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LodgeX Airline Solutions suite launched by LJK Companies

Travel Management leader releases 3rd party lodging solution tailored to airline industry.

Minnetonka– September 14, 2006 – The LJK Companies introduced today the launch of LodgeX Airline Solutions, a suite of lodging management services tailored to the airline industry (www.LodgeX.com).

By implementing the LodgeX Airline Solutions suite, airlines will streamline their lodging management systems by seamlessly connecting their flight schedules with business processes to forecast lodging needs, reserve hotels, consolidate and audit billing and make adjustments due to schedule interruptions. Client airlines report reduced lodging expense in addition to reducing internal resources to manage and track their lodging needs and expenses.

“We have been providing crew lodging and other travel related services for twenty years now.” said Todd Friesen, COO of LJK Companies. “With our growth in the airline industry and the enhancements we’ve made to our systems specifically to serve airline customers, we felt it was timely to package and brand them under the LodgeX Airline Solutions banner.”

The LodgeX Airline Solutions suite has five main modules:

1. **Crew LodgeX** – Forecasts and coordinates scheduled and unscheduled lodging needs.
2. **Hotel LodgeX** – Sources and negotiates hotel rates.
3. **Audit LodgeX** – Processes and audits hotel charges and consolidates billing.
4. **Tax LodgeX** – Recovers/avoids excess transient occupancy taxes.
5. **Travel LodgeX** – Services Corporate, leisure and distressed traveler needs.

With the LodgeX Airline Solutions suite, carriers can have a best in class lodging management process and reduce their costs.

“The world has changed and we’ve seen airlines move to outsourced services over recent years,” said Rob Miller, Assistant Vice President of LJK Companies. “With the competitiveness in the airline industry, our customers have found out that it doesn’t make sense to try to internally build a core competency in crew lodging or travel management. We have extensive databases of thousands of hotels and local transient tax laws that would be prohibitively expensive to develop for a single client. We also have an active development program in which we are continuously improving our systems to increase automation and efficiency of our processes. When you book 2.2 million rooms a year, having the right business processes in place is critical.”

“LJK Companies understands and delivered great customer attention throughout our initial implementation and ongoing operations. In addition, LJK has reduced our overall lodging expenditure by 9% through improved management of tax exemptions and room rate reductions,” said Terry Basham, Vice President, Customer Service, Trans States Airlines.

“From my 15 years experience in flight operations, I know how important it is to have scalability when you have schedule disruptions due to weather or other factors.” Says Troy Salwei, Director, Airline Operations, LJK Companies. “An important aspect of the LodgeX Airline Solutions suite is that we back up our systems with round the clock customer service staff. If an airline is undergoing massive schedule disruptions, our team can step up to make all the lodging reservation changes for crews and distressed passengers allowing the flight operations staff to focus on getting planes in the air.”

Jesse Miller, Director Financial Systems/Projects of Pinnacle Airlines says “We outsourced our crew lodging needs in the past and worked with a supplier that didn’t provide us the level of service that we provide to our customers. After bringing the process back in-house, we struggled with the decision to move our account to another 3rd party lodging administrator. The level of service from the team at LodgeX Airlines Solutions has been exceptional and we are delighted that we can focus on flying an airline knowing that our lodging needs will be well taken care of.”

ACPC Media Advisory: Learn more about LodgeX Airline Solutions at Booth #1023 at the ACPC, (Air Carriers Purchasing Conference) in San Francisco, September 20-23, 2006.

About LodgeX Airline Solutions:

LodgeX Airline Solutions (www.LodgeX.com) is an outsourced lodging service specifically tailored to the needs of airline carriers. LodgeX Airline Solutions is a service brought to you by the LJK Companies, Inc. (www.ljkco.com), a leader in the travel management industry with clients and services targeted to railroads, transportation companies, retail merchandisers, corporate travel, military and sports teams.

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