

# COMPANY PROFILE



## BEL AVIATION LOGISTIQUE SARL (Bel Aviation & Logistics)

73, Rue 2371 BONAPRISO, Douala , RC/DLA/2017/B/3688  
NIU M09171264474M / Numéro Importateur: IF019335  
Web site: [www.flybelaviation.com](http://www.flybelaviation.com)  
P.O. BOX 13196 DOUALA CAMEROON  
TELEPHONE (+237) 243 684 786/ 694 269 069

### Activities : Airport Services & Facilitation & Agri-Food Products Imports



**Airlines and Carriers representation** - **Airport Services supervision** - loading supervision- administration, operational, commercial and stations management for passengers and cargo Carrier - airport support – Air transport and related services - follow up of landing and overflight permit - Quote price, organization, supervision of private/**charter flight on credit basis** - **Meet & Greet** , escort service for passengers, and crew – Catering supervision - **Ticketing** – Consulting for air activities and services- Sale of JetA1 for aircraft refuelling – Air freight forwarding of Goods and Dangerous goods – General Trade; **Airport safety and security** - **Flight Support- Air Logistics**

**Staff** : 34 Employees

**AREAS** : Douala Yaoundé Maroua Garoua  
Libreville Malabo Bangui Ndjamen

**Qualifications** : \* **AVIATION SECURITY** ( Basic 123 AVSEC - AVSEC recurrent - Pax , bags & CGO security - Aircraft & crew security) \***AIRPORT SAFETY** ( Safety Workshops Basic Airside Safety Awareness Human Factors - SMS ) \***LIVE ANIMAL REGULATION** (IATA AVI Training – Cargolux AVI) \***EXECUTIVE AVIATION** ( Basic Handling Rules Customer Care Reporting) \***DGR** ( Cat 6, Cat7, Cat8, Cat9 ,cat10 IATA) \***ULD MANAGEMENT** , \***CARGO SALES** ( Cargo Spot, Echamp )\***AIRLINES OPERATIONS** ( Flight Dispatch - Load Control - Loading Supervision- Ground Operations Supervision - Station Emergency Response Training – Human Factors - SMS ) \***TICKETING** ( Amadeus Galileo Sabre) \***MEET & ASSIST** , \***CUSTOMER CARE**

### Office working hours

Office working hours	Monday-Friday	08:00 am – 06:00 pm
Permanent office coverage	Saturday/Sunday	09:00 am – 01:00 pm
Ticketing/Meet & Greet /Airport Assistance/ Flight Support Ops:	24hrs /7days @ 365	

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## SERVICES CHART

Services offered	Customers						
	Carrier, Airlines, Operators	States & Administration	Business Men	Charter Organization	Import/Export Companies	International & Financial Organization	
	Aircraft Owner	Embassies & Armies	Gaz Oil & Fuel	Pilgrims			
Ground Handling	X	X	X	X			
Supervision							
Executive Aviation	X	X	X	X			
Flight Support	X	X	X	X			
Crew Management	X						
Airport Fees Prefunding	X					X	
Aircraft Leasing follow up	X	X	X	X		X	
Landing Permit & Overfly	X	X	X	X		X	
Authorizations Follow up	X	X	X	X		X	
Fuel Sales (Jet A1, AVGAS)	X						
Ticketing				X	X	X	
Meet & Greet	X	X	X	X	X	X	
Cargo Sales GSA PSA	X	X	X			X	
Cargo Acceptance	X	X	X	X	X	X	
Cargo Expedition	X	X	X	X	X	X	
Aviation Security	X	X	X				
Aviation Safety consultancy	X	X	X	X	X		

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## CONTACTS

### Contacts persons



Mr Batela Franck Edouard Operations Manager	694 249 069	admin@flybelaviation.com
Mr Kameni Jules Rostand Business Development	699 991 569	ops@flybelaviation.com
Mr Elvis James Tonyang Commercial & Marketing	699 098 410	customercare@flybelaviation.com
Mr DIKONGUE Glory General Manager	697 792 357	gm@flybelaviation.com

## INTERNATIONAL \* CUSTOMERS \* PARTNERS \* REFEREES

Airport Services & Facilitation		
<b>Small Planet Airlines Sp. z o.o.</b> 48 Krakowiaków Street Warsaw 02-255, Poland	Sebastian Skierczynski Ground Operations Manager	s.skierczynski@smallplanet.aero Mob. +48 605-655-495
<b>TUIfly</b> Beechavenue 43   1119 RA   Schiphol-Rijk  Nederland P.O. box 75607   1118 ZR   Schiphol Triport Nederland	Lisette Benjamins Manager Outstations	lisette.benjamins@tuifly.nl Phone: +31 20 8921 428 Mobile: +31 62 9570 367
<b>Astra Aviation Services Ltd</b> 46-48 High Street Burnham, Bucks SL1 7JP UK www.astra-aviation.com	Philip Eyre Director	Mob: +44 (0) 7880 500730 Phil.eyre@astra-aviation.com
<b>Access Flight</b> Support <a href="http://www.access.aero/">http://www.access.aero/</a> UAE, Dubai, Jumeirah Lakes Towers, Cluster F, Indigo Icon Tower, Unit No. 2808. P.O.Box: 95027	Safa Sallakhou Trip Estimate Executive	commerical@access.aero + 971 4 451 8077 (T) + 971 4 451 8087 (F) ARINC: DXBAF7X, AFTN: KHDQJSCX
<b>ASL Airlines Belgium</b> Rue de l'Aéroport 101 4460 Grâce-Hollogne Belgium +32 4 239 30 00 infoaslb@aslairlines.com	Sandrine Raets Commercial Manager	sraets@aslairlines.com +32 4 239 31 10 +32 477 89 13 84
<b>CARGOLUX AIRLINES INTERNATIONAL S.A.</b> Luxembourg Airport L-2990 LUXEMBOURG Grand Duchy of Luxembourg www.cargolux.com	Johan Cronje Assistant Manager Africa Operations  Vikraman PERUMAL Supervisor Africa Operations CV AFRICA	johan.cronje@cargolux.com T +2711 3901212   M +2782 372 5783   SITA LUXOGCV  vikraman.perumal@cargolux.com T +971 42822071   M +971 501007342   SITA LUXOGCV
<b>LTT Cargo &amp; Aviation Services Limited</b> Nigeria PO Box 12355 Ikeja, Lagos Suite 343B Royal Change Plaza Charity Bus stop Oshodi Ikeja Lagos	Opara A. Rosemary	rosemary@littaviation.com T +234 803 413 0750
Agri-Food Products Imports		
<b>NODE NEGOCE SAS</b> (Provider) 69,BOULEVARD EXELMAS75018 PARIS	Raphael Hatchaturian	rh@nodenegoce.com T +33668349022
<b>LCDP TRADING SARL</b> (Customer)	Seidou Montreux	T +237 652 98 7878 seidoumontreux1@gmail.com
<b>Sawatpaiboon Rice Mill CO Ltd</b> (Provider) 999 M.8 Klong Klung Kampphaeng Phet – 62120 Thailande	Serif Ozturk	serif-ozturk@hotmail.com.fr T +905416676454

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## SWOT ANALYSIS FOR FLIGHT SUPPORT MARKET

<b>STRENGTH</b>	<b>WEAKNESSESS</b>
<ul style="list-style-type: none"> <li>✓ Partnerships with Carriers</li> <li>✓ Partnership/agreement with other flight support Agencies</li> <li>✓ Experienced inflight support Market</li> <li>✓ Availability of trained staff</li> </ul>	<ul style="list-style-type: none"> <li>✓ Finances</li> <li>✓ Financial support</li> </ul>
<b>OPPORTUNITIES</b>	<b>THREATS</b>
<ul style="list-style-type: none"> <li>✓ Rebuild a good or better image through an effectiveness of prefunding of airport charges.</li> <li>✓ Communication, Marketing, and commercial plan</li> <li>✓ Conquer domestic market working in partnership with national, sub-regional and international operators</li> <li>✓ Reviving of economy (oil &amp; gas in sub-region)</li> <li>✓ Extension of activities in sub-region (Malabo Ndjamenang Bangui Brazzaville Bata )</li> </ul>	<ul style="list-style-type: none"> <li>✓ Competitors : Camport Plc, Unauthorized entities acting against standard</li> <li>✓ Misunderstanding with other handling companies,</li> <li>✓ Confusion due non adapted regulation</li> <li>✓ Civil aviation authority for authorization and permit</li> <li>✓ National regulation not favouriting civil aviation &amp; flight support development</li> <li>✓ Lack of infrastructures</li> </ul>

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## PROMOTORS

 <p><b>BATELA Franck Edouard</b> CADRE DES OPS AERIENNES EXPERIENCE : 25 ANS DONT 15 ANS EN AVIATION CIVILE Tél. : +237 694 269 069</p>	<p><b>DOMAINE DE COMPETENCE</b> Station Management Commercial &amp; Marketing Aviation Safety &amp; Security Ground Handling</p> <p><b>EXPERIENCE 2004 - 2018</b> Swissport /Campport Swiss Inter. Airlines Askya Airlines Bel Aviation Logistics (Cargolux GSHA) Douala - Johannesburg Cotonou- Lôme- Yaoundé Zurich- Malabo</p>	 <p><b>KAMENI Jules Rostand</b> CADRE DES OPS AERIENNES EXPERIENCE : 16 ANS EN AVIATION CIVILE Tél. : +237 699 99 15 69</p>	<p><b>DOMAINE DE COMPETENCE</b> Station Management Commercial &amp; Marketing Ticketing Meet &amp; Greet Ground Handling Operations Supervision</p> <p><b>EXPERIENCE 2002 - 2018</b> CEIBA Intercontinental Bel Aviation Logistics Cargolux GSHA</p>
 <p><b>Catherine SONG NDJENGWES</b> CADRE DES OPS AERIENNES EXPERIENCE : 15 ANS EN AVIATION CIVILE Tél. : +237 691 94 00 60</p>	<p><b>DOMAINE DE COMPETENCE</b> Station Management Crew Management Commercial &amp; Marketing Ticketing Operations Supervision</p> <p><b>EXPERIENCE 2003 – 2018</b> Cotair S.A. Virgin Nigeria/Air Nigeria Aero Contractors Bel Aviation Logistics Cargolux GSHA</p>	 <p><b>Sylvanus Ndinacho</b> CADRE DES OPS AERIENNES EXPERIENCE : 12 ANS EN AVIATION CIVILE Tél. : +237 677 96 35 19</p>	<p><b>DOMAINE DE COMPETENCE</b> Corporate Sales Station Management Commercial &amp; Marketing Management Ramp Safety Ground Handling Operations Supervision</p> <p><b>EXPERIENCE 2006 – 2018</b> Swissport/Campport Lufthansa / Air France Iberia / Ethiopian Airlines Chronos / Ponto Azul Bel Aviation Logistics Cargolux GSHA</p>
 <p><b>DIKONGUE Glory</b> ADMINISTRATEUR D'ENTREPRISE EXPERIENCE : 22 ANS Tél. : +237 697 79 23 57</p>	<p><b>DOMAINE DE COMPETENCE</b> Management des Entreprises Administration &amp; Finance</p> <p><b>EXPERIENCE 1996-2018</b> Cabinet ALECAM Cabinet CAMAT Société SOLET S.A. Société SOMAFILS S.A. Bel Aviation Logistics Cargolux GSHA</p>		
 <p><b>PRISO Junot Eric</b> CADRE D'ENTREPRISE EXPERIENCE : 13 ANS EN AVIATION CIVILE Tél. : +237 678 66 36 56</p>	<p><b>DOMAINE DE COMPETENCE</b> Aviation Security Doc Check Profiling</p> <p><b>EXPERIENCE 2005 – 2018</b> SICASS Cameroun Bel Aviation Logistics Cargolux GSHA</p>	 <p><b>SAAH Ngueko Aimé V.</b> ENTREPRENEUR, CADRE D'ENTREPRISE EXPERIENCE : 15 ANS Tél. : +237 699 442 227</p>	<p><b>DOMAINE DE COMPETENCE</b> Road Cargo Sea Cargo Negoce Business Development</p> <p><b>EXPERIENCE 2003 – 2018</b> ALAIN MANI CARGO Bel Aviation Logistics Cargolux GSHA</p>

