



BTN's 2016 TMC Survey & Report

Travel Management Companies' 2015 Air Transactions

Company/Headquarters	Settled Through ARC	Settled Elsewhere	Total Transactions	Change from 2014	Sales Volume Settled Through ARC	Sales Volume Settled Elsewhere	Total Sales Volume	Change from 2014	GDSs Used Worldwide
Fox World Travel Oshkosh, Wis.	298,891	53,654	352,545	14.3%	\$161,485,709	\$18,244,229	\$179,729,938	14.4%	Travelport 100%
Frosch New York City	841,806	23,000	864,806	25.0%	\$665,308,988	\$8,500,000	\$673,808,988	15.0%	Sabre 85% Travelport 15%
Gant Travel Management Bloomington, Ind.	155,412	54,123	209,535	14.7%	\$92,703,666	\$17,510,000	\$110,213,666	5.0%	Sabre 85% Travelport 15%
Hess Corporate Travel Bountiful, Utah	86,877	23,038	109,915	1.0%	\$50,432,053	\$7,364,875	\$57,796,928	-2.8%	Travelport 100%
HRG North America London	1,080,857	266,073	1,346,930	2.1%	\$841,256,456	\$54,838,940	\$896,095,396	-8.0%	Sabre 91% Travelport 9%
National Travel Service Charleston, W.Va.	102,049	21,755	123,804	15.4%	\$47,217,726	\$8,031,028	\$55,248,754	11.4%	Sabre 1% Travelport 99%
Omega World Travel Fairfax, Va.	422,263	775,000	1,197,263	0.2%	\$271,565,135	\$251,000,000	\$522,565,135	0.2%	Not Disclosed
Ovation Travel Group New York City	666,716	102,272	768,988	8.8%	\$574,451,961	\$45,000,000	\$619,451,961	0.9%	Sabre 98% Travelport 2%
Travel and Transport ³ Omaha, Neb.	1,560,664	1,288,765	2,849,429	5.2%	\$975,229,249	\$687,554,400	\$1,662,783,649	0.1%	Sabre 53% Travelport 47%
Travel Leaders Group ⁴ Plymouth, Minn.	2,647,496	332,177	2,979,673	10.6%	\$1,902,543,169	\$178,469,130	\$2,081,012,299	3.0%	Amadeus 6% Sabre 82% Travelport 12%
TravelStore Los Angeles	229,609	159,113	388,722	24.5%	\$143,222,777	\$49,258,035	\$192,480,812	9.7%	Sabre 93% Travelport 7%
Valerie Wilson Travel New York City	89,824	11,006	100,830	2.7%	\$103,631,811	\$8,100,100	\$111,731,911	-2.7%	Sabre 86% Travelport 14%
World Travel Douglassville, Pa.	899,399	231,992	1,131,391	8.9%	\$537,338,987	\$80,396,815	\$617,735,802	2.0%	Travelport 82% Sabre 18%

¹ Includes Wing Mate & Travel Master ² Includes Corporate Traveler & FCM Travel Solutions ³ Includes Ultramar Travel Management ⁴ Includes Travel Leaders Corporate, Tzell Travel Group & Protravel International

METHODOLOGY BTN asked travel management company executives and owners to authorize U.S. bank settlement plan Airlines Reporting Corp. to release their agency's 2014 and 2015 ARC air ticket transaction and sales data. ARC data for each agency encompasses wholly owned home offices and legal entities, including all branch offices and satellite ticket printers.

ARC provided ARC air transaction and sales data and defines net air sales as the total airfare minus any commission. All information is based on ticketed-passenger data for tickets processed during the 2014 and 2015 calendar years via ARC-accredited agency locations in the United States, Puerto Rico and the U.S. Virgin Islands. Information does not correlate to flown data, and refunds and exchanges are not included. All other data are self-reported. Non-ARC sales and transactions may include ticket purchases on airlines that do not participate in ARC or through direct airline websites, airline bulk-buy programs or consolidator tickets.

Agencies that declined to participate include American Express Global Business Travel, BCD Travel, Carlson Wagonlit Travel and Egencia.



Valerie Wilson Travel

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VALERIE ANN WILSON, FOUNDER, CHAIRMAN & CEO

JENNIFER WILSON-BUTTIGIEG AND KIMBERLY WILSON WETTY, CO-PRESIDENTS

CONSUMER

Business Insider

"7 Road Warriors Reveal Their Travel Secrets"

Crain's New York Business

"Handing Off A Family Business Smoothly"

Forbes

"World's Top Luxury Travel Experts Select Best Hotels for 2016"
"The Largest Powerhouse Boutique Firm"

International Business Times

"Valerie Wilson Travel Celebrates 35 Years of Success"

RobbReport

Kimberly Wilson Wetty, RobbReport Expert Contributor

The New York Times

"Are Travel Agents Back?"

Travel+Leisure

"The Best Special-Interest Travel Agents"

"A-List Travel Advisors"

ValerieWilsonTravel.com

TRADE

Business Travel News

"Top Travel Management Companies"

Luxury Travel Advisor

Suite Access™ Fair featured in "Publisher's Letter"
"Lifetime Achievement Award Winner, Valerie Ann Wilson"
"One-Of-A-Kind Designer Travel"

Magellan Awards - Travel Weekly

Gold Winner 2016

Overall - Community Involvement Program - VWT Global Footprint
Overall - Training Program - Power of Access® Tool Chest

Silver Winner 2016

Marketing - Advertising/Marketing Campaign
Suite Access™ by VWT

Travel Agent

"Providing Respect, Integrity, And Trust For 30 Years"

Travel Pulse

"AmaWaterways' AmaPrima River Ship Christened
by Valerie Wilson"

Travel Weekly

"Power Rankings"

"Valerie Wilson receives Lifetime Achievement Award"
"Hyatt and Valerie Wilson Travel share their job experience"

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