

SAVINGS

SERVICES

SOLUTIONS



# DRIVER RENTAL SOLUTIONS

 **Montrose Travel**  
CORPORATE SERVICES



While Neil Armstrong was preparing to take his first step on the moon, Montrose Travel was taking its own big step—breaking the million dollar sales barrier and positioning to launch the Corporate Services division.

1956

# THE EARLY YEARS

Montrose Travel Takes Flight	\$1 Million in Sales	Joe McClure Sr. Purchases Montrose Travel. The Legacy Begins	Joe, Julie & Andi Take the Helm	Corporate Travel Services Introduced	Groups, Meetings & Incentives Services Introduced	Launched AIR4LESS.com	Management Reporting Technology Introduced	\$50 Million in Sales	National Blue Chip Award Winner
1956	1965	1972	1990	1990	1994	1996	2000	2000	2000

# A TIME FOR GROWTH

The world of travel has changed for good as the World Wide Web enhances the reservation process with online booking. The good news continues—as a result of Joe, Julie and Andi taking the helm and expanding the company vision, Montrose Travel reaches \$100 million in sales and develops additional travel services.

50  
Employees  
Strong

| 2000

Awarded  
Business  
of the Year by  
US Congress  
House of  
Representatives

| 2000

Romance  
Travel  
Services  
Launched

| 2001

Awarded  
Best 9/11  
Rescue/  
Recovery  
Effort By  
TravelAge West

| 2002

Ranked  
Top 50  
Travel Agency  
in the U.S. by  
Business  
Travel News

| 2002

Awarded  
Top Family  
Owned  
Business by  
Los Angeles  
Business Journal

| 2003

Online  
Booking  
Technology  
Introduced

| 2003

Loyalty  
Fulfillment  
Services  
Introduced

| 2003

MTravel.com  
Hosting  
Services  
Introduced

| 2004

100  
Employees  
Strong

| 2005

Ranked  
Top 5  
Host  
Agency  
in the  
Nation

| 2006



DEER

FEET

ON



# THE INNOVATION OF TRAVEL MANAGEMENT

From its inception, Montrose Travel Corporate Services has followed a vision of creating unique programs for distinct groups of travelers and the companies they represent. We understand how the complexities of travel are affected by company cultures. As the needs of our clients and their employees have evolved, we have customized our programs to provide new direction for our corporate partners.

What distinguishes our Corporate Services from others is the fact that every program we design incorporates Solutions, Services and Savings. We tailor our programs to fulfill your specific requirements, addressing the nuances of your company culture.

Just as we have helped thousands of companies throughout the years, our Corporate Services will help you build a travel program that continually evolves and optimizes efficiency.

*That's direction—only from Montrose Travel.*

*Some companies build solutions and hope that they can fulfill the needs of enough clients. We take the needs of our clients and develop custom solutions—building in flexibility from the start in case those needs change tomorrow.*



## SOLUTIONS

### ATTAINABLE SOLUTIONS AND TANGIBLE PERFORMANCE IMPROVEMENT

**F**or Montrose Travel clients, it's all about ensuring that no matter what direction you're headed, you will have the best technology in the industry at your disposal. You will consistently experience what it feels like to have every decision you make lead to a new level of convenience.

It all begins with our Online Booking technology—no matter what the destination, our technology will provide effective travel procurement, measurable savings and free up the valuable time of your employees.

Here's a scenario you will appreciate. With Mobile Technology at their finger tips, your travelers can use any mobile device to access their itinerary, flight status and location-based services—an extension of online booking technology right in the palm of their hand.

When it comes to Expense Management—normally a dreaded task—we relish the thought that we

make this so easy it almost makes filling out an expense report seem enjoyable. Automating the process for travelers results in your ability to review, approve, audit, reimburse, report and analyze expenses with ease.

#### **Cutting-edge Technology**

We offer many state-of-the-art software solutions to provide you with a host of innovative options. This includes advanced management reporting that gives you access to all of your travel spend via 120+ standard reports and an unlimited number of user-defined reports.

In a time when world events and natural catastrophes seem to impact travel daily, our Risk Management feature is more valuable than ever. Companies can quickly access online technology to determine which of their employees are experiencing high levels of risk and immediately take the appropriate steps—we're experts at getting them home safely.

It's comforting for travelers to know they have 24/7 Access to our experienced travel consultants, no matter what direction they're headed in or what time it is. Travelers could be in any part of the world, whether it's Hong Kong on Christmas Day or Australia on July 4th weekend, and still reach a live person for assistance. *That's peace of mind—courtesy of Montrose Travel.*

Our White Glove Service is also highly regarded by our clients. This executive-focused feature was developed to provide top-level response to the needs and whims of those who insist on first-class everything.

## THE HIGHEST LEVEL OF SERVICE EXCELLENCE



## SERVICES

To ensure that our program offers the same level of services regardless of where you travel, we have established a network of 3,300 locations in 80 markets worldwide. Whether you have an office in Europe, Africa or Australia, we have a local representative that can provide local knowledge, local services and local discounts.

### **Commitment To Training**

Excellent service doesn't just happen, it's the result of committed employees who undergo extensive training. The travel consultants at Montrose Travel average ten years in the business, giving them the most in-depth knowledge available that ensures travelers are always where they want to be, when they want to be, the way they want to be.

Part of our service is making sure that our clients are wise in the ways of corporate travel management. We offer online training on a year round basis, complementing our in-person training program. This comprehensive training ensures your travelers are well versed on the varying segments and options of corporate travel, giving them the knowledge to take full advantage of the travel program. *This is all delivered at no extra fee—but we do accept thanks.*

*In the business of corporate travel management, technology is only as good as the service supporting it, and our Corporate Services provides you with the absolute best service in the business.*

## SUSTAINABLE SAVINGS THROUGH BETTER DECISIONS

One of the primary reasons we've been able to realize impressive savings for each one of our corporate clients is because we understand there are different ways to achieve the goal of spending less while getting exactly what you want.

Montrose Travel's Price Assurance confirms that the price you pay is the lowest price. Once you have purchased an airline ticket, we're just getting started, utilizing our quality assurance process to stay up-to-the-minute with the best prices available. If the price changes, we know about it and make the necessary changes to your fare, giving you yet another reason to smile when you get on the plane.

### Consultative Strategies

We take a consultative approach to managing your corporate travel program. You'll get a good feel why that is so important when we conduct our annual review of your company. We analyze your travel spend to determine direction and develop strategies for the coming calendar year. This will give your bottom line even more reasons to say "good job."

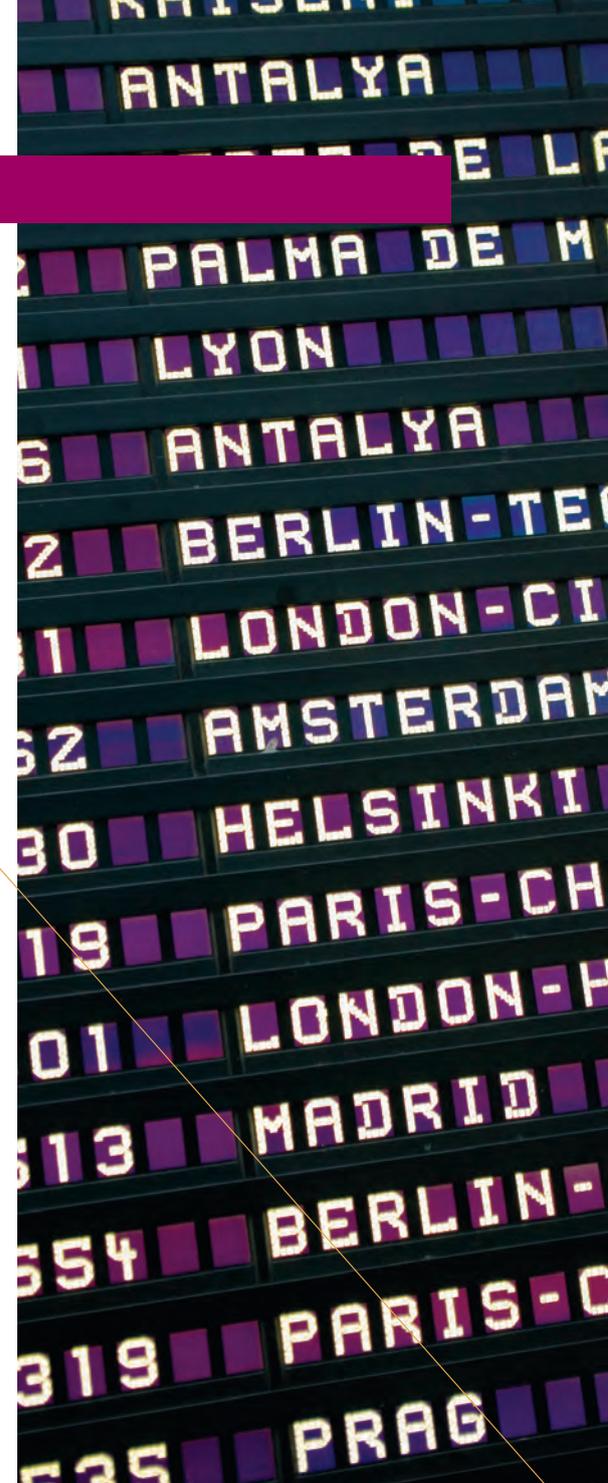
Giving our clients a working knowledge of the different aspects of corporate travel is vital to delivering savings. We deliver that knowledge through

a variety of educational seminar channels—face to face, web-based or a call. Oftentimes we'll bring along one of our travel partner experts, giving you an insightful third party perspective on a key travel component.

The best travel policy takes into consideration both the traveler's needs and the needs of the corporation. We will help you create a Travel Policy that provides you with invaluable guidelines your staff can use to save time and money. If you already have a policy in place, we'll review it for you to tighten up any weak links.

We've guaranteed, we've consulted, we've trained, we've negotiated. Now you can start Saving—in every way conceivable.

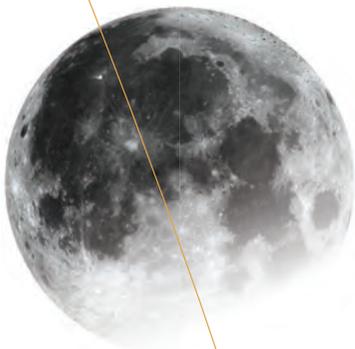
*It's time to talk about our negotiating expertise. We leverage the full weight of our travel partners to bring you the best prices in the industry. Period. Beginning of story.*





# THE FUTURE IS HERE

Innovative concepts continue to yield exciting new technologies like access to in-flight Internet and private space travel. Montrose Travel reaches new heights with 150+ employees, \$130 million in sales and an elite ranking among the Top 50 Travel Management Companies.



CorpConnect Portal Launched

2006

\$100 Million in Sales

2007

Visa - PCI DSS Certified

2008

Awarded Best Training Program by Travel Weekly Magellan Awards

2010

\$130 Million in Sales

2010

Awarded Best Recession Recovery Strategy by National Trendsetter

2010

150 Employees Strong

2011

Mobile Technology Introduced

2011

Awarded Reader's Choice by LA Times

2011

Corporate Travel and Meetings & Incentives Services Reinvented

2011

## OUR VISION

Montrose Travel is dedicated to providing expert direction so that corporations can control, contain and manage their travel-related expenses, while ensuring their travelers are provided with an experience that is hassle-free and productive.

We are committed to developing long-term relationships by focusing on sound decisions that are always in the best interest of our clients.

You can be assured that all of our might is employed in making a difference—not just in your travel plans, but in your life.

*For that reason, we measure our success by your success.*



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