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CSI Aviation to Aid University Athletics with Improved Air Charter Management, Cost Control

34-year old company says university sports teams are often plagued by hidden fees and a lack of integrity in the air transport bidding process

ALBUQUERQUE, N.M. — As part of its expansion and rebranding efforts, international aviation support and logistics company CSI Aviation announced today that it intends to aid universities in finding, securing and managing air charter services for their athletic programs. The company is now marketing a program that will help ensure a university's best interests are protected as it negotiates for air charter services.

Every year, universities rely heavily on air charter companies to transport their athletic teams and equipment across the country for sporting events. In recent years, however, it has become more and more common for universities to be hit with hidden fees and charges that were never part of the original air charter agreement. Because CSI Aviation has been managing air charters for more than 30 years and understands the university athletic business, the company is now offering its services to aid them in finding the right air charter program to fit their needs.

“Over the past few years, universities nationwide have been hit with additional costs that are above and beyond the awarded price,” said Michele Martinez, Vice President of Sales and Operations at CSI Aviation. “Not only are the hidden costs disingenuous, but they diminish the integrity of the bid process. Since we understand the aviation business, we want to help universities get the best air charter services for the best price, all while also ensuring that the aircraft options offered are in the best interest of the university.”

As part of this new program, CSI Aviation will obtain and disclose air carrier prices, negotiate pricing with air carriers, review contracts, provide expert recommendation, and more.

The CSI Story

CSI Aviation is a service-oriented, Albuquerque-based company that was founded in 1979 by Allen E. Weh. With a \$25,000 bank loan, hard work and great vision, Weh built CSI Aviation from a one-man business into one of the world's most respected aviation support companies. The CSI team specializes in designing and implementing complex air transportation programs that include everything from emergency evacuation and movement of people to retrofitting aircraft to accommodate special security or delicate cargo transport needs.

CSI Aviation operates globally and serves customers that include Fortune 500 corporations, federal agencies, athletic organizations, the film industry, energy and oil and gas industries, and more.