



## Capability Statement

**ImEx Cargo, LLC** is an Airline Cargo Sales Agent partner choice for New England, New York and New Jersey territory providing a local market presence to enhance cargo sales, service, operations and marketing for airlines and steamship lines. ImEx Cargo President Michelle DeFronzo founded the company in 2000 because of her commitment and passion for Cargo logistics and transportation. In our 25+ years, we are well-known for providing shipping/ logistics management/ transportation/ supply chain management & solutions. Our employees are reliable, versatile, flexible and multitasking workers who can communicate in several languages. ImEx Cargo, LLC specializes in transporting products locally, internationally and domestically.

## Core Competencies

- **General Sales Agent**
  - GSSA services for our airline partners
- **3PL/4PL Service**
  - Distribution/ Warehousing/ Logistics
- **Specialized Cargo**
  - Oversized/ Dangerous Goods/Perishable etc.
- **Government Contractor**
  - City | State | Federal Partnering Opportunities
- **Supplier Diversity**
  - Supplier Diversity program

## Services

- Cargo Sales
- Service Agent
- Worldwide Shipping
- Supply Chain Management
- Import/ Export
- Neutral Wholesaler
- 3rd Party Logistics Provider
- Marketing
- P.R.
- Finance Service
- Operation Management

## Differentiators

- 25 years of experience in cargo sales, service, operations and marketing providing creative logistics supply chain solutions.
- Build and grow lasting relationships with Customers/ Agents /Airlines and Partners alike from around the world to deliver best in class service.
- Offer contracting benefits available from local, state and federal agencies enabling us to acquire more business opportunities for our airline partners and customers alike.
- Represented 3 of the top 20 all-cargo airlines in the world to include: AirBridge Cargo, Amerijet, Air Jamaica, Polar Air Cargo, Cathay Pacific Cargo, Air Transit, Gulf Airways, Czech Airlines and DAS Air Cargo.

## Past Clients

- |                   |                        |                  |
|-------------------|------------------------|------------------|
| ▪ AirBridge Cargo | ▪ Polar Air Cargo      | ▪ Gulf Airways   |
| ▪ Amerijet        | ▪ Cathay Pacific Cargo | ▪ Czech Airlines |
| ▪ Air Jamaica     | ▪ Air Transit          | ▪ DAS Air Cargo  |

## Awards

- 2018 Goldman Sachs 10,000 Small Business Alumni
- 2017 SBA Emerging Leaders Alumni
- 2017 Nominated for National Exporter of the Year Award
- 2016 Boston Small Business Excellence Award
- 2016 The Caribbean Foundation of Boston's 33rd Annual Appreciation Awards
- 2015 National Association of Professional Women (NAPW) V.I.P. inductee
- 2015 Cargo Airline of the year Award

## Company Data

DUNS: 079767144

CAGE: 7MGB5

FEIN: 47-4148843

Certifications: DBE WBE WOSB  
WBENC ACDBE  
EDWOSB



## NAICS Codes

- 484220 Specialized Freight (except Used Goods) Trucking, Local
- 423320 Brick, Stone, & Related Construction Material Merchant Wholesalers
- 423390 Other Construction Material Merchant Wholesalers



## Contact Us



(617) 718-4639

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(For immediate assistance on rates/ bookings)

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