
'Armavia's Pretentious Programs

By Naira Khachatryan
Hayots Ashkhar Daily - 8/7/2008

Negotiations with "Bowing" and "AIRBUS"

In the near future "Armavia" air-company is planning to open Yerevan-Los-Angeles flight without landing. The air-company is holding negotiations with "Bowing" to purchase planes for this purpose.

Yesterday owner of "Armavia" Michael Baghdasarov met with the Commercial Regional Director of "Bowing" Sergey Leshchinsky. Before the negotiations Michael Baghdasarov informed the journalists that recently he has hold similar negotiations with "AIRBUS".

"The final meeting will be in London on July 14. I think they will show us the planes there. As you know the flight is inter-continental, it will be difficult for transatlantic and our company to open this flight. That is why the choice of the plane is very difficult for us."

According to Baghdasarov the company is starting a dynamic development - high-quality flights. Though it is not very easy due to the increase of fuel prices. "At the moment many air-companies simply went bankrupt, but "Armavia" is trying to overcome all the difficulties."

The company has closed all the non-beneficial flights.

"As you know recently the number of our flights has 5 times increased, but at the moment we have to close two of them. One of them is Yerevan-Minsk, later we will announce about the second one. It will be the third flight to Dubai. Other cuttings are also possible."

But together with the before mentioned obligatory steps the director of the company is doing his best to provide a wide variety of flights for his clients. Yerevan- Marcel -Yerevan flight testifies to this. It is a very good opportunity for the Armenian community living in the South of France to have direct contact with their motherland and a result of the right business activity for "Armavia".

Thus the company will continue to extend its activity and the owner of "Armavia" insured that he is not going to sell the company.

"Those rumors are baseless. As for the rumors about cement factory, they are grounded. The latter will be sold and the money will serve for the development of "Armavia", to make it powerful."

Touching upon the purchase of the new airport M. Baghdasarov underscored that the conversation is about buying and not renting, because "AIRBUS" and "Bowing" usually sell their airplanes. "So we are going to buy two CRJ planes from London and in general from now on we are going to buy the planes."

The concrete conditions of the purchase of planes from "AIRBUS" and "Bowing" are at clarification stage. "We don't have final agreement neither with "AIRBUS" nor with "Bowing". I hope those companies will propose favorable conditions. Anyway we will choose the best option."

It was evident from M. Baghdasarov's speech that "Armavia" has got a pretentious development program. "In future we will have more planes, ,

because Armenia is becoming a transiting country. The latter can connect North with South and West with East."

The representative of "Bowing" who arrived in Armenia by "Armavia"'s plane was impressed by the high level of the company. S Leshchinsky said: "We are pleasantly surprised not only at the technical comfort but also the service that meets the demands of the international standards."

As regards the mutual cooperation and negotiations, he says the company is able to open an inter-continental flight without landing. "The only thing that we must do is to chose the right equipments. In my view it is too early to speak about the choice of the plane's type and cooperation. But the first meeting showed that actually it is possible."
