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MacNair Travel Shares Government Contractor Best Practices Addressing Cost, Compliance, Competitiveness & Risk & Launches ContractorTravel.com

ALEXANDRIA, VA—April 20, 2010—MacNair Travel Management, a privately owned American Express Representative Office in the Washington, DC area, announced today a complimentary webinar titled “Best Practices in Federal Government Contractor Travel Management” scheduled for Thursday, April 29th at 12pm EST.

Government contractors have unique travel requirements, according to Mike MacNair, president of MacNair Travel Management. To help address this audience, MacNair Travel is also launching **Contractortravel.com**.

“Developing a more successful travel procurement system can enhance a contractor’s ability to win more contracts, make more money on them, retain contracts, and comply with the rules of contracts,” MacNair explains. “Using an expert in these areas can be an asset and we have specific examples that will benefit our customers and webinar attendees.”

MacNair with Bruce McIndoe, Risk Management Specialist and president of iJET Intelligent Risk Systems will share identified best practices including:

- **Cost.** Travel approaches based on contract types, policy development, and fare search expectations.
- **Compliance.** FTR/JTR, per diems, and Fly America compliance tools.
- **Competitiveness.** Data, deals, systems and speed to execution.
- **Risk.** Personnel, operations, data/equipment, financial, and reputation mitigation.

Travel managers having this knowledge can avoid pitfalls in the areas of inefficiencies, cost, and risk.

“Implementing and managing a successful travel procurement system is one way for contractors to avoid inefficiencies,” MacNair says.

Addressing risk, iJET’s McIndoe will discuss how travel management ensures an organization knows where all their travelers are at all times and having systems in place in case of emergencies.

MacNair Travel’s new site, **Contractortravel.com**, helps contractors navigate compliance with the Federal Acquisition Regulation (FAR) and its Parts and Sub-parts related to travel which is complex and includes operational, contractual, and financial factors. After 20 years of serving the government contractor market, MacNair says the company is packaging the unique products and services required by businesses which fall into this category to leverage this expertise for improved customer results.

“We will highlight our products for contractors including our proprietary Fly America Exception Report which helps save time and money,” he adds. “A Fly America Exception Report can help an organization confirm compliance with the Fly America Act and can be available in case of an audit.”

Travel managers have access to a wide range of web based and customized reporting tools designed to speed reimbursements, track and monitor travelers and expenditures, distribute costs to projects and document compliance with the FAR.

“Additionally, we know different policies may apply for direct and indirect travel, overhead and staff travel, group travel and sub-contractor travel,” MacNair says. “We have the tools, experience and options to address and leverage all of these types of travel to ensure value, support, control and productivity – delivering what we call ‘Travel Leadership’.”

Whether it is compliance with the Fly America Act, conformity with the Federal and Joint Travel Regulations (per diem structures), prime and sub-contractor obligations, or unique accounting requirements and documentation, MacNair has the experience to help contractors develop the policies and practices to stand up to the most rigorous DCAA review.

These efforts take the expertise and tools that MacNair is known for in supporting the complexity inherent in government contractor travel. MacNair is well equipped to provide this support and is consistently saving these organizations 10 to 20 percent over the national averages.

To register for the free webinar on **Thursday, April 29th from 12:00 – 1:00pm EST**, RSVP by April 28th to Rian Watson at rwatson@macnairtravel.com or 703-650-5256 and instructions will follow.

For interviews, contact Jennifer Thomas at jennifer@fsrventures.com or 239-573-0088.

Discover MacNair Travel Management/American Express:

Since 1989, MacNair Travel Management, a privately owned American Express Representative Office in the Washington, DC area, has helped organizations develop a clear Travel Management System that delivers unparalleled value and exceeds expectations. MacNair Travel Management is a Travel Leadership Consulting Firm (not just a Travel Agency) because of its proactive consulting toward the development of a cutting-edge travel plan, dedication to unbiased rate searches that save money and time, and dedicated service teams that build confidence. MacNair Travel Management is also an award-winning travel firm recognized for its technology innovations, customer service, team excellence, and expertise. Michael MacNair, author of *Smooth Landings*, conducts Travel Management seminars for many organizations, such as the National Business Travel Association, and is a frequent media spokesperson. For more information on how to become a customer or to attend a MacNair Travel Management program, visit www.macnairtravel.com or call 703-836-1100.