

Welcome to AirlinePros, an award-winning global network providing Representation, Distribution, and Commercial solutions for airlines and the travel industry. Our mission is to partner with professionals who share our principles and deliver unparalleled value for our airline clients, trade partners, and travelers. At AirlinePros, we love what we do and we do what we love, which helps us take you to greater heights!

## PRECISION AIR (PW)



Backed by 30+ years of experience, Precision Air is one of the most reputable and reliable airlines in East Africa. Founded in 1993, it started as a private charter service ferrying tourists from Arusha, Tanzania, to the Serengeti National Park and Ngorongoro Crater. Kenya Airways (KQ) acquired a 49% stake in the business in 2003. Today, Precision Air's headquarters are in Dar es Salaam, and its main base is at the city's Julius Nyerere International Airport. KQ still owns 41% share, while PW's network has grown to include a range of destinations, including Zanzibar, Kilimanjaro, Nairobi, Dodoma, Kahama, Mbeya, Mtwara, Tabora, Mwanza, and Seronera (Serengeti National Park). PW also operates charter and cargo services.

### Destinations to go wild about!



Discover these destinations

## OUR AIRLINE PARTNERS

IATA CODES	TKTG CODES	AIRLINE NAME
30	452	Air Arabia Maroc
KC	465	Air Astana
BP	636	Air Botswana
PX	656	Air Niugini
HC	490	Air Senegal
KX	378	Cayman Airways
FN	334	fastjet
6E	312	IndiGo
AZ	055	ITA Airways
KQ	706	Kenya Airways
TM	068	LAM Mozambique
LQ	961	Lanmei Airlines
QV	627	Lao Airlines
LM	682	Loganair
OM	289	MIAT
NP	325	Nile Air
PW	031	Precision Air
BI	672	Royal Brunei
WB	459	RwandAir
DT	118	TAAG Angola Airlines
5U	911	TagAirlines

## AIR ASTANA (KC)



Air Astana, the flag carrier of Kazakhstan, belongs to the largest airline group in Central Asia and the Caucasus region. Key international destinations include the UK, Turkey, India, Thailand, Uzbekistan, Georgia, the Gulf, and China. The airline has an outstanding reputation for customer service, efficiency, and safety standards and operates a modern fleet. It will take delivery of three new Boeing 787-9 Dreamliners in 2025, enabling some exciting new long-haul route development opportunities. In 2023, Air Astana received the Skytrax award for 'Best Airline in Central Asia and the CIS' - for the eleventh time! It also won 'Best Airline Staff Service in Central Asia and CIS' for the second time.

### Experience the 'Best Airline in Central Asia and the CIS' (Skytrax)



Discover these destinations

## AGENT'S CORNER



- From **June 15, 2024**, Precision Air will operate three weekly flights (Monday, Thursday, and Saturday) to **Seronera** in the heart of Tanzania's **Serengeti National Park**.
- Travel agents **earn 3% commission on PW bookings**.
- PW is a member of the **PAA Royal** loyalty program network. Customers who sign up can redeem points for **award tickets**, hotel accommodation, car rental, etc. Partners include the **Johari Rotana** hotel in Dar es Salaam, **Holiday Inn**, and **Bluebay Hotels Zanzibar**.
- Air Astana's loyalty program, **Nomad Club**, boasts more than 500,000 members from 155 countries. More than 30,000 prize tickets are issued annually.
- There are four tiers: **Blue, Silver, Gold, and Diamond**.
- Members earn points when buying partner products and services, and may use them on **hotel stays** and for **flights with partner airlines**.
- Nomad Corporate** is aimed at small and medium-sized enterprises. These members can earn points for business trips, free flights, upgrades, and other services.

## MEET OUR NEW SALES MANAGER, ITA AIRWAYS

AirlinePros Canada welcomes **Gabriela Duarte Villamar** as the newest member of its national sales team. Based in Calgary, Gabriela will represent ITA Airways (AZ), Italy's recently launched flagship carrier, and will manage the airline's relationship with the travel trade, driving gold-standard customer services and sales and developing new marketing strategies. Gabriela has worked in the industry for more than nine years and joined AirlinePros in 2020, working with Eastern Airlines and as a member of AirlinePros' global Customer Service Agent network. She especially enjoys the industry's fast pace and ever-changing market conditions. Congrats, Gabriela! We know that you'll soar in your new role!



GABRIELA DUARTE VILLAMAR

## BUILDING BRAND AWARENESS



Pictured (l to r): the Tanzanian High Commissioner to Canada, H.E. Joseph Edward Sokoine, and AirlinePros Canada Director Karl Müller.

AirlinePros understands that promoting a destination is a collaborative effort that can significantly boost demand and drive airline ticket sales. In April, we joined forces with the esteemed Tanzanian High Commission at the Ottawa Travel & Vacation Show to promote Precision Air and the destination Tanzania. 17,000 visitors were expected at the event, widely recognized as Canada's foremost B2C travel show.

## NEWS AND EVENTS

### AirlinePros to represent Air Botswana in Canada



Air Botswana, Botswana's national carrier, has appointed AirlinePros International as its General Sales Agent (GSA) for Canada and renewed its relationship with the company in the USA.

[Read More](#)

### AirlinePros at ATPCO Elevate + TravelConnect



Pictured above: Jackson C Gerst III; Anil Asokan; Gena Crowe; Jerry-Max Theophile; Judith Kolakowski; Lynette Dmello; Xavier Masule; Shreyas Nanavati; James Foster; and Achma Asokan.

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### Precision Air enhances fleet



Precision Air has added another ATR 72-500 aircraft with 72 seats to its fleet. The airline described the development as symbolic of its commitment to providing an exceptional travel experience and meeting the needs of its customers.

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### Air Astana boosts Summer flights



Air Astana has transitioned to its Summer flight schedule, which means increased frequencies to several international destinations and the return of seasonal services. For the upcoming season, Air Astana has re-added non-stop flights between Astana (NQZ) and Seoul Incheon (ICN), in addition to its daily flights connecting Almaty (ALA) and the South Korean capital.

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Could you answer last month's quiz question?  
We asked: What is the name of Kenya Airways' loyalty program.  
The answer: **Asante Rewards!**



## WIN A GIFT VOUCHER

What is the name of Precision Air's new destination?

Clue: Safari experts call it the predator capital of the world!

The first travel agent to e-mail their name, agency name and the correct answer to [AirBorne@AirlinePros.com](mailto:AirBorne@AirlinePros.com) will win a \$25 Amazon voucher!

Please send in your answer with agency details to [AirBorne@AirlinePros.com](mailto:AirBorne@AirlinePros.com)