



# Worldwide Preferred Rate Hotel Program

## 2009



## THE COMPANY

Hickory Travel Systems, Inc. (HTS) is recognized as one of the industries leading travel agency consortiums. Hickory in affiliation with Custom Travel Systems, GlobalStar Travel Management and L'alianXa is a global travel network with over 800 agency affiliates in approximately 3,400 locations and represents over \$17 billion in annual sales. Hickory owns and operates its own 24-hour reservation center, Worldwide Preferred Rate Hotel Program, preferred supplier programs, international rate desk with global fare sourcing and consolidation fares, travel technology and automation. Hickory offers agency owners the ability to remain economically viable in today's multifaceted travel management arena.

## AGENCY OVERVIEW

### Hickory Travel Systems

- A global travel network of independently owned travel agencies and CTD's.
- Globally represents 800 independently owned agency partners in approximately 3,400 locations.
- Business mix is 70% corporate and 30% leisure.
- Total network spend is over \$17 billion.

### Partial List of HTS Agency Members

- o Avia International Travel
- o Bay Area Travel
- o Campbell Travel
- o Colwick Travel Corporation
- o Colpitts World Travel
- o Corporate Travel Services
- o Dallas Travel
- o Executive Travel & Parking
- o Great International Travel
- o Great Southern Travel
- o Hickory Beeline Travel
- o San Diego Travel Group
- o Shorts Travel Management
- o Singer Travel
- o Transnet
- o Travelstar
- o Ultramar Travel Bureau, Inc.
- o Worldwide Travel, Inc.

### Custom Travel Systems

- CTS works in affiliation with Hickory Travel Systems, GlobalStar Travel Management, L'alianXa.
- Business mix is 70% corporate, 30% leisure.
- CTS offers quality travel services and products including 24-hour reservation services, international rate desk and global fare sourcing, worldwide Preferred Rate Hotel Program, preferred supplier programs, travel technology and automation.

### CTS Hotel Program Users

- Over 350 partners of Hickory Travel Systems.
- More than 500 independently owned CTS affiliated agencies.
- 250 members of L'alianXa Travel Network.
- 53 partners of GlobalStar Travel Management.

### Partial List of CTS Agency Members

- o Ambassador Travel
- o Austin Travel
- o Borrelli Travel
- o BTI – The Travel Consultants
- o Caldwell Travel
- o Direct Travel/Stratton
- o Executive Travel Associates
- o Hub Travel
- o Fox World Travel
- o Liberty Corporate Travel
- o Lorraine Travel
- o Premier Travel Services
- o Progressive Travel
- o Travizon
- o Travel Solutions
- o Travel & Luggage
- o Strong Travel



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## AGENCY OVERVIEW

### GlobalStar Travel Management

- Founded in 2001 by an established group of partner companies under participation with Hickory.
- 53 Partners in 40 countries worldwide.
- Total Sales: \$5 billion (US\$).
- Total Hotel Sales: \$1.3 billion (US\$).
- Total Hotel Sales for US/Canadian Members: \$263Million (US\$).
- Total number of office locations: over 1,600.

### GlobalStar North America

- Partners in USA and Canada.
- Total sales volume: approximately \$3 billion in annual sales.

### Partial List of Shareholder Partners

- o Campbell Travel
- o Colpitts Travel
- o Corporate Travel Management
- o GlobalPoint Travel Solutions
- o Globalstar Travel Management
- o Ultramar Travel Management
- o Maritime Travel

### GlobalStar EMEA Ltd

- Networking partnerships in various European countries.
- Total sales volume: over \$3 billion in annual sales.

### Partial List of Shareholder Partners

- o Vejle Rejser – Denmark
- o Shandon Corporate Travel - Ireland
- o GlobalStar Travel Pro – France
- o Zita Travel - Greece
- o Viajes Baixas - Spain
- o Orient Travel & Touring – United Arab Emirates
- o Crystal Travel Ltd - Switzerland
- o ATP – Belgium, France, Germany, Netherlands, UK

### GlobalStar Asia Pacific Pte Ltd

- Total sales volume: over \$750 million in annual sales.

### Partial List of Shareholder Partners

- o Global Travel – Singapore
- o Business World Travel – New Zealand
- o International Tours Centre Co. Ltd. - Thailand
- o Travelogic – Australia
- o Sunway Travel Sdn Bhd - Malaysia
- o Tokyo Masters Co., Ltd - Japan
- o Omni Trade & Transport Pvt Ltd. - India
- o Sharp Travel Service - Philippines
- o Swire Travel Limited – Hong Kong

### L'alianXa Travel Network

- Representing over \$1.25 billion in annual sales.
- 50% corporate; 50% leisure.
- 132 locations in 17 countries.

### Partners List

- o Sinc Tour (Argentina)
- o Universal Tours (Bolivia)
- o Kontak Travel (Brasil)
- o Andina del Sud (Chile)
- o Lalianxa (Columbia)
- o Vemsa Travel (Costa Rica)
- o Tecnoviajes (Ecuador)
- o Amate Travel (El Salvador)
- o Lax Travel (Guatemala)
- o Viajes Esther (Honduras)
- o Grupo Altum (Mexico)
- o Viajes America (Nicaragua)
- o Nova Terra (Panama)
- o Coltur Travel (Peru)
- o Madrid Travel (Puerto Rico)
- o Viajes Continental (Uruguay)
- o Uniglobe Travel (Venezuela)

