

ACTE

Asia-Pacific Canada EMEA United States

ASSOCIATION OF
CORPORATE TRAVEL
EXECUTIVES



BALLOT

VOTE NOW FOR ACTE 2005-2007 LEADERSHIP

ELECTION GUIDELINES

(Please take time to review before you cast your ballot)

- This ballot contains the nominations for three separate board seat classifications:
 - An At-Large seat, an EMEA seat, and a U.S. seat
(Note: Current Asia-Pacific and Canada Board seats are ongoing)
- All Members may cast votes for the At-Large Seat
- Only EMEA Members may cast a vote for the EMEA Regional seat
- Only U.S. Members may cast a vote for the U.S. Regional seat
- Terms and member voting rights for each seat are set forth below
- ACTE By-laws require that corporate members maintain no less than a 51% representation on the board
- Completed ballot must be received by ACTE on or before 15 December 2004
- Hard copy ballot must be signed by the member casting the vote
- Unsigned hard copy ballots will not be counted

At-Large Seat (1)

Term: January 2005 – December 2007

All members Asia-Pacific, Canada, EMEA, U.S.) may vote for (1) Candidate (indicate your vote by placing a check mark before one candidate's name).

Candidate details attached.

| | | |
|--------------------------|---------------|-----------------------|
| <input type="checkbox"/> | Chris Crowley | Concorde Hotels |
| <input type="checkbox"/> | Larry Silman | AirPlus International |

EMEA Regional Seat (1)

Term: January 2005 – December 2007

EMEA Members ONLY may vote for (1) Candidate (indicate your vote by placing a check mark before one candidate's name).

Candidate details attached.

| | | |
|--------------------------|-----------------|---------------------------------|
| <input type="checkbox"/> | Mark Avery | PricewaterhouseCoopers |
| <input type="checkbox"/> | Alisa Bornstein | Ericsson AB |
| <input type="checkbox"/> | Peter Bost | ATP International |
| <input type="checkbox"/> | Vincent Eavis | Citibank Commercial Cards |
| <input type="checkbox"/> | Spencer Hanlon | AirPlus International |
| <input type="checkbox"/> | Derek Jewson | Burgundy Global |
| <input type="checkbox"/> | Isabelle Koch | Carlson Wagonlit Travel |
| <input type="checkbox"/> | Paul Wait | Virgin Atlantic Airways Limited |

U.S. Regional Seat (1)

Term: January 2005 – December 2007

U.S. Members ONLY may vote for (1) Candidate (indicate your vote by placing a check mark before one candidate's name).

Candidate details attached.

| | | |
|--------------------------|--------------------|--------------------------------|
| <input type="checkbox"/> | Judy Bauer | JPMorganChase |
| <input type="checkbox"/> | Mary Kay Bellersen | Citigroup |
| <input type="checkbox"/> | Maureen Hawkins | Music Express |
| <input type="checkbox"/> | Douglas Schneider | Tri-Pen Management Corporation |
| <input type="checkbox"/> | Skip Thompson | Continental Airlines |
| <input type="checkbox"/> | Larry Winston | Carlson Hotels Worldwide |

ACTE Member Name:

(Print)

(Signature)

(Date)

ACTE Region (Please check one)

____ Asia-Pacific ____ Canada ____ EMEA ____ U.S.

Validate Your Vote:

1. Vote by 15 December 2004 (Fax is preferred)
2. Print your name and affix your signature above.
(Ballots not bearing signature of member in good standing will not be counted)
3. Indicate your region.
(Necessary to validate EMEA and U.S. Regional votes)
4. Fax to: 1-703-683-2720

or

Mail to:

Association of Corporate Travel Executives (ACTE)
Board of Directors Election
515 King Street, Suite 340
Alexandria, VA USA 22314

At-Large Seat



**Chris
Crowley**

Crowley recently joined Concorde as Regional Sales & Marketing Director in the UK after previous spells as Sales Director at the Radisson Portman and as Corporate Sales Director for ACCOR (UK). His career has included global account management from both a hotel and travel management perspective with a reputation for managing successful and result driven teams. He has participated at ACTE Conferences & Forums as a seminar speaker and moderator. In his current position at Concorde he is responsible for Sales & Marketing of a deluxe hotel chain in 7 different European countries using his fluent French and German to good advantage.

I am excited to be a member of a global forum such as ACTE and believe that my pan European experience and background along with my grounding in the hospitality industry will allow me to open new markets to ACTE as well as expanding ACTE's presence in existing countries. I have the support of my company in this endeavour and am in a position to devote time and energy to the continuing development of a global corporate travel community.



Larry Silman

A travel industry veteran of over 19 years, Larry Silman has worked to bring new solutions, with a keen focus on customer needs, to each opportunity throughout his career. His background includes various corporate sales and business development roles at United Airlines, Apollo, Arrington Travel, Sabre and EDS. Silman has been a key figure in the corporate travel community, serving with distinction in ACTE and NBTA for many years.

Today, Silman is leading the efforts of AirPlus International, Europe's market leader in corporate travel payment systems, as it focuses its growth on North America.

Mr. Silman has a B.A. from the University of California, Los Angeles and an MBA from the J.L. Kellogg Graduate School of Management (Northwestern University).

Since attending the first ACTE conference in New Orleans in 1989, I've enjoyed being a part of the organization's growth into the dynamic and influential association it has now become. With over 2,500 members across the world, ACTE has become a powerful force in the travel business and an important forum for sharing industry best practices and new ideas. No organization in our industry does more to drive change across all sectors of our business and the organization's efforts to reach out to new markets are unrivaled.

As a member of the ACTE Board of Directors, I intend to support the board in improving and developing new forms of communication across all segments of ACTE's membership and across the business travel community as a whole. I will also be dedicated to supporting the Board in its continued effort to provide critical educational opportunities for all of its members.

EMEA Seat



Mark Avery

Within PwC I have responsibility for a number of central business functions all of which have a very strong customer service and procurement focus. With responsibility for some significant spend areas, such as UK Travel Management £50m, External Meeting Services £20m, London Training Centres £8m, Corporate Charge Card, Business Insurance, Car Fleet and Ground Transportation to name but a few.

I joined PricewaterhouseCoopers in March 1998 as Regional Head of Support Operations, following two short years reorganising the merged firms, I moved to my current position and launched into a whole new career opportunity.

In my relatively short time in the travel industry I have always endeavoured to support the industry associations with the intention of influencing change to best reflect the corporate and industry needs. The travel and meetings industry is one that has evolved over many years but one, which has created complexity beyond it's natural worth. The industry is currently going through unprecedented change and I would very much like to represent ACTE in influencing some of that change.



Alisa Bornstein

I have ten years' management experience in telecom professional services, staffing, procurement and corporate travel management within Ericsson, global Telecom company.

Born and educated in Russia, I immigrated to Sweden in 1986. After the various training and positions, in 1994 I joined the Ericsson in Stockholm.

My success in developing and managing service, procurement and supply organisations and their operations, offered me in 2000 a position as a director of procurement at Ericsson's business unit Global Services with 15.000 employees all over the globe. In this position I was also active on the board of the Ericsson Corporate Travel Management. In 2004 I was brought to the Ericsson's head quarter as global travel sourcing area manager, launching the company new period in managing the travel business.

During my 10 years at Ericsson, I run significant procurement cost-efficiency projects, staffing of major multi-international telecom customer projects, contributed to development and implementation of innovation solutions within Ericsson's corporate travel management and showed experience in communication and cross-border networking.

I am the member of the Association of Travel Executives (ACTE) and Swedish Business Travel Association (SBTA)

To expand the knowledge and better understanding of regional business, share experience, influence the corporate Travel industry and find new ways – to make a difference!



Peter Bost

Born and raised in Asia, Australia and The Netherlands, Peter started travelling early in life. He started his professional life with Hilton International hotels in Singapore, Hong Kong and Jakarta where he worked in F&B management. Jakarta offered the opportunity to start his own travel company - 'Colors of Asia' - which was later incorporated into the Thomas Group Group. After nearly 20 years in Asia, Peter joined Unilever's head office in Rotterdam in 1996 as Business Services manager where his portfolio included Unilever's travel program. This move from the 'supply side' to the 'demand side' gave him valuable insight into all aspects of the travel industry. This was also the time when he joined ACTE. Peter has since moved back to the travel supply side when he joined ATP International as Director International Business Development.

The travel business has since its inception and despite its size, not been able to develop into a profitable industry. For any business to be successful and meet its client's needs, healthy balance sheets are essential. Education and training are crucial elements in creating a stronger industry that has the capacity to reinvest in innovation and process improvement. ACTE has an important role to play as an independent Think Tank to help improve our industry.

Furthermore, the travel industry needs a strong voice to help lobby and influence legislators who determine the legal environment in which we operate. Whether it concerns archaic IATA regulations, government subsidies or GDS deregulation, the industry needs to be heard in our capitals and ACTE can play an important role in representing those issues that concern us most.

If elected to the ACTE Board, these two issues – seen from an overall industry perspective - would have my undivided interest and attention. ACTE is one of the very few organizations that have the capacity to contribute to and influence the direction of the travel industry; to help lead ACTE through the next three challenging years would have my full commitment.

EMEA Seat

Vincent Eavis

Vincent is Vice President, Citibank Commercial Cards and has spent the last 9 years working in the world of T&E with specific focus on 16 countries in W. Europe. Vincent is currently responsible for sales activities in Europe, LatAm and AsiaPac.

Through his role Vincent understands and appreciates the specific challenges facing companies across Europe and has taken time to continually recognise the value of building relationships across.

Vincent has been a member of ACTE for over 7 years.

I aim to provide particular spotlight on what are sometimes considered more peripheral areas of importance in to the ACTE agenda - Expense Management Systems, Commercial Cards, Hotels, Rail, Procurement.

I also aim to concentrate on European initiatives and work to define and challenge what is valuably meant by 'global' and recognise what is important and valuable to customers.



Spencer Hanlon

Spencer Hanlon has spent the last 2 years as Managing Director of AirPlus International Ltd in London, where he has overseen the rapid expansion of AirPlus within the UK market, enjoying 100%+ year on year revenue growth for the past couple of years. Prior to joining AirPlus International Ltd, he worked within British Airways, where his posts have included Regional Manager for Israel and Turkey and Financial Controller for Eastern Europe and the Eastern Mediterranean Region. As British Airways Regional Manager Spencer had budgetary responsibility for £37m of revenue per annum and an expenditure budget of £6m. He was responsible for the management of 51 staff in four locations and oversaw the implementation of corporate initiatives through localised project management.

I am keen to stand for election to the worldwide board of directors of ACTE because I feel that I can add energy, enthusiasm, a measure of experience and hopefully a bit of fun to the role. I have seen during my time in the industry (and in the half a dozen markets I have worked in) that ACTE has a unique opportunity to span the global travel market and thereby bring a value proposition to the industry insider who wants to know how things are done in other parts of the world. I see this as a truly valuable asset that ACTE brings to the table and I would be looking to work to continue growing this aspect of ACTE through my participation on the board. As more and more new professions and professionals are coming into the arena of managing travel, I believe it is vital that ACTE continues to provide the educational support that it currently offers and continuing to develop it as the industry evolves.



Derek Jewson

Derek Jewson has extensive & varied corporate travel experience at a senior level. Jewson is an active member of ACTE for over 12 years. An ACTE EMEA Board of Director for the past 2 years.

His career commenced as a graduate management trainee with BOAC. He has worked in Chicago, Baghdad, Seychelles & Zurich.

He departed British Airways as Head of Sales; as a member of the Strategic Steering Committee, reporting directly to Lord Marshall.

Jewson was MD of Hogg Robinson (BTI) later was CX of Lauda Air based in Vienna.

Derek Jewson is based in the UK. He speaks German in addition to English

Derek seeks re-election to the ACTE BOD representing EMEA. He is a passionate European having lived in the UK, Austria, & Switzerland. He was responsible in setting up ACTE in South Africa and is currently involved in expanding ACTE into the Gulf Region.

With a new President & new Executive Director at ACTE he firmly believes that the EMEA region must play a strong role at the centre of ACTE making it a truly global association.

Derek Jewson will ensure that the particular interests of EMEA ACTE members will be at the heart of ACTE at all times.

EMEA Seat



Isabelle Koch

Isabelle Koch is a seasoned travel industry executive with more than 15 years' experience in the travel industry, including positions in the following companies: British Airways, Air France, Disneyland Resort Paris and Carlson Wagonlit Travel. Isabelle has an in-depth understanding of the specific concerns of the corporate travel industry reinforced through her daily contact with key travel procurement professionals and suppliers. Her current position as Vice President Sales and Public Relations EMEA at CWT, offers her the opportunity for ongoing interaction with a wide variety of travel industry executives.

I believe I would bring added value to the ACTE organization through serving on the ACTE Board as I share similar values and vision to advance the industry. My goal is to position Travel Management as a strategic business important to the global economy. I welcome the opportunity to contribute towards building a compelling vision for the future of the Association while focusing on creating tangible value and benefits for its members.

If nominated to the ACTE board, my aim is to represent all members' interests while doing the utmost for the common good of the EMEA region. I have the ability to understand the European member's needs and perceptions based on my vast industry experience both from the supplier and corporate perspectives. I would like to emphasize my broad experience of international and multicultural business environments and my proactive, open minded, trustworthy and ethically sound qualities.

I am fully aware of the commitment involved in order to serve on the ACTE board during a 3 year term, and I confirm my willingness to dedicate my time and energy to the future success of the ACTE organization.



Paul Wait

Born in December 1955, a career in the travel industry began in 1972 with American Express, Liverpool, England. Various roles and relocations followed in Manchester, Aberdeen and London - firstly in an operational capacity and finally in Sales as VP Sales and Account Management UK/Ireland.

January 2000 saw a move to Virgin Atlantic Airways as General Manager Sales with revenue accountability for Europe and thought leadership responsibility for sales practice throughout the network.

An active partner of the Build of Business Travel Agents and attendee of ACTE conferences. For the last four years, has also been a judge at the UK Business Travel World Awards.

During the 32 years I have worked in the industry, change, challenge and contribution have been three consistent words in use.

By serving as a Board Member, I hope to be able to contribute and gain from a continual learning experience, and engender the vast amount of talent within the membership.

U.S. Seat



Judy Bauer

Judith J. Bauer has a successful career in effective leadership of start-up, turn-around and high-growth organizations. Strong and sustainable gains in revenues, profits, productivity, employee retention, quality and customer satisfaction.

Dynamic presentation, leadership, negotiation and staff development skills. Extensive procurement and strategic planning responsibilities.

Judy, joined JPMorganChase in May 2003 as Vice President for the Global Travel Management Services. Responsible for all procurement/program management activities associated with \$300m global travel spend. She has previously held management positions in Pharmacia Corporation, Alliente, Inc., Lucent Technologies, Rosenbluth International, American Mobile Satellite Corporation and American Express Travel Related Services.

She holds a Masters Degree in Elementary Education from Wagner College. In her spare time, Judy enjoys traveling, reading and spending time with her pets.

Mary Kay Bellersen

Mary Kay Bellersen is the Senior Vice President of Citigroup's Global Interactive Travel Program. Citibank, Smith Barney, Citifinancial and Primerica are among the principal companies under the Citigroup "umbrella".

Citigroup's Global Interactive Travel is part of a suite of self-service global technology initiatives to lower cost through supplier consolidation and on-line processing.

In addition to advancing Citigroup On-line booking initiatives, she has procurement responsibilities for its travel agencies and on-line booking fulfillment suppliers.

Prior to her current position, Mary Kay was the Global Travel Manager for Citibank. Under Mary Kay's direction, Citibank conducted its first Global Airline bid in 1992. As a result, of this effort, Citigroup's Global Airline Program was managed through data consolidation from 55 unique data sources in 29 different countries. Today, 90% of Citigroup's travel spend from travel sources around the world is consolidated. The consolidated data is supplied to regional travel managers, US expense Managers, Travel Procurement and suppliers to negotiate and manage the travel programs.

Mary Kay has 35 years Corporate Travel experience in both operations and sales and marketing with regional and national travel management companies. She holds a Masters Degree in Travel and Tourism and is a Board Member for the Spanish Lyric Theatre: Oldest Spanish language Theater in the US and the longest running community theatre in the Tampa Bay area dedicated to the preservation of Spanish and Latin American heritage in the area. She is also a member of the American Cancer Society's Reach for Recovery Program where recovering breast cancer patients give support to those recently diagnosed.

Mary Kay was a founding member of ACTE and attended the first ACTE conference in New Orleans. She served on the Planning Committee for the ACTE Global Conference in Paris in 1998 and most recently was one of the highest rated speakers at the ACTE Global Conference in Orlando.

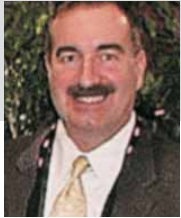


Maureen Hawkins

As an active member of ACTE for the past 8 years, I have attended many Global Conferences, as well as an Executive Forum. I am an active member of NBTA, LABTA, and EWI. My experience in the travel industry spans over 26 years.

In last eight years, we have witnessed vast changes in the travel industry. Frankly it has been eight years of contradictions: profitability versus economic reform, security versus freedom, employment versus lay offs. Our organization has met these difficult times by providing consistent leadership. My vision for ACTE is to continue the pursuit of professionalism for our organization.

U.S. Seat



**Douglas
Schneider**

Douglas Schneider has dedicated his career to corporate travel management for more than 26 years, starting in corporate travel agency management overseeing operations, account management, client consulting services and client development in 1978. Mr. Schneider then held Global Travel Management positions with Compaq Computer Corporation and Lockheed Martin from 1995 - 2002. Currently as VP of Global Business Development for Tri-Pen Management Corporation & Tri-Pen TravelMaster Technologies Mr. Schneider has made even greater leading edge contributions to the corporate travel management field. With extensive international experience on a global level, combined with detailed cultural insight Mr. Schneider has an excellent overall "big picture" view of global corporate travel management and a clear vision of current issues and requirements in the field.



**Skip
Thompson**

Skip Thompson is currently the Director of National Corporate Sales for Continental Airlines. The National Corporate Sales team manages the overall relationship between the airline and their largest national and multinational corporate customers.

Prior to joining Continental Airlines, Mr. Thompson was part of the sales team for Virgin Atlantic Airways for seven years. During his tenure at Virgin Atlantic, he held various management positions in a number of locations and at the company's headquarters.

His previous role was Director of Sales for Barron Thomas Aviation in Dallas. Barron Thomas Aviation acquires and sells corporate aircraft on a global basis.

Mr. Thompson holds a B.S. in economics from Southern Methodist University in Dallas, Texas.

The Association of Corporate Travel Executives provides a wide variety of benefits for the travel industry. Primarily through the association's very successful focus on education and developing solutions that are unique to the industry, ACTE delivers consistent value to its membership. Being a global association in a global industry, ACTE is bringing together diverse perspectives, skills and ideas together to offer an exceptional opportunity to bring about constructive change and dialogue.

Being part of the Board of Directors for the last several years has personally been very rewarding. Continuing to volunteer and help lead this association is wonderful opportunity. ACTE has made some significant contributions to our industry and I hope to continue to be an active player in the future of this association.



Larry Winston

Larry Winston serves as the Vice President of Sales for the five hotel brands of Carlson Hotels Worldwide. In his position, Winston is responsible for the development and implementation of sales strategies and the administration of the worldwide sales team representing the company's hotel brands. Ranging from luxury to limited service, the brands of Carlson Hotels Worldwide include: Regent International Hotels, Radisson Hotels & Resorts, Park Plaza Hotels & Resorts, Country Inns & Suites By Carlson and Park Inn.

Winston has more than 15 years of sales and sales management experience, including leading business-to-business sales organizations and creating innovative service-driven strategies.

The reason I am seeking a nomination to the board of ACTE is due in large part to recent conversations (over the past 1 _ of my tenure within the industry) I've had with customers who've stayed within our hotels. What they've asked, "As an industry, what are you doing to exceed their ever changing demands". As a catalyst of change I'm seeking an organization that's delivering the greatest value to its constituents. I believe ACTE provides the best forum for individuals, like myself, to share diverse thoughts and ideas on those issues affecting our customers today and tomorrow, with a willingness to provide solutions.