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### No Headline

*By Richard Lee  
Business Editor*

Every day, hundreds of workers in the air travel industry refer to software developed by Greenwich-based PASSUR Aerospace Inc., to track flights and assist them in their daily support operations. Now, PASSUR has expanded its clientele with the addition of Universal Weather and Aviation Inc. (UVair), which has contracted for the PASSUR suite of software, including its PASSUR Fuel Portal, which it will use for marketing and customer support.

"Accurate, reliable customer information and the ability to best serve our customers is critical to our organization," said Greg Cox, vice president of UVair. "PASSUR Fuel Portal software provides a level of information and analytics that is completely unique to the industry, allowing us to target our most profitable opportunities while in turn providing the superior level of personalized support our clients have come to rely on each and every trip."

PASSUR Fuel Portal provides information on pricing fuel and maximizing volume for organizations, such as fixed based operations, in selling fuel in the corporate market.

Fuel Portal users can access customer information to determine the right price based on live and historical customer behavior, and the maximum potential volume sale based on PASSUR-developed algorithms.

"As with other PASSUR products, this new module combines the most accurate information with innovative decision support technology to improve the financial performance of our customers," said Jim Barry, president and chief executive officer of Passu rAerospace. "With the price of fuel at historic levels, PASSUR Fuel Portal has become a critical differentiator for our corporate customers."

Fuel Portal was introduced about a year ago to PASSUR's suite of software.

Fixed base operators are logical users of the technology, said Ron Dunskey, vice president of marketing and new product development, because their customers are private aircraft operators.

"This helps them devise a super-defined target list," he said, adding that more than 200 FBOs use PASSUR technology, including the Millionair operation at Westchester County Airport.

"We use it to track incoming and outgoing aircraft. We were the first FBO to get it," said Janette Licastro, customer service manager. "We also use it as a marketing tool."

Founded in 1959, UVair offers a range of services to business aviation operators including flight planning, weather briefings, online tools, its UVair fueling card, ground support and UVdatalink air-to-ground communication.

"Fuel Portal is an interesting product. PASSUR customers, like an FBO, use it to predict what a customer's aircraft is going to need for the next leg of its trip. It helps an FBO to manage its fuel inventory and anticipate a customer's need ahead of time," said Matthew Thurber, a senior editor at Airline Business magazine.

More than 85 airports worldwide use PASSUR's Web-based Airport Monitor which allows residents near an airport to log on and view "near-live" airspace conditions and replay flight events if they have noise

concerns.

The goal is to improve relations with residents, according to PASSUR.

PASSUR Aerospace announced a net profit of \$127,000 in the second quarter ended April 30, compared with a net profit of \$115,000 for the same quarter last year.

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