

by 2017. The initial stage of development will require over €500,000 worth investment and the BGS expansion to Tallinn airport should create up to 30 new jobs in the area.

"Over the past several years we have significantly increased our sales in Poland. At the same time, BGS has presented numerous new products in Lithuania, including brand new IT solutions, ground handling personnel training and liquid ADR logistics for non-aviation customers. And we continue developing. BGS has already significantly extended its network of served airports, which would eventually allow us to offer continuous support to carriers throughout Poland and the Baltic states. The ability to serve the same air carriers in all major airports within the region will allow us to present our clients with much more flexible solutions, especially when it comes to pricing," explains Linas Geguzis, Chairman of the Board at BGS. "Our expansion to other Baltic states starts with Tallinn airport. The next step on the agenda is an entrance to the Latvian market."

Currently, BGS operates in two Lithuanian stations (Vilnius and Palanga) as well as four Polish airports (Warsaw, Krakow, Katowice and Radom). While supporting such carriers as Etihad Airways, Lufthansa, Turkish Airlines, Wizz Air, Air France and others, BGS



serves over 2.2m passengers and 15,000 flights per year. The company also supplies more than 200,000 tonnes of aviation fuel annually.

Shell on the shore

Shell Aviation has started operations at Brest Bretagne airport in France as the airport's exclusive supplier and operator. As part of the agreement, Shell Aviation will operate the fuel storage facilities and into-plane services at the airport through its subsidiary, Avitair and will be the sole provider of Jet A-1 and Avgas. Brest Bretagne, the biggest airport in Brittany and sixteenth largest in France, will support Shell Aviation's intention to expand at key locations with growth potential in Europe.

Malaysian acquisition enhances leasing company profile

TCR continues its global expansion plans with the acquisition of related GSE rental and servicing business Agriquip Machinery, in Malaysia: the new company will be known as TCR Malaysia. TCR has said that it will continue to deliver GSE rental, maintenance and fleet management services to Malaysia-based customers, with a view to expanding TCR Asia to meet customers' needs throughout the region. Donald Meulebroek, CAO for TCR International, commented:

"The establishment of TCR Malaysia is an exciting stage in TCR's continued expansion to be a world leading GSE solution business. We are very pleased to welcome the Agriquip team, who are a natural fit with TCR. Through continued focus on tailoring our services for each customer's unique needs, we have very high aspirations for the development of our Asia business, with an initial focus on delighting our customers in Malaysia."

AirAsia, Malaysian Airlines and Kuala Lumpur Airport Services are amongst TCR's Malaysian customers. In order to serve this customer base, TCR Malaysia will field 71

staff and have access to over 1,500 items of GSE. In all, six workshops will operate and 15 airports will initially be covered.

Retail advances for the OmniServ group

OmniServ, the European subsidiary of American aviation facility services provider Air Serv, has signed a partnership with Zain Capital, part of the Lakhraim Business Group, to establish a joint venture company, Air Serv Hospitality Services MENA. As a leading airport service contractor in the UK, serving over 15 airports including Heathrow, OmniServ is well positioned through the joint venture company to provide staffing solutions for retail, travel retail and operations to airports and airlines across the Middle East. Through the new partnership, Air Serv Hospitality Services MENA will work inside the Dubai Duty Free stores under the known trading name for retail activities, Blackjack Promotions, to provide product promoters and brand experts to promote a number of Duty Free brands, enhance the traveller experience and boost sales. Following this, the new company will be entering talks to offer a similar full service portfolio to airports and airlines across the region.

Substantial investment in Pakistan start-ups

Pakistan airport ground handling subsidiary Gerry's dnata has invested more than US\$4m in the launch of new operations in the country during this year. Gerry's dnata launched services at Multan International in May, opened at Quetta International in June and started service at Faisalabad International in July.

The Pakistani subsidiary expects to increase its staff numbers by 140 as part of building up its operations in Multan, Quetta and Faisalabad, dnata said.

"This expansion will help the industry continue to grow and meet the needs of the travel and cargo communities," stated Gerry's dnata Vice

President, Syed Haris Raza.

"Our new locations add cargo capacity, passenger handling capabilities and create new jobs, a good thing for the industry and the economy," he added.

Gerry's dnata is Pakistan's largest ground handler and has other operations at airports in Karachi, Lahore, Islamabad and Peshawar. President Gary Chapman has revealed that the company was also looking at acquiring airport operations in both Europe and the Americas.

In Brief

- Air India SATS Airport Services has been accorded IATA's Safety Audit for Ground Operations (ISAGO) registration for its operation at Indira Gandhi International airport in New Delhi.

- Abu Dhabi Airports' ground handling service provider, Dhajibet, has gained RA3 certification for cargo operations at Al Ain International airport. With the issue of the certification, EU-member states will recognise Dhajibet as a regulated agent, and confirm that it meets the security requirements for screening air cargo and mail entering the EU.

- Despite rumours, it looks as if Menzies will not be splitting up its retail and aviation divisions. There have been calls for such a separation which, some shareholders believe, would lead to greater profitability for the company overall. However, Ian Napier, Menzies' Chairman, has brushed aside any suggestion of change, stating that the board was united and the company's current strategy was deemed the right one to pursue.

- Ariana-NAS, a joint venture between National Aviation Services (NAS) and Ariana Afghan Airlines, has launched ground handling services in Herat and Kandahar International airports in Afghanistan, in a move that it is hoped will facilitate the integration of Afghanistan with the wider global economy.