

# Amid COVID-19 capacity crisis, AIT guarantees affordable air freight for pharmaceutical manufacturer

## The Summary:

One of the world's largest pharmaceutical manufacturers turned to AIT Worldwide Logistics for a dependable U.S. air import solution when their incumbent—a top 10 global forwarder—struggled with the COVID-19-induced air freight capacity crunch.

*"[AIT Worldwide Logistics] just does it so much better than the big multinationals." – Pharmaceutical manufacturer*

## The Challenge:

### Sky-high air freight rates, dwindling capacity

In the first and second quarters of 2020, the client needed to plan for the import of several thousand pallets of temperature-sensitive pharmaceutical cargo from Ireland to the United States ASAP. However, their incumbent forwarder was unable to provide consistent, cost-effective air freight pricing.

## The Solution:

### Pre-arranged, 30-day fixed air cost

AIT's seasoned Life Sciences and procurement experts proposed a block space agreement with an airline that would not only provide a fixed rate on air freight for 30 days, but also guarantee capacity for the client in an extremely constricted market. And AIT supported this lift with full aircraft charters.

## The Result:

### Consistent, reliable temperature-controlled delivery

In addition to overseeing the shipment of more than 3,000 pallets across 20 months—with zero temperature excursions—AIT also assumed responsibility for cargo shipments out of an additional location previously managed by the incumbent. Most importantly, amid a global economic crisis brought on by the pandemic, AIT delivered dedicated lift and 30 days of predictable rates the client could rely on for sound financial decision making.

## The AIT Difference Makers

- Where large multinationals expect customers to conform to their processes, AIT designs **custom-fit client solutions**
- AIT's [Good Distribution Practices-certified life sciences control tower](#) functions as a central hub for effective communication and decision making throughout the shipping process
- [In-house customs brokerage](#) and **Wheels Up Customs Clearance Program** improve transit times by a full day via in-flight customs clearance

## Discover what AIT can do for you

For more information about AIT's cold chain solutions, contact Life Sciences Solutions Director, Bill Freidel at [wfreidel@aitworldwide.com](mailto:wfreidel@aitworldwide.com) or (630) 354-7362.