



AGENCIES, CORPORATE-OWNED

Travel Transaction Drops

\$150 million in air volume to the company's performance.

The Tzell portion of the group now is focused on small corporate accounts, while Travel Leaders Corporate is managing the larger clients. According to Travel Leaders Corporate president David Holyoke, the division garnered \$72 million in new business in March and April and is projected to surpass \$100 million in 2009 new business this month.

companies, the proverbial bottom fell out at the end of the third quarter, when clients on average reduced travel spending by 20 percent, said Holyoke.

"Ultimately, that's what led the these groups to become one," he said. "If we had to continue to make some of the cuts that were necessary to keep these businesses as viable as we wanted them to be, they probably in the end would have killed that business anyway."

RANKINGS BY 2008 ARC TRANSACTIONS

1) Travel Leaders Group	1,045,278
2) Omega World Travel	845,208
3) Travel and Transport	771,760
4) World Travel Inc.	535,018
5) FCM Travel Solutions	477,125
6) Ovation Travel Group	362,859
7) Adelman Travel Group	346,223
8) The Travel Authority	302,153
9) Adtrav Travel Management	291,018
10) Prosch	286,565

6) Ovation Travel Group

362,859

team to travel in such areas as technology and sales to position themselves for a recovery.

U.S.-based TWC's also dealt with a slowed merger and acquisition pace as valuating targets became difficult, credit access became hard to come by and would-be sellers were not tempted by low asking prices.

In the earlier part of 2008, some agency consolidation did occur. Travel and Transport bought Abacus Travel, and Almur International, CI Travel, Valerie Wilson Travel, Tzell Travel Group and The Travel Team each acquired other firms.

Tzell Travel Group made the largest M&A moves by far by merging with the Travel Acquisitions Group in the summer and creating new corporate travel management units under Travel Leaders Corporate. The activity included TAG's March acquisition of Coral Gables, Fla.-based TravelLeaders, Tzell's acquisition of Colorado's Pole majestic Travel and 11 other agencies in Alabama, Florida, Georgia, Indiana, Missouri, Maryland, Oregon and Pennsylvania and the opening of a London office, which added

American Express in 2007 reported \$21 billion in global corporate travel sales, a 2.4 percent increase compared with 2007, according to U.S. Securities and Exchange Commission filings. Amex again declined to release ARC data, citing SEC regulations requiring equal disclosure of financial data to shareholders.

BTN estimates that American Express Business Travel processed 14.5 million ARC transactions worth \$8 billion in sales last year.

Carlson Wagonlit Travel for the first time declined to release ARC data to BTN. BCD Travel and HRG also did not participate.

Travel Leaders Group is primarily comprised of New York-based Tzell Travel Group, with 845,942 ARC transactions in 2008 worth \$667.7 million. It also includes data from the former Coral Gables, Fla.-based TravelLeaders, acquired by Travel Acquisitions Group—now Travel Leaders—in May 2008. In September, Tzell and TAG announced a merger that eventually gave birth to Travel Leaders Corporate, which houses all wholly owned corporate travel operations, including Tzell.

FCM Travel Solutions' listing combines ARC data from Chestnut Hill, Mass.-based Garber/FCM Travel Solutions with FCM's small and medium-enterprise division based in El Segundo, Calif., and its Bannockburn, Ill.-based travel management service division. In 2008, Garber processed 304,141 ARC transactions worth \$202.6 million. FCM's California and Illinois locations processed 55,619 and 117,665 ARC transactions, respectively.

11) FCM Travel Solutions	477,125
12) Travel Store	462,600
13) Fox World Travel	443,675
14) World Travel Service	438,629
15) AAA Allied Group	434,441
16) Atlas Travel International	422,980
17) Short's Travel Management	415,772
18) Best Travel & Tours	407,510
19) Valerie Wilson Travel	406,483
20) The Travel Team	402,105
21) Balboa Travel	398,122
22) National Travel Service	388,077
23) Casto Travel	380,607
24) Gann Travel Management	378,273
25) Kintetsu International	377,994
26) Covington International Travel	360,908
27) Linden Travel Bureau	358,264
28) A&I Travel Service	349,387
29) Child Travel Services	346,215
30) Hess Corporate Travel	343,124
31) Conference and Travel Services	341,905
32) Maupin Travel	337,355
33) George Garner Travel	330,530
34) Euro Lloyd Travel Group	326,622
35) Century Travel Service	323,426
36) S.R. Travel Service	322,745
37) Corniche Travel	319,989