



TRAVELSTORE

WE'VE BEEN WHERE YOU WANT TO GO

COMPANY PROFILE

- ▶ Employee Owned (ESOP)
- ▶ Largest travel management company based in California
- ▶ Rated one of the Top 20 travel companies in the United States
- ▶ Estimated \$280 million annual sales
- ▶ More than 250 employees
- ▶ Global reach through our BCD Travel Affiliation

Business Composition

65% Corporate • 30% Leisure • 5% Groups

Corporate Headquarters

TRAVELSTORE Inc.

11601 Wilshire Boulevard, Suite 300
Los Angeles, CA 90025
Tel: 310.575.5540
Fax: 310.575.5541

Regional Business Travel Offices

Irvine

18881 Von Karman Avenue, Suite 1400
Irvine, CA 92612
Tel: 949.930.9260
Fax 949.930.9261

Sacramento

855 Howe Avenue, Suite 5
Sacramento, CA 95825
Tel: 916.929.5555
Fax 916.926.0958

Additional locations in:

Brea • Palos Verdes • Pasadena

www.tscorporate.com

www.travelstore.com

TRAVELSTORE

Premier Travel Management Services



TRAVELSTORE

WE'VE BEEN WHERE YOU WANT TO GO



TRAVELSTORE is an employee-owned company where we share a vision rooted in personalized customer service. Established in 1975, we have developed a company and attracted a dedicated team of travel professionals who demonstrate "A Passion for Service" every day.

Our company culture has propelled **TRAVELSTORE** to be rated among the Top 20 Travel Companies in the nation by Travel Weekly, and earned us the Top Business Travel Management Company in Los Angeles ranking, awarded by the Los Angeles Business Journal.

We believe in partnering with our clients so we may better understand their business travel needs and create business travel management solutions that integrate well with our clients' respective corporate cultures.

We highly value personalized, long-term relationships with our clients, and it would be our pleasure to show you our operations and introduce our team.

Wido L. Schaefer

Chairman & CEO

wido.s@travelstore.com

310.752.9129



TOP TEN BUSINESS TRAVEL SERVICES

1. Experienced travel consultants with an average of 19 years experience
2. Specialists in domestic & international airfares
3. Preferred agency-negotiated airfares in select markets
4. 24/7 global traveler emergency assistance
5. Maintenance of personal travel preferences in a secure database
6. Seat assignments & frequent flyer program upgrades
7. Corporate hotel rates program in 140 countries
8. Hotel block space allotments with last room availability
9. Agency-negotiated car rental rates & airport parking discounts
10. VIP & Concierge services available



ONLINE TRAVEL RESERVATIONS

TRAVELSTORE's clients have access to the most advanced and cost-effective online booking tools available, with complete end-to-end procurement solution, at lower fees.

- Quality control & management services support
- Unrivaled flexibility & customization options
- Higher online booking adoption rates
- Desktop views of airfares, hotels, car rates, parking & restaurant reservations, with side-by-side comparisons
- Options for programming travel policy compliance measures



TRAVEL MANAGEMENT SERVICES

TRAVELSTORE's account managers proactively seek opportunities to enhance your overall travel management program in meeting your specific objectives, providing benchmarking comparisons to ensure cost-saving initiatives are achieved. Your Client Service Manager's responsibilities include:

- Development of customer-specific travel management objectives
- Support in developing an effective corporate travel policy
- Ensuring our performance meets or exceeds established quality standards
- Quality control on corporate travel policy compliance
- Consulting on effective travel management techniques
- Identifying and negotiating discount opportunities
- Analyzing and identifying areas for supplier relationship improvements
- Unused non-refundable e-ticket management
- Pre-trip audit on all itineraries for lower fare opportunities
- Tracking and documenting the achievement of travel management goals as well as quality service objectives



GROUPS, MEETING & INCENTIVE SERVICES

From sophisticated executive board meetings to a trip of a lifetime incentive, we create memorable experiences that deliver against our client's goals and deliver extraordinary programs that engage and inspire.

- Group air travel and meeting planning services
- Site search and selection assistance
- On-site hospitality services
- Final reconciliation and billing support



ONLINE TRAVEL MANAGEMENT REPORTS

TRAVELSTORE's MIS Department assists clients with their travel information reporting, as needed.

- Web-based on-demand custom designed reports with cost-allocation by Department, Division or Job No via iBank
- Secure user ID and password-protected access
- 24/7 information access with up-to-the minute spending details
- Capture & warehouse travel information from multiple sources for a single, consolidated view of all travel expenditures incurred worldwide
- Compliance with your travel and procurement policies



VACATION SERVICES

TRAVELSTORE's Luxury Travel Specialists are dedicated world travelers with a passion for arranging fabulous and extraordinary travel experiences for our valued clients, their families and friends. These are enhanced by our expertise, global contacts and preferential pricing.

- Customized arrangements & pre-packaged holidays
- Air travel, auto & rail reservations
- Hotel and resort reservations with value added amenities
- Exclusive benefits on worldwide cruise vacations
- Private jets, yacht charters, villas and chauffeured vehicles
- Honeymoons, destination weddings and special events
- Group and family travel
- Weekend and/or romantic getaways

