



MacNair Travel Management Saves McCain Campaign Time and Money

The McCain Campaign retained MacNair Travel Management to book and coordinate travel for their run for the 2008 election. MacNair Travel provided a dedicated service team and an onsite travel consultant at the campaign. MacNair Travel's consultants booked large groups, coordinated logistics, re-routed passengers and handled last-minute bookings and emergencies. MacNair Travel also provided the McCain Campaign with an online booking tool that stores traveler profiles and provided access to more rates than any other online tool. Before activities of the campaign heated up, MacNair worked with campaign staff to develop travel policies and procedures, establish payment systems, negotiate supplier deals, establish authorization processes, enhance communication to facilitate the ebbs and flows of campaign travel, create traveler profiles and much more.

Results:

The campaign booked approximately 6,159 trips and saved about \$142 per plane ticket that was booked through MacNair Travel vs. the national average. This resulted in a savings of over \$870,000 on airfare alone for the campaign. The campaign was also able to save on extra fees in car-rentals for drivers under 25, which is especially important in a campaign where most of the travelling staff is under 25. MacNair Travel provided the campaign Treasury Office with customized reporting, which helped in credit card reconciliation and Federal Election Commission (FEC) compliance. The McCain Campaign saved significant time and money, with MacNair Travel's assistance, which allowed them to be more productive and concentrate on their mission.