

## Carlson Wagonlit Travel Launches New Global Publication for Clients

*CWT Vision – Global Edition helps travel managers derive greater value from their travel program; CWT subject matter experts available for media interviews*

**PARIS, 16. SEPTEMBER 2007** - A traveler flying round-trip from London to Perth, Australia, produces as much carbon dioxide as the average Briton does in one year. Successfully negotiating with airline alliances can result in soft- and hard-dollar benefits for corporate travel programs. High-speed rail is punctual more than 90 percent of the time and is safe, economical and environmentally friendly.



These are just some of the findings Carlson Wagonlit Travel (CWT), the leading travel management company, presents in the latest issue of the global edition of *CWT Vision*, a publication the company recently launched to help travel management professionals derive greater value from their travel program.

The global edition of *CWT Vision* analyzes industry developments and their impact on travel management while sharing best practices and actionable insights in a fast-changing business environment.

Produced by the CWT Travel Management Institute, the periodical offers a variety of features written by the company's subject matter experts, as well as interviews with and opinions from leading industry professionals. Many of the articles are based on original research conducted by the CWT Travel Management Institute and all of the contributors are available for commentary and in-depth interviews.

The second issue of *CWT Vision* (September 2007) covers the following topics:

- **Editorial** Business travel as a driver of economic growth and the challenges facing the industry
- **Insights** A pragmatic approach to responsible business travel management, successfully negotiating with airline alliances, the growing role of high-speed rail in business travel programs, managing the risks associated with business travel, the costly phenomenon of hotel rate “squatting” and the measurable savings derived from advance-purchase airfares
- **Smart Solutions** “Greening” a travel program: best practices shared by the manager of Global Travel Services at Johnson Controls, Inc.
- **Interview** Protecting business travelers and company assets: views from the vice president of Travel Partnerships at iJET Intelligent Risk Systems
- **In Brief** Best-in-class companies in travel and entertainment expense management, industry news highlights, news from CWT and the evolution of average air ticket prices

The global edition of *CWT Vision* is published three times a year (January, May and September) and distributed to approximately 5,000 CWT client contacts around the world. The publication is also available online at [www.carlsonwagonlit.ch](http://www.carlsonwagonlit.ch) (CWT News & Media/CWT Studies).

#### **ABOUT THE CWT TRAVEL MANAGEMENT INSTITUTE**

The CWT Travel Management Institute conducts in-depth research into effective travel management practices to help clients worldwide derive the greatest value from their travel program. Drawing on the global resources of Carlson Wagonlit Travel (CWT), the institute aims to provide a regular flow of business intelligence and best practices, offering actionable insights into what CWT has identified as the eight key levers to effective travel management.<sup>1</sup> To this end, the CWT Travel Management Institute publishes original research, white papers and case studies, as well as the periodical *CWT Vision*, published three times a year. Recent research publications include *Global Horizons: Consolidating a Travel Program* (2007), *Toward Excellence in Online Booking* (2006) and *Effective Travel Management: Key Planning Priorities in Today's Dynamic Environment* (2005).

#### **ABOUT CARLSON WAGONLIT TRAVEL**

Carlson Wagonlit Travel (CWT) is the global leader in business travel management. Present in more than 150 countries, CWT serves companies of all sizes, as well as government institutions and non-governmental organizations. By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel program in terms of savings, service and security,

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<sup>1</sup> Transaction and traveler services; hotel; air and rail; policy and compliance; consolidation; security and corporate social responsibility; meetings and events; and performance measures.



and provides best-in-class service and assistance to travelers. CWT services and solutions comprise four lines of business: Traveler & Transaction Services, Program Optimization, Safety & Security, and Meetings & Events. CWT has 22,000 employees worldwide. In 2006, pro-forma sales volume for wholly owned operations and joint ventures totaled US\$20.5 billion. For more information, please visit [www.carlsonwagonlit.ch](http://www.carlsonwagonlit.ch).

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**CWT Vision – Global Edition, Issue 2 (September 2007): Subject Matter Experts**



**Christophe Renard**  
Senior Director, CWT Travel Management Institute

*"Business Travel Drives Economic Growth" (editorial)*



**David Tibbles**  
Global Product Director, Online Booking and Environment, CWT

*"Responsible Business Travel: A Pragmatic Approach" – What impact does business travel have on the environment and how can travel managers turn their travel programs green?*



**Guillaume Bizet**  
Director, CWT Air Solutions Group, Europe, Middle East and Africa

*"Air Alliances: How to Benefit" – Alliances can offer soft- and hard-dollar benefits for business travel programs when the conditions are right.*



**Hervé Bellaïche**  
Director, Account Management and Program Optimization, CWT France

*"On Track for Benefits: High-Speed Rail and Business Travel" – How rail can help companies optimize their travel program.*



**Peter Brady**  
Vice President, Traveler and Transaction Services – Global Product Management, CWT

*"Effective Risk Management: Safe, Not Sorry" – Why companies need to proactively manage travel risks as part of their overall risk management efforts.*



**Richard Verreault**  
Manager, Hotel Distribution and Sales Development, CWT

*"Watch Out: Rate Squatters About!" – Regular GDS hotel rate audits can help companies better manage the risk of rate 'squatting' and its impact on their travel program.*



**Joe Blankush**  
CWT Solutions Group North America

*"A Strong Case for Advance-Purchase Airfares" – A CWT study of the company's top 100 clients in North America confirms that advance purchasing consistently brings savings on airfares, even when the cost of exchanging tickets is taken into account.*