

# News Release



## **Carlson Wagonlit Travel Globalizes Its Energy Services Division**

*Global services include streamlined travel fulfillment, consolidated travel management, risk mitigation and 24-hour emergency assistance*

**PARIS, May 19, 2010** — Carlson Wagonlit Travel (CWT), a global leader specializing in business travel management, has created a new global organization for its Energy Services division, to offer integrated services worldwide to the company's growing portfolio of energy-related clients. Gary Pearce, who led the team of highly experienced CWT Energy Services professionals based primarily in Houston, Texas, has been promoted to the position of senior vice president, global energy services. He will now oversee a global team that includes not only U.S.-based experts but newly appointed senior directors in EMEA (Europe, Middle East, Africa), Latin America and Asia Pacific.

CWT Energy Services specializes in a unique, rapidly expanding global market, whose companies operate in oil and gas services, maritime and drilling exploration, and alternative energies. These companies travel to and from remote locations around the world and their logistical needs are quite complex, often involving the rotation and transport of hundreds of employees at a time.

By expanding the organization of its Energy Services division to all regions, CWT is capitalizing on its vast geographic footprint and extensive global network. This will enable the 100+ energy-related companies who currently work with CWT in more than 50 countries to enjoy the highest-quality service, safety and value in strategic locations around the world. Furthermore, these clients will continue to benefit from the industry's most skilled professionals, many of whom have more than 20 years' travel management and business experience in the highly specialized energy-services sector.

CWT also has a longstanding portfolio of large global companies in the oil and energy sectors for whom it manages business travel programs. David Moran, senior vice president, global program management, will continue to oversee these clients. The newly created global Energy Services division will enable these industry leaders to enjoy seamlessly integrated services and solutions anywhere in the world.

### **CWT Energy Services Offering**

CWT Energy Services has an integrated offering that responds to the specific needs of its clients across the globe. In addition to the international team of seasoned professionals who effectively manage each travel program and provide solutions that best meet clients' individual requirements, travel counselors are specially trained to seamlessly support complex, tightly scheduled, multinational crew rotations. Furthermore, they assist with the visa and immigration services that are commonly required.

CWT also offers its clients greater savings thanks to its wholly owned consolidator company MOTLI (Marine & Oilfield Travel Logistics International). By leveraging the combined volume of all CWT Energy Services clients, MOTLI is able to offer negotiated fares through a vast number of global marine, offshore and crew specialty contracts.

Risk mitigation and emergency support services are another key component of the offering. CWT works with clients' crisis management teams as well as third-party providers to ensure business continuity planning is in place and emergency response mechanisms well honed. CWT Energy Services also has a 24-hour emergency response center known as Oilfield Services (OFS24) that provides round-the-clock support every day of the year. Services include expanded support for multinational crew rotations, traveler tracking and alerts in an emergency, evacuation and repatriation, and other crisis and risk management assistance.

Effective program management services are also of utmost importance. Clients receive globally consolidated data that adheres to consistent standards worldwide. Global, regional and local reporting are available online for greatest efficiency. To help clients optimize their travel programs, CWT Energy Services also benchmarks and analyzes travel policies and procedures, as well as supplier contracts to ensure clients are getting the greatest value through a combination of their own negotiated rates and those offered by MOTLI .

Douglas Anderson, CWT president and CEO, expressed the tremendous potential this new global organization offers: "CWT Energy Services is writing the next chapter of an important, but little-known success story. Thanks to Gary Pearce's leadership, we are among the top companies in this field. Our new global organization will enable us to bring even greater expertise and service to our clients and accompany them wherever their business goes. CWT Energy Services will be an increasingly important part of our company's growth and development."

The highly fragmented global energy services market is estimated to exceed US\$4.3 billion in annual air volume.

#### **About Carlson Wagonlit Travel**

Carlson Wagonlit Travel (CWT) is a global leader specializing in business travel management. Present in more than 150 countries, CWT serves companies of all sizes, as well as government institutions and non-governmental organizations. By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel program in terms of savings, service, security and sustainability. The company is also committed to providing best-in-class service and assistance to travelers. CWT services and solutions comprise four lines of business: Traveler & Transaction Services, Program Optimization, Safety & Security, and Meetings & Events. In 2009, sales volume for wholly owned operations and joint ventures totaled US\$21.4 billion. For more information, please visit our global Website at [www.carlsonwagonlit.com](http://www.carlsonwagonlit.com).

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