

## **John H. Caldwell**

John Caldwell founded Caldwell Associates in 1988 after more than 20 years representing volume users in the commercial travel industry. In the late '70s, Mr. Caldwell represented corporate travel departments in the "Competitive Marketing Investigation," the precedent setting administrative proceeding which led to domestic airline fare and agency deregulation. He has since become recognized as an industry leader in developing innovative approaches to travel management.

Mr. Caldwell has spearheaded numerous complex consulting projects, producing major savings and enhanced service for clients worldwide. He personally directs and supervises all firm projects, ensuring that each client receives the responsive, high quality service, for which the firm is known. Due to his breadth of industry experience, he is often called upon to evaluate marketplace conditions and identify cost containment opportunities.

Mr. Caldwell is a contributing columnist for *Business Travel News*. He appears frequently as a speaker and moderator at industry seminars on travel purchasing, corporate-travel agency relationships, industry developments, technology, policy, service configurations, negotiations and contracting.

Mr. Caldwell is an honors graduate of Hamilton College and received his LL.B. from the Harvard Law School.

**JOHN H. CALDWELL  
CALDWELL ASSOCIATES**

***PROFESSIONAL EXPERIENCE***

**PRIVATE PRACTICE, WASHINGTON, D.C.** **1965-Present**

**Attorney and Travel Management Consultant**

- Extensive background in travel management consulting and related legal representation. Led some of the travel industry's most complex global consulting projects, in addition to a wide variety of engagements in North America.
  - Travel agency, charge card, and technology solicitations
  - Program reengineering
  - Supplier negotiations
- Founded Caldwell Associates, a leading travel management consulting firm with a professional staff of five in 1988.
- Travel and transportation practice involving regulatory, legislative, litigation, commercial and corporate matters.
- General Counsel, National Business Travel Association, 1971-1978.
- Contributing columnist for *Business Travel News*, *Business Travel Management*, *ACTE Quarterly*, and *Travel Weekly*.
- Frequent speaker and moderator at travel industry meetings, including those sponsored by the National Business Travel Association (NBTA), Association of Corporate Travel Executives (ACTE).
- Expert witness in travel agency cases concerning corporate/agency contracting and related issues.
- Named one of 25 Most Influential Travel Executives, *Business Travel News*, 1993.

**LEGAL OFFICER, U.S. MARINE CORPS** **1961-1964**

***EDUCATION***

LL.B., Harvard Law School, 1961  
B. A., Hamilton College, 1958