to meet our needs at Informa, and our customers' needs in getting their products safely and on time.

As Informa's product range and demands have grown over recent years - so Air Business have adapted and grown to match.

I would not hesitate in recommending Air Business to any company needing a first class distribution service provider.

**Brian Waller**  
**Distribution Director**