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FLYING HIGH

An Exclusive with ALS CEO,
Shakeel Khan

By: Nicholas Paul Griffin

➔ **Strategically** located in Nairobi, ALS' Kenyan base allows it to gain access to many markets within Africa.



Shakeel Khan
CEO, ALS

Kenyan airline ALS commenced operations in 1985, starting with just one Cessna C-150, which was initially leased out to a flying school. Over the years the company has seen steady growth, and is today considered an industry leader.

ALS offers a range of customised and comprehensive aviation solutions that benefit airlines, humanitarian operations, oil/resource exploration, and VIP clientele. The team comprises of professional, qualified, and experienced staff committed to providing an unparalleled aviation service.

Strategically located in Nairobi, the airline's Kenyan base allows it to gain access to many markets within Africa. There is currently a great need for airlines like ALS to provide capacity for air travel both regionally and domestically.

"One big dream, a lot of faith, unmatched

determination and one pilot," says company CEO Shakeel Khan. "That is all we needed to make it work. We have had to overcome a lot of challenges and hurdles to get to where we are today."

Pioneering Aircraft Leasing

"ALS is a pioneer in its segment," says Mr Khan. "We were the first operator to introduce the Caravan C208 in Kenya, and now there are over 200 C208's operating in the country. We were also one of the first operators to introduce the Beechcraft 1900—a twin engine, pressurized aircraft."

ALS was just the second operator to introduce the Dash 8 into Kenya, and first to introduce the E135/E145 jet, making it a market leader of its time. The company's dynamic team has used its expertise to help the organisation succeed and become what it is today.

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One big dream, a lot of faith, unmatched determination and one pilot. ALS is a pioneer in its segment.”

Shakeel Khan

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ALS Terminal in Nairobi, Kenya

➔ **ALS** offers a range of customized and comprehensive aviation solutions for the benefit of Humanitarian Operations.

➔ **ALS** has recently completed its IOSA certification process becoming a part of the elite list in international aviation.



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Our vision is to be amongst the leading providers of customised aviation solutions worldwide.”

Shakeel Khan

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In earlier years, the airline introduced local pilot training, a field previously dominated by foreign operators.

ALS is the only airline aside from Kenya Airways to be IATA Operational Safety Audit (IOSA) certified, making it part of the elite list in international aviation.

“ALS’ mission is to provide quality aviation services,” explains Mr Khan, “while adhering to the highest certification, safety, and security standards.

Our vision is to be amongst the leading providers of customised aviation solutions worldwide.”

The company is proud to have successfully passed the audits and supplier qualification requirements of global organisations such as the World Food Programme (UNWFP), the International Committee of the Red Cross (ICRC), the Medicins Sans Frontieres (MSF), Rwanda Air and Woodside Energy.

Diversified Company

Mr Khan is full of praise for the company team, which he admits contributes greatly to the previous success and continued growth of ALS. The company’s staff consists of staff members from a diversity of backgrounds.

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ALS has successfully passed the audits and supplier qualification requirements of global organisations such as the World Food Programme (UNWFP)

"The fact that ALS is a diversified company owning shares in various companies such as Safarilink, Scenic Air and Heliservices, all based in Kenya, also ensures that we grow not only in our segment but other related segments as well, such as safari tours, scheduled flights and helicopter services amongst others."

ALS also provides Aircraft Crew Maintenance Insurance (ACMI) leases also known as a wet lease, as well as dry leases within the region. In addition, the company is able to provide specialised and VIP charters upon request.

"We were the first operator to provide scheduled flights between Nairobi and Lokichoggio, during our 5-year partnership with our national carrier, Kenya Airways. As we own our own aircraft maintenance organization (AMO), we also provide maintenance services, not only for our aircraft but also aircrafts owned by other operators."

The company has developed a large network of international operations over the years, building a reputation for excellence in safety, operational reliability, engineering and maintenance, and customer service.

➔ **ALS** also provides Aircraft Crew Maintenance Insurance (ACMI) leases also know as a wet lease, as well as dry leases.

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ALS recently acquired a Bombardier (Dash 8-200) and the complete fleet includes an Embraer 145, Embraer 135, Bombardier (Dash 8-100), Beechcraft 1900 and a King Air B200 aircraft. The company also holds a joint venture with a Kuwaiti group for the operation of Embraer jet aircraft.

After several years of sustained success, Mr Khan is clear that the company is continuing to head in the right direction: "In the near future we are planning on expanding our fleet by acquiring the Dash Q400, which is a 70 seater turboprop." ■ **ASPIRE**





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