



# Business Travel News

## 2014 Air Transactions, By Travel Management Company

Company/ Headquarter	Transactions Booked Through ARC	Transactions Booked Elsewhere	Total Transactions	Change From 2013	Sales Volume Booked Through ARC	Sales Volume Booked Elsewhere	Total Sales Volume	Change From 2013	GDSs Used Worldwide	Affiliations
Fox World Travel <i>Oshkosh, Wis.</i>	263,157	45,216	308,373	2%	\$141,596,377	\$15,473,934	\$157,070,311	4.6%	Amadeus 100%	BCD Travel, Signature Travel Network
Gant Travel Management <i>Bloomington, Ind.</i>	140,770	36,000	176,770	11.2%	\$91,669,218	\$12,900,000	\$104,569,218	9.8%	Travelport 100%	Travel Leaders
Hess Corporate Travel <i>Bountiful, Utah</i>	85,729	23,108	108,837	6.5%	\$52,655,450	\$6,796,365	\$59,451,815	-0.9%	Travelport 100%	American Express Representative Network
HRG North America <i>London</i>	1,105,731	214,130	1,319,861	10.8%	\$918,754,076	\$55,875,827	\$974,629,903	5.7%	Sabre 94%, Travelport 6%	
National Travel <i>Charleston, W.Va.</i>	91,137	16,726	107,863	18.5%	\$43,848,330	\$5,740,887	\$49,589,217	18.1%	Travelport 99%, Sabre 1%	American Express Representative Network
Omega World Travel <i>Fairfax, Va.</i>	423,327	772,000	1,195,327	2.4%	\$280,600,564	\$241,000,000	\$521,600,564	4.1%	Sabre 60%, Travelport 35%, Amadeus 5%	GlobalStar Travel Management
Ovation Travel Group <i>New York City</i>	613,008	93,911	706,919	6.7%	\$572,437,169	\$41,790,400	\$614,227,569	8.2%	Sabre 98%, Travelport 2%	BCD Travel, Virtuoso
Teplis Travel <i>Atlanta</i>	65,768	17,428	83,196	-3.4%	\$46,359,861	\$5,284,999	\$51,644,860	-8.2%	Travelport 80%, Sabre 20%	ABC Global Services, Frosch, Travelsavers
Travel and Transport [4] <i>Omaha</i>	1,487,846	1,220,737	2,708,583	14%	\$974,542,563	\$686,037,973	\$1,660,580,536	16.1%	Sabre 55%, Travelport 45%	Commonwealth Business Travel Group, Radius Travel, Virtuoso
Travel Leaders Group [5] <i>Plymouth, Minn.</i>	2,370,782	322,502	2,693,284	10.8%	\$1,847,855,252	\$173,271,275	\$2,021,126,527	11.6%	Sabre 87%, Travelport 9%, Amadeus 4%	Travel Leaders
TravelStore <i>Los Angeles</i>	216,536	95,675	312,211	14.8%	\$142,696,345	\$32,807,359	\$175,503,704	13.2%	Sabre 86%, Travelport 14%	BCD Travel, CCRA Travel Commerce Network, Commonwealth Business Travel Group, Signature Travel Network
Valerie Wilson Travel <i>New York City</i>	86,625	11,565	98,190	-1.1%	\$106,282,487	\$8,500,500	\$114,782,987	5.3%	Sabre 81%, Travelport 19%	ABC Global Services, CCRA Travel Commerce Network, GSM Travel Management, Virtuoso
World Travel <i>Douglassville, Pa.</i>	843,124	196,137	1,039,261	8.4%	\$536,176,673	\$69,239,203	\$605,415,876	6.8%	Travelport 75%, Sabre 25%	Radius Travel, Virtuoso
World Travel Service <i>Knoxville</i>	290,492	69,300	359,792	-4.1%	\$161,457,495	\$23,926,320	\$185,383,815	-3.3%	Travelport 100%	BCD Travel, CCRA Travel Commerce Network, Commonwealth Business Travel Group, Ensemble Travel Group

1 Includes Wing Mate and Travel Master

2 Includes Diplomat Travel Services

3 Includes Corporate Traveler and FcM Travel Solutions

4 Includes Ultramar Travel Management

5 Includes Travel Leaders Corporate, Tzell Travel Group and

Protravel International



#### **IMPORTANT FACTS:**

- Valerie Wilson Travel, Inc. is one of the largest, family-managed and privately owned travel consulting firms in the United States
- Valerie Ann Wilson, Founder, Chairman & CEO, Jennifer Wilson-Buttigieg and Kimberly Wilson Wetty, Co-Presidents & Co-Owners
- 32nd largest agency in the United States (ranked by *Travel Weekly*); 16th largest agency (ranked by *Business Travel News*)
- Headquarters in New York City with 16 offices nationwide and over 315 Associates, Travel Advisors and Employees
- Our mission is to provide our clients with unparalleled, personalized, world-class leisure travel and business services
- Dedication to our founding principles of integrity, trust, and loyalty makes us an industry leader
- Our Power of Access® guarantees our clients exclusive rates, VIP treatment and exceptional amenities and services with our preferred partners including airlines, hotels, resorts & villas, cruise lines, tours, sightseeing guides and other suppliers
- Since 2003, Valerie Ann Wilson has annually been named "Power Broker" by *Travel + Leisure Magazine*
- Valerie Wilson Travel partners with GSM, a unique global network of exclusive, privately-owned independent travel management companies with a primary focus on corporate travel
- Valerie Wilson Travel has been a proud and active Virtuoso Member since 1998
- We believe, like fingerprints, no two travelers are alike... Experience The Power of Access® and travel with us...



**The Key To Your Success...**  
*Is Our Global Access*

#### **VWT OFFERS:**

- Highest levels of service and knowledge to both business and leisure travelers
- Full scope of access to exclusive VIP services and to Preferred Rates
- Meeting, group and incentive travel planning
- Connection to lifestyle consultants with breadth and depth of industry knowledge, experience and professionalism
- Access to power agents who also sit on the advisory boards of numerous airline, hotel, tour and cruise companies
- Exclusive programs, value-added benefits and extra amenities acquired through our strong supplier relationships and vast network
- On-site contacts in over 75 countries around the world
- Relationships and our leadership that affords us the opportunity to provide memorable experiences that last a lifetime

#### **OUR MISSION:**

- Provide our clients with expert knowledge and be your Travel Advocate
- Deliver unparalleled service with a strong sense of integrity
- Create significant value added amenities and cost savings in the marketplace

New York - Headquarters | Boothbay Harbor | Charlotte | Clinton | Greenwich | Highland Park  
Hilton Head | Lake Forest | New Canaan | Palo Alto | Ponte Vedra | Purchase | Winnetka  
Affiliates: Avondale Travel - Jacksonville | The Travel Collection - Atlanta | Worldview Travel - Pittsburgh  
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