



**Travel
Services**
Representative

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MacNair Travel Defies the Odds and Reports a 27% Growth

ALEXANDRIA, VA - December 27, 2004 - MacNair Travel Management/American Express, a leading Washington, DC, area based travel and logistics consulting firm, announced today its preliminary financial results for the year ending December 31, 2004. Total sales were \$32,493,721, a 27% increase from sales of \$25,564,245 for the year ended December 31, 2003. MacNair Travel also produced nearly 60,000 transactions for its corporate and vacation clients, an increase of 47% over 2003 transactions totaling 40,500.

“We believe the results we achieved this year were due to the success of our involvement with over 300 corporate accounts, a strong relationship with preferred suppliers and vendors, and a phenomenal team,” stated Michael MacNair, President & CEO. “In the face of growing concern over the viability of the travel agency business model, our company made excellent progress in 2004. We are confident that our ongoing efforts to provide high-quality, innovative service will lead to further year-over-year growth in sales going forward.”

MacNair Travel saved its customers millions of dollars in airline ticketing costs as compared to the national average in 2004. This savings was calculated by using a recent study released by independent travel audit firm Topaz International. “Our average airline ticket price secured for more than 300 corporate clients in 2004 was \$364.31 lower than the national averages. This savings is \$14.41 more per ticket than what we saved our customers in 2003,” said MacNair. “We continually benchmark our performance to ensure an improved value for our customers.”

Topaz International audits 500,000,000 brick-and-mortar and on-line agency fares secured from organizations nationwide to determine national averages. Details of its benchmarking program can be obtained from Topaz's Web site at www.etopaz.com.

MacNair's Business Highlights

- Travel Management 101 Seminars
- Successful Scheduler Seminars
- Speaking engagements: NBTA's 37th Annual Convention and Tradeshow, the American Society of Travel Agents' National Convention
- 30+ New Corporate Accounts
- Media Attention: *Business Travel News, Travel Agent Magazine, Fortune Small Business, NY Times, Travel + Leisure, Washingtonian Magazine*

- Awards: American Express Vacations' *Best of the Best 2004*; Washington Consumers' Checkbook (Winter 2004-2005) - *The Checkbook's Top Rating For Quality*.

On Tap for 2005

- Travel Management 2005 Seminars
- Website Redesign
- MacNairport On-line Booking Tool Evolution
- Unique Process and System Refinements
- Dangers – Opportunities – Strengths Driven Development
- Personnel Development

MacNair Travel's 27% growth rate reflects three key items that MacNair Travel's team employs, according to MacNair.

1. Staff are trained to offer a wide range of fares to its customers - including Web fares and pricing on low cost carriers. New customers have been drawn to MacNair Travel for its fee and fare saving travel management systems.
2. Travel consultants invest time with their customers to develop enforceable travel management policies and procedures that encourage travelers to consider the most cost effective alternatives.
3. Client accounts receive the benefit of effective negotiated supplier discounts that deliver special value. Customers seek this dedicated service for complex travel needs, especially USAID contractors, nonprofit organizations, and associations.

For more information on MacNair Travel Management/American Express, contact Jennifer Thomas at 301-261-9640 or visit www.macnairtravel.com.

Discover MacNair Travel/American Express:

Since 1989, MacNair Travel Management - a privately owned American Express Representative Office - has helped organizations develop a clear and concise Travel Management System that exceeds defined goals (as opposed to just another outlet from which to buy tickets). MacNair is a *Travel and Logistics Consulting Firm* (and not just a Travel Agency) because of its proactive consulting, leadership in the development of a cutting edge plan, and dedication to unbiased rate searches that save. MacNair Travel is also an award-winning travel firm recognized for its technology innovations, customer service, team excellence and expertise. Michael MacNair conducts Travel Management seminars for many organizations (e.g., the National Business Travel Association) and is a frequent media spokesperson. Visit www.macnairtravel.com for more information about the firm or to attend one of its Travel Management programs.

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