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DC-Area Travel Firm's Clients Save 44 Percent on Combined Domestic & International Airfare Prices in 2008 Compared to Year End Benchmark Data
MacNair Travel Management Outlines Steps to Save Companies Money When Traveling

ALEXANDRIA, VA—February 23, 2009—MacNair Travel Management, a privately owned American Express Representative Office, announced today that its clients have saved an average of 17 percent on domestic tickets (\$89 per ticket on average) and 46 percent on international airfare (\$1,573 per ticket on average) in 2008. This consists of a combined average savings of 44 percent compared to year-end 2008 travel data.

These average airfare figures are benchmarked against Topaz International, an organization that tracks airline ticket costs nationally. For 2008, Topaz reports that the average domestic ticket price was \$521.75, and \$3,440.66 for international fares. The combined average ticket price, reported by Topaz, for 2008 was \$1,160.12.

By contrast, MacNair Travel's year end results for 2008 are an average of \$432.85 for a domestic airfare ticket and an average of \$1,867.94 for an international airfare ticket. This translates to a combined average ticket price of \$645.31 or an average savings of \$514.81 per transaction.

MacNair Travel's President & CEO Michael MacNair says, "By offering our customers more fares on more airlines than any other source and by helping our customer define an enforceable travel management policy, our service oriented consultants and customized online travel booking system deliver this unbelievable value in the procurement of these significant costs. We are actually very busy right now helping our customers further tighten their travel management systems and helping develop for a growing number of customers a better way to manage this second largest controllable cost in a company's budget."

Taking time to implement proven steps that result in savings has never been more important than in this current economic turmoil.

"Companies are looking to cut costs in any way they can in this tight economy, yet for road warriors, this is a good time to go on the road to close deals allowing them to strike hard when others are staying home," MacNair explains.

A few of MacNair's recommended tips that realize travel savings include: defining to your travelers the value expectations of your organization by defining when they should consider an alternate airport, connection, low-cost airline, advance purchase, refundable versus non refundable fare, or Saturday night stay.

At a recent seminar MacNair provided to customers he showed coach fares between Washington and Chicago that ranged between \$200 and almost \$700 and asked if travelers knew what the company would expect them to select? He also spoke about how biased and incomplete many of these online sites can be and only with a pro and with the right online tool would travelers be considering all the options to ensure consistent value and the best routings.

Lastly, he spoke about tactics his staff deliver to customers to ensure time and money savings. He showed how MacNair Travel's travel consultants document the lowest fare offered to the traveler compared to the fare they selected and why, they document department or customer codes, enforce travel policies, document Fly America Act and other compliance requirements and more showing the value of consolidated and well managed travel data..

"I have found that when we can show the lost savings opportunities to a company by applying their policy thresholds, we can get the organization and its travelers on board to implement and enforce a travel management system that drives costs as low as possible within a reasonable range of expectations," he adds. "The results of this procurement effort speak for themselves".

For interviews or charts illustrating the Washington DC and Chicago flight comparisons, 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, has helped organizations develop a clear Travel Management System that delivers unparalleled value and exceeds expectations. MacNair Travel Management is a Travel and Logistics 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 (add the place on the website where our seminars are located) or call 703-836-1100.