

## **Private Jet Services and LEAD1 Launch Five-Year Air Travel Program for U.S. Colleges**

*PJS and LEAD1 introduce a collective air charter purchasing program to address reduced inventory and soaring costs in collegiate sports team air travel.*

BOSTON and WASHINGTON ([PRWEB](#)) January 31, 2019 -- Private Jet Services (PJS), the largest corporate aviation consultancy in North America, and the LEAD1 Association, which represents athletic directors from the 130-member schools of the Football Bowl Subdivision (FBS), today announced a five-year collective air charter purchasing program that secures air transportation from licensed carriers and offers participating schools a fixed hourly rate. The program also includes rebates of up to 20% for teams who participate for a three-year period.

The five-year program kicks off on February 15, 2019, and begins by providing air travel for the spring athletic season. As experts in managing long-term, large-scale strategic air sourcing programs, the LEAD1 award extends PJS' winning track record in sports team air travel service which began in 2003.

“We are delighted to partner with the LEAD1 Association and its members to create an innovative air charter program that delivers safety, reliability, and significant cost savings. PJS has designed and successfully implemented more of these team air travel programs than any other company in North America. This award by LEAD1 is a testament to the work of our employees and their efforts on behalf of our customers,” said Greg Raiff, CEO of Private Jet Services.

“Our schools spend over \$200 million annually on air charter travel,” said Tom McMillen, President and CEO of the LEAD1 Association. “A collective purchasing effort just makes economic sense when you have 130 schools individually contracting for air travel. Safety, however, will be our number one priority.”

In an effort to improve travel in college athletics, LEAD1 investigated the sharp decline in airlines participating in the air charter market. The reduced supply of charter aircraft and pilots created upward pressures on pricing.

To alleviate the problem, LEAD1 selected PJS as its air charter partner, in large part due to the firm's reputation for unfailing dependability, competitive pricing, decades of aviation expertise, and unparalleled commitment to safety. PJS created the collegiate and university air charter purchasing program based on their 15-plus years of supplying mission-critical flight solutions for both college and professional sports clubs. PJS is able to leverage its deep knowledge of team travel, extensive aviation resources, and meticulous contingency planning to develop a program that delivers the benefits of private air travel with minimal impact on athletic department travel budgets.

### About Private Jet Services

Private Jet Services Group is an expert private aviation solutions provider and offers specialized consultancy services to both individuals, travel coordinators, and large organizations around the world. Since 2003, PJS has provided mission-critical global flight programs and services for collegiate and professional sports clubs, the biggest acts in live entertainment, government agencies, and Fortune 500 companies. The company is built on a culture that reflects a deep passion for aviation and obsessive attention to detail. PJS possesses broad aviation resources, deep technical expertise, and provides a level of service and air travel safety that is unmatched in the



private aviation industry.

PJS is headquartered in the greater Boston area and has offices in London and San Francisco. For more information, visit the PJS website ([www.pjsgroup.com](http://www.pjsgroup.com)), or call +1 (603) 760-0500. Follow PJS online on Twitter (@Fly\_PJS), Instagram (@privatejetservices), LinkedIn, and Facebook.

#### About The LEAD1 Association

LEAD1 represents athletic directors from the 130-member universities of the NCAA Division I Football Bowl Subdivision (FBS). Key to the LEAD1 mission is influencing how the rules of college sports are enacted and implemented, advocating for the future of college athletics, and providing various services to our member schools. For more information, visit <http://www.LEAD1Association.com>.



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