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MacNair Travel CEO Speaker at National Business Travel Association's Convention for Second Year

Attendees Gained Knowledge on Partnering with the Right Travel Service

ALEXANDRIA, VA — September 21, 2005 — MacNair Travel Management/American Express announced that President and CEO, Michael MacNair, was featured as a speaker at the National Business Travel Association's (NBTA) 38th Annual Convention and Tradeshow in San Diego, California, in August. MacNair provided his expertise during a session titled *Partnering with the Right Travel Service*.

The power of knowledge was MacNair's overriding theme for his presentation. "First, a company must know thy self," MacNair said. "It is important to understand what is spent on travel, what a company's travel needs are, and what challenges exist when managing travel."

MacNair said he stressed to travel managers and travel service providers who attended both sessions the importance of knowing what exists in the marketplace. "Common tools exist to help manage corporate travel that many travel buyers are unaware of," he added. "These include, local support for online reservations, hold reservation function, pre-trip authorization ability, identifying Web fares and low cost carrier fares versus public travel sites, corporate online reservations and automated policy enforcement."

Finally, MacNair stressed to "manage travel and do not just purchase tickets." He explained that travel is the 2nd largest controllable cost. "When a travel manager just buys a ticket versus taking a larger look at the entire company's travel management plan, there is no way to leverage buying power, nor to measure results," according to MacNair. "If employees are allowed to purchase their tickets wherever they want, then the company reduces its overall team productivity and incurs certain liabilities."

MacNair has found during his 16 years of travel management experience that company travel managers tend to focus on fee structures of travel agencies for ticket buying versus actual fares. "97 percent of a trip is the fare and three percent is the fee," he added. "Most savings efforts are driven almost exclusively toward reducing the three percent, when the best opportunity for reducing this controllable cost is on the fares."

For those unable to attend MacNair's presentation at NBTA's Annual Convention and Tradeshow, Michael MacNair will be leading his next Travel Management Teleconference Workshop, titled "Take the Online Route to Lower Fares and Fees", on October 13, 2005. For more information on MacNair Travel Management and how to register for this workshop, contact Jennifer Thomas at 301-261-9640 or fsrventures@comcast.net, or visit www.macnairtravel.com.

Discover MacNair Travel/American Express:

MacNair Travel Management is a privately owned American Express Travel Services Representative. Since its inception in 1989, its mission has been to help organizations develop a clear-cut travel management Flight Plan™ that delivers cost savings, increased productivity, and an effective travel experience for today's business travel executives. They offer their services as a travel management company and as a travel consulting firm. MacNair Travel is an award-winning travel services company, recognized for its technology innovations, customer service, team excellence and expertise. Visit www.macnairtravel.com for more information.

About NBTA:

The National Business Travel Association is the source for critical information on the business travel industry. For more than 35 years, NBTA has dedicated itself to the professional development of its members through advocacy, education and training, and networking opportunities. NBTA represents over 2,500 corporate travel managers and travel service providers who collectively manage and direct more than \$170 billion of expenditures within the business travel industry.

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