



EDITOR FOR IMMEDIATE RELEASE

GUARALDI HEADS ANS SALES IN SFO

The direction of Airline Network Services' sales activities in Northern California has been assumed by Norm Guaraldi, it was announced by Jens Tubbesing, chief executive of the New York-headquartered general sales agency.

Guaraldi, a United States Air Force veteran who entered the commercial air transportation industry four decades ago, spent by far the greater part of his career with United Airlines. Most of that experience was on the cargo side of the business, serving initially in operations and eventually in sales and service instruction

At one point Guaraldi was assigned to perform as an automation specialist in United's passenger department. However, he was soon returned to the cargo department in the capacity of regional sales support manager, followed by appointment as cargo sales account executive.

After retirement from the airline in 2003, Guaraldi for a time with Global Sales Solutions.

"Norm Guaraldi's broad-based cargo experience represents a vital plus-factor for ANS' customers in the Northern California area," Tubbesing stated.

ANS operates facilities in Atlanta, Chicago, Dallas, Los Angeles, New York, San Francisco and Seattle.

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