

Indianapolis Aviation Inc.

Indianapolis, Indiana



Indianapolis Aviation Inc. (IAI) is a full-service FBO, flight school, sales, charter business, and the only FBO based at the Indianapolis Metropolitan Airport. In addition to 40 daily “transient” customers, IAI serves a regular base of 75 private and 25 corporate customers, with a total of more than 200 planes hangared at the facility. Because there are five other airports within 10 miles, IAI knows that pilots have plenty of competitive options, so customer service is a top priority.

The Challenge

For IAI, it’s critical to give pilots aviation-specific weather data that covers both local and national weather conditions. The local weather in Indiana is a mixed bag, with thunderstorms in summer and winter bringing low ceilings and icing conditions. IAI needs to stay on top of local conditions not just for flight planning purposes, but also to ensure they protect aircraft and equipment on the tarmac from severe weather.

And of course, pilots need to know about weather conditions from wheels up to touch down in order to file a safe and efficient flight plan. “They are changing flight plans according to what they’re seeing,” said Jim Martin, chief pilot at IAI. “They will look at weather and the radar and adjust their flight accordingly.”

The Meteorlogix Solution

Because top-notch aviation weather is an important customer service issue, IAI turned to Meteorlogix and selected the industry leading MxVision AviationSentry® system. MxVision AviationSentry is designed from the ground up for pilots, giving them a fast, accurate, and complete weather briefing. Among many other features, the system provides single-click access to key aviation weather graphics, radar updated every five minutes, and it quickly and automatically captures weather information along the entire flight path.

The Results

IAI has been a Meteorlogix customer for several years now and upgraded their system in March 2004. Martin estimates that more than 50 people use the system at his facility, and he considers MxVision AviationSentry critical for customer service and overall operations at IAI. "We incorporate it right into our flight school training. We keep it out where everybody can see it and use it. People have come to expect it now. I don't think people realize how much they depend on it."

Martin said reaction to the latest version of MxVision AviationSentry has been great: "Pilots absolutely like the upgrade. It's much more point and click, and that helps a lot. The ease-of-use is almost bullet-proof, much greater than other systems. There's more real-time weather, and the reports are really useful. I like the text reports and radar charts— I'll print route reports for pilots to take in the cockpit so they can refer to them in flight."

And based on first-hand experience, Martin can vouch for the value of the alert feature: "One day last summer we knew there was a storm coming, but we didn't realize how soon it was coming until the alert started beeping. We were able to get our planes in the hangar before this thing hit and trashed the rest of the airport."

The Client's View

"MxVision AviationSentry gets the weather dead-on. I'd hate to be without it."

— Jim Martin, chief pilot, Indianapolis Aviation Inc.

About Meteorlogix

Meteorlogix, DTN's brand of commercial weather services, delivers industry-specific weather management capabilities for its customers to manage business risks, maximize personal safety and minimize financial loss. DTN, a private company based in Omaha, Neb., is the leading business-to-business provider of real-time information services across multiple vertical markets including agriculture, energy, commodity trading, and other weather-sensitive industries. The company delivers on-demand market information, commodity cash prices, industry news and in-depth analysis, and location-specific weather to over 120,000 subscribers.



www.meteorlogix.com toll•free/ 800•610•0777

© 2005 Meteorlogix, LLC Meteorlogix is a trademark and the property of Meteorlogix, LLC.
All rights reserved. All other trademarks are the properties of their respective owners.