

Company Profile and Hotel Programs Overview

ABC Global Services is the leading provider of travel-related products and services to the global travel agency and corporate communities. Product offerings include the Premier Hotel Programs and Global Connect.

Agency Information

ABC's subscriber base now includes more than 7,900 agency locations in 67 countries. The agency geographical breakdown accounts for 87% of locations in North America, 7% in EMEA, 3% in the ASPAC region and 3% in Central and South America. These agencies are oriented towards corporate travel although many include significant leisure components. The overall breakdown is estimated to be 80% corporate and 20% leisure, although specific markets will vary.

GROUP ACCOUNTS

ABC Global Services works with numerous accounts that represent multiple branches. These "group" accounts include large traditional agencies, consortia and host agencies. Key group accounts that look to ABC Global Services for their hotel solutions:

ATPI	Nexion	Travel Leaders
IT Group	Planetto Agency Network	TSI
Lufthansa City Centre	Thomas Cook	
MAST	Transat Distribution	

Please see the "Top Agencies" flyer for more detailed information on the prestigious agencies that use ABC Global Services.

CORPORATIONS SUPPORTED

ABC's agency subscribers service thousands of organizations worldwide, including:

AAI Pharma	Fruit of the Loom	Novellous Systems	Seattle Seahawks
American Honda	Gannett, Inc.	Occidental Chemical	Special Olympics
Benelux	Golf Channel	Ocean Spray	Thompson CSF
Comverse	Humana	Office Depot	The Stride Rite Corporation
Ecco USA	Indiana Pacers	Payless Shoe Source	Unitrin
Fisher Investments	Indianapolis Colts	Pitney Bowes	UPS Crew Services
FM Global	New Balance Athletic Shoe	Safelite	The University of Michigan

Premier Hotel Program

ABC Global Services agencies place more than six million room nights annually, providing revenues to hotels nearing a billion dollars. ABC's agency business is highly rated, translating to increased ADR and RevPAR.

Key Requirements

- Rates must be in parity (equal to the lowest rate offered to other agencies, agency groups, travel consortiums or travel clubs).
- Rates should be discounted at least 10% off the published Corporate or Best Unrestricted Rate.
- Rates must be valid from January 1, 2012 to December 31, 2012.
- Rates must be commissionable.
- Rates must be in whole numbers.
- Rates must be available for booking through the GDS.
- Up to 12 blackout dates are accepted.
- Last Room Availability is required.

Participation Fees

\$825 for hotels located in Prime Cities/Areas (listed below)
\$750 for all other hotels

PRIME CITIES

Amsterdam	Denver	Miami Area	Portland	Tampa
Atlanta	Detroit	Minneapolis	San Antonio	Tokyo
Austin	Frankfurt	New Orleans	San Diego	Toronto
Bangkok	Hong Kong Area	New York	San Francisco	Vienna
Boston	Houston	Orange County, CA	San Jose	Washington, DC
Chicago	Indianapolis	Orlando Area	Seattle	
Cincinnati	London	Paris	Singapore	
Columbus	Los Angeles Area	Philadelphia	St. Louis	
Dallas	Mexico City	Phoenix	Sydney	

Block Space

ABC's Block Space Program is an integral part of the Premier Hotel Program. ABC is recognized as having the largest and best-managed Block Space Program in the industry! It is the perfect way to introduce a new traveler to your hotel when they would have otherwise stayed elsewhere. Block Space is required in Prime Cities (listed above) and strongly encouraged in all other markets. Participating hotels will receive colorized listings in our publications (as available) and will be featured in the Premier Block Space Directory at no additional charge. Hotels not offering Block Space may still be considered for the Premier Hotel Program. Up to 24 black out dates are allowed.

Listing Enhancements

Make your hotel stand out and capture the agent and traveler's attention by enhancing your listing in color or including the property logo or photos. These options are available for the electronic directories. Check the options on the Premier Agreement or mark "Y" in the appropriate fields if contracting electronically.

Premier Promotions™ Program

Through aggressive marketing to agencies and publication through affiliated consumer-oriented Internet sites, participating hotels receive increased distribution when it is most desired.

Premier Promotions facilitates the distribution of promotional, weekend and leisure rates. Participating hotels load these rates in the GDS under our secondary rate code, **AOM**. Offering travelers and agents a comprehensive source of information geared towards Internet shoppers, soft seasons, weekend and leisure travel, it is a perfect compliment to the presence in the Premier Hotel Program.

Premier Advertising and Marketing Options

Increase production — Move market share. For years, ABC Global Services has been the leader in direct marketing to agency subscribers. With varied media such as email, Internet and print, ABC has the right tool at the right time to promote your hotel.

UpClose with ABC Global ServicesSM

A unique venue bringing suppliers together with our subscribers, UpClose with ABC Global Services is an opportunity to meet agents, account/sales managers and management during an educational and fun event. **For details, visit abcglobal.travel/suppliers/upclose.aspx.**

Contact Information

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