



aviaservices

ONE STOP CARGO SHOPPING



What is Avia Services ?

- Avia Services cargo was created to cover the cargo sales area together with the cargo handling activities selling one product only in order to be “ A full Cargo Department of the Airlines”
- **Vision:**To provide your airline with a full a Cargo Sales Department in Spain (CSD), being fully responsible of bookings, handling and cargo loading o/b, plane or R.F.S.

Some facts about your future GSA..

- **We Account** through CASS (IATA Account) and possibility of direct billing to the freight forwarders
- **We have** a call Centre with a local call cost. (902)
- **We have** our own system for reservations .
- **We work** 365 Days/year no exceptions.



Spanish Stations

Two Offices for :

- CARGO BOOKINGS & SPACE CONTROL
- CARGO SALES TO FREIGHT FORWARDERS
- ADMINISTRATION /CASS ACCOUNTING OR DIRECT BILLING TO CUSTOMERS
- INVOICING CONTROL & SUPERVISION
- DIFFERENT PROMOTIONAL & MARKETING ACTIVITIES TO INCREASE SALES



Services provided by Avia Services on your behalf

- AWB follow up Customer contact.
- Claims
- Tracing control
- Cargo bookings, space control reservations in our own system or in your airlinereservations system as per your choice.
- Security measures coordination as per your airline updated regulations
- Supervision of handling and ramp ground operations agent.
- Import shipments follow up
- AWB control & distribution.



Sales & Marketing

- Commitment to promote your airline cargo product to cargo customers and prospects
- We will Maintain excellent relationship with cargo customers and freight forwarders in Spain.
- We commit to develop & expand the your airline market share every year.
- We will target and find in the Spanish market specific cargo products like perishables, machinery etc..
- We will target key forwarders to develop for your airline a consistent and regular business making frame and cooperation agreements



We are good in bussines because:



- **We avoid** conflict of interests as none of our current customers are your airlinecompetitors worldwide with no common destinations at all.

We have 100% Airline mentality, we all come from different airlines with a minimum of 15 years previous experience.

We Guarantee positive sales and market mentality to obtain the highyest yields during the contract period.

We work 365 days /year .. no exceptions.

Others: We are certified on airline weight and balance, load sheet, flight operations control, GSE, cargo load o/b , etc..

RFS & Cargo tools



- We have our own RFS company (**Herranz-Arribas**) with more than 70 trucks in MAD, BCN, BIO and VLC.
- We have our own RFS network to all the principal cities in western Europe.
- Any European destination can be contracted upon request
- Very good relationship with main ramp and cargo handling suppliers as per signed Partnership Agreements (Newco, Groundforce, WFS, among others)

Avia Services suggested mode of operation

- Avia Services fully responsible of all handling expenses, taxes, surcharges etc.. on behalf of your airline,
- we guarantee that you will not pay one single Euro on your Cargo activities from, within Spain. We pay in advance.
- Avia Services will pay an estimated fixed amount of Xxxx € monthly..



We guarantee...

- We can provide your Airline upon request of Handling Supervision with an Avia Services employee.
- Physical presence on the A/C, Truck to avoid cargo failures



Who to contact:

- *Angel Gimenez*
- *C.C.O.-Commercial Director*
- Tel : + 34 696 48 82 95 Mob
- + 34 677 17 20 84
- + 34 913 12 06 65

agimenez@aviaservices.es

www.aviaservices.es

C/ Gral. Pardiñas 92, 1ºIzq
28006- Madrid-
Spain

