

Oman Air chooses AVS GSA in Malaysia



Kuala Lumpur – 16 April 2019. From 1 April 2019, AVS GSA becomes Oman Air’s exclusive GSSA (General Sales and Services Agent) in Malaysia. Within three months of appointment as the GSA (General Sales Agent), AVS GSA has bagged the contract to be Oman Air’s GSSA, which demonstrates the quality and efficiency of this new partnership.

Now into its tenth year, Oman Air Commercial Cargo division has carved a unique position among freight carriers in the Middle East. With AVS Malaysia’s vast experience and strong presence in the designated markets, Oman Air will be able to develop its activities and services, not just in Malaysia but also make further inroads to the South East Asian markets.

The new partnership will assist Oman Air to further strengthen its position with two daily flights departing from Kuala Lumpur (KUL), operated by A330 & B787 aircraft. The main routes to be marketed under this agreement are the Middle East for oil, gas and perishables and Europe for electronics with an expected 7000 tons of goods to be carried annually.

Mohammed Al Musafir, Senior Vice President – Commercial Cargo, Oman Air, said: “We are delighted to appoint AVS GSA (ECS Group) in Malaysia as our GSSA partner for marketing Oman Air’s cargo sales and services to our customers. The expansion in the volume of business from Malaysia since beginning of Jan 2019, when AVS GSA was appointed as the General Sales Agent for Oman Air Commercial Cargo, prompted us to award the Sales and Services agency to them. We are sure with their proven expertise and track record, Oman Air can look forward to a successful partnership.”

“We are extremely honoured by the trust that Oman Air has put in us by converting our CSA contract into a GSSA contract in the space of a few months. It perfectly reflects the hard work that our dedicated team has put in on behalf of the airline,” says Thomas Ong, AVS GSA CEO Far East.

In addition, Oman Air’s decision to appoint AVS GSA in Malaysia further strengthens the bonds between the two partners, as ECS Group has been representing the Oman Air’s cargo business in Indonesia and Singapore for many years.

As a result, AVS GSA – which recently became a subsidiary of ECS Group – is positioning itself as a major player in the GSSA sector in Malaysia.



ABOUT ECS GROUP

ECS Group is the world leader in GSSA business, serving airlines. Representing hundreds of companies in over 47 countries through its 148 offices, ECS group knows it can count on its 1103 employees around the world to offer high quality service tailored to each of its partners. Thanks to this ever increasing network, this year ECS Group has carried over 1,163,285 tons on behalf of the airlines it represents and, in this way, contributes to their growth and development on the international stage, in the air cargo sector. ECS Group has received many awards from its peers and is the favoured partner and go-to GSSA in the cargo industry.

For more details, visit the ECS Group's website: www.ecsgroup.aero

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