



NEWS FROM CWT

Carlson Wagonlit Travel Announces Global Agreement with The CarbonNeutral Company

In October, Carlson Wagonlit Travel (CWT) announced a global agreement with The CarbonNeutral Company, the world's leading carbon offset and climate consulting firm, to provide emissions management services to CWT clients. As a result, CWT has enhanced its *CWT Sustainable Solutions* offering, which now consists of a pre-trip carbon calculator, post-trip emissions management reporting, and a range of services designed to reduce carbon dioxide emissions. (Please refer to Pages 36-41 for an interview with Sue Welland, founder and creative director of The CarbonNeutral Company.)

CWT Expands Relationship with StarCite

In July, CWT signed a global, multi-year agreement designating StarCite Inc. as a preferred technology partner for meetings and events (M&E) activities worldwide. StarCite is the leading provider of Web-based solutions that help companies strategically manage corporate meetings and events. Its technology platform automates and supports all key elements of the meeting planning and procurement process,

including planning, budgeting, buying, attendance, payment and reporting. CWT will leverage StarCite's meetings management software to implement a consistent, global M&E platform from which to operate and manage clients' M&E programs. The platform will enable CWT to enhance its own internal processes, including venue sourcing, data and savings aggregation, in-depth reporting and consulting.



CWT Acquires Spanish Travel Agency Viajes Lepanto, U.S.-based Piedmont Travel, and Remaining Shares in Indian and Argentinean Operations

CWT announced in October its acquisition of Viajes Lepanto, a Spanish travel agency that handles business travel and meetings and events. As a result of the acquisition, CWT Spain will incorporate eight new

locations into its network, bringing the number of CWT offices in the country to nearly 170.

In July CWT acquired the travel operations of Piedmont Travel, Inc., the largest travel firm in South Carolina in the United States, managing business totaling US\$36 million in annual air volume. In addition to corporate travel management, the company handles group, meeting and vacation travel, all of which will be integrated into the corresponding lines of business at CWT.

The same month, CWT also acquired the remaining 24 percent of shares in Indravel Private Limited, now known as CWT India Private Limited (CWT India) from AFL Private Ltd., its joint venture partner in India. The acquisition underlines the company's commitment to India's growing corporate travel market, where CWT India was already the market leader with 12 offices across 10 cities and more than 1,000 employees. Furthermore, CWT is now full owner of its former joint venture in Argentina.

More information on these announcements is available on www.carlsonwagonlit.com.