



FLIGHT SUPPORT GROUP ASM EXPANDS IN INDIA AND BEYOND

News / Business aviation



Flight support specialist Aviation Services Management (ASM) is expanding with a move into a new headquarters at Dubai International Airport. The company now employs a team of 45 people and expects this to grow to 60 during the course of 2016. In addition to its Dubai base, it also has offices in Mumbai, Delhi and Goa (in India), as well as in Sri Lanka, the UK, Kenya and Italy.

ASM, which handles all aspects of trip support and ground handling supervision, also is boosting its presence in the Indian market with a newly rebranded subsidiary there called Aviation Travel & Tourism Services (ATTS). In addition to its head office in Goa, the company has a presence in both Mumbai and Delhi.

According to managing director Vito Gomes, around 40 percent of the 120 operators ASM supports worldwide are in the business aviation sector. He said that the volume of traffic the company is handling is currently increasing by around 15 to 20 percent each year, adding that he is eager to acquire some smaller trip support providers in Asia and Africa.

Operating 24/7, ASM can arrange fuel in around 3,000 locations worldwide, and through its network of local agents can make handling arrangements at about 850 airports. Almost half of its employees are qualified flight dispatchers. In addition to fueling and ground handling, the company handles all arrangements for permits, slot requests, catering, visas, credit and concierge services.

“We are different from other companies because we provide more additional services,” Gomes told AIN. “For instance, in India we are supporting foreign charter operators who need to get an inbound tour operators license to fly into the country, and we support every aspect of their trips.” He added that a lack of suitable infrastructure continues to be a challenge for operators in India.

“Most aircraft operators [in India] have issues with language, communication, payments, approvals and permits from different agencies,” said Gomes. “By having ATTS represent operators it reduces the ground time of the aircraft and makes it easier for operators as they have an agency to settle all their payments.”

07 FEBRUARY 2016

SOURCE: AIN

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