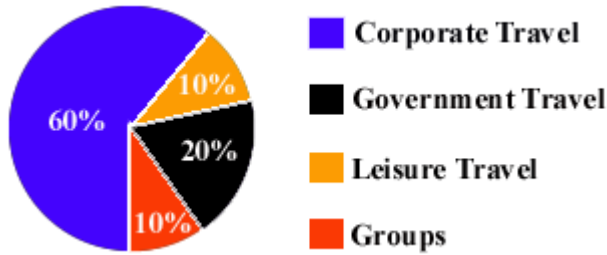


**Facts and Figures on Omega**

- [Business Mix](#)
- [Total Sales](#)
- [Offices](#)
- [Total Employees](#)
- [Rankings](#)
- [Timeline](#)

**Omega's Business Mix**

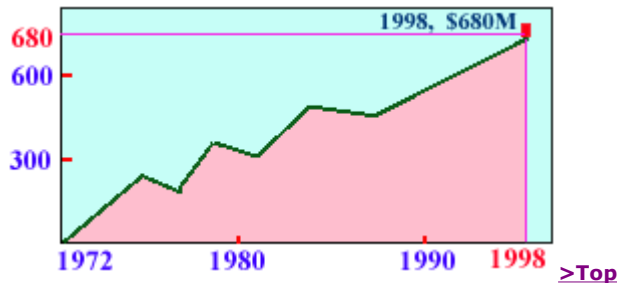
80% Domestic, 20% International



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**Total Sales**

1998 - \$600M in air volume, \$680M total



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**Total Employees**

1,000+ [>Top](#)

**Number of Offices**

Include link to Omega's locations

100 full-service in the U.S. 100 on-site in the U.S. serving commercial & gov't. clients 4 offices in Japan 6 offices in the U.K. [>Top](#)

**Omega's Ranking Among the Top Agencies**

[Nationwide Air Sales Rankings-1998](#)

[Largest Women-Owned Companies in DC Metro--1998 Rankings](#)

[Largest Travel Agencies in D.C. Metro--1998 Rankings](#)

**Nationwide Air Sales--1998**

1. American Express	\$8.9 billion
2. Carlson Wagonlit Travel	\$3.2 billion
3. Rosenbluth International	\$2.0 billion
4. BTI Americas	\$1.7 billion
5. Navigant	\$1.5 billion
6. Maritz Travel	\$1.4 billion
7. Sato Travel	\$1.1 billion
8. World Travel Partners	\$820 million
9. Travel One	\$676 million
10. Omega World Travel	\$556 million
11. McCord Travel Management	\$552 million
12. Travel & Transport	\$451 million
13. Total Travel Management	\$427 million
14. VTS Travel	\$329 million
15. Northwestern Business Travel	\$257 million
16. Boeing Travel Management	\$262 million
17. World Wide Travel Service	\$231 million

18. Arrington Travel	\$223 million
19. Direct Travel	\$210 million
19. Morris Travel	\$210 million
21. Travel Inc.	\$209 million
22. Garber Travel	\$179 million
23. Fugazy Executive Travel	\$161 million
24. First Travelcorp	\$156 million
25. Aquarius Travel	\$151 million

\*Ranking by Business Travel News in their May 25, 1998 issue. Since then several mergers have changed the nature of this ranking. American Express acquired Travel One while BTI Americas and World Travel Partners merged to form one agency. > [Top](#)

### Largest Women-Owned Companies in DC Metro--1998 Rankings

1. Omega World Travel	\$556 million
2. Merchants's Inc.	\$275 million
3. The Mad Hatters T/A Re/Max Renaissance	\$78 million
4. Gerlach Real Estate	\$58.5 million
5. Presidio Corp.	\$56 million
6. Tysons Realty	52 million
7. Employment Enterprises Inc.	\$45 million
8. Cathie Gill Inc. Real Estate	\$45 million
9. Buck Distributing Co. Inc	\$37 million
10. Management Technology Inc. (MTI)	\$37 million
11. Radio One Inc.	\$37 million
12. Dynamac Corp.	\$32 million
13. Swingin' Door Inc.	\$27.8 million
14. Rand Construction Corp.	\$25.2 million
15. Jefferson Commercial Real Estate Serv.	\$24.3 million
16. Medical Team Inc.	\$24 million
17. Mindbank Consulting Group	\$21 million
18. Manassas Travel Inc.	\$20.5 million
19. Cahan Travel Management	\$18.2 million
20. Millers Office Products	\$18 million
21. Quality Travel Services	\$17.5 million
22. MS Destinations Inc.	\$17 million
23. Prospect Associates	\$16.5 million
24. Jack Bays Inc.	\$15.8 million

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### Largest Travel Agencies in D.C. Metro--1998 Rankings

1. Omega World Travel Inc.	\$235 million
2. Sato Travel	\$203.5 million
3. Carlson Wagonlit Travel	\$177 million
4. BTI Americas Inc.	\$157.9 million
5. World Travel Partners	\$125 million
6. Navigant International	\$120 million
7. Travel One	\$102 million

8. Travelogue	\$72 million
9. Executive Travel Associates	\$65 million
10. Uniglobe Travel (USA) LLC	\$59 million
11. Globetrotter Travel Management	\$52 million
12. Travel-On Ltd.	\$42.1 million
13. World Travel Service	\$40 million
14. Ober United Travel Agency Inc.	\$33 million
15. Premiere Travel	\$26.5 million
16. AAA Travel Agency	\$26 million
17. Direct Travel Inc.	\$23 million
18. Rosenbluth International	\$22 million
19. Manassas Travel Inc.	\$20.5 million
19. Diplomat Travel Services	\$18.4 million
21. Cahan Travel Management	\$18.2 million
22. MS Destinations	\$17.6 million
23. Quality Travel Services	\$17.5 million
24. ITravel International	\$14.5 million

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## Timeline History of Omega

**1972** - Gloria Bohan opens Omega's first office in Fredericksburg, Virginia.

**1972 - 1977** - Omega takes advantage of airline deregulation and aggressively markets its services through a developing network of offices.

**1978** - Omega opens one of the first 24-hour, toll-free reservation services in the U.S.

**1979** - Omega is instrumental in establishing a worldwide consortium of travel agencies now known as Woodside Travel Trust with over \$1 billion in annual sales.

**1981** - Omega opens seven offices in the Washington Metropolitan area while becoming one of the largest travel agencies.

**1982** - Omega's success in servicing a travel management contract under a test program by the Federal Government opens the door for all travel agencies to this previously unattainable market.

**1983** - Omega is the first agency to install airline reservation terminals on clients' premises thus pioneering the on-site office concept that is so popular today with corporate and government accounts.

**1984** - Omega becomes the largest travel agency to share a common database between branch offices providing centralized billing and reporting data to its commercial clients.

**1985** - INC. Magazine recognizes Omega as one of the fastest growing companies in the U.S.

**1987** - Omega installs the travel industry's largest back-office and accounting system.

**1988** - Omega's nationwide network consists of 160 offices in most major U.S. cities.

**1990** - Omega, with 187 company-owned offices and 650 personnel, is ranked as the 8th largest travel agency in the U.S. by Travel Weekly.

**1991** - Omega is one of the first travel agencies to install an automated low fare quality control system.

**1993** - Omega unveils its MegaTel product enabling travelers to receive flight information 24-hours a day using any touch-tone telephone.

**1994** - Omega expands internationally with the establishment of company-owned offices in Japan.

**1995** - Omega continues to stay at the leading edge of automated travel technology by deploying two new products, MegaFax & MegaMail, enabling travelers to receive flight information and make reservations in a more efficient manner.

**1996** - Omega opens 6 offices in the United Kingdom with the acquisition of a London-based travel agency.

**1997** - Omega offers clients complete on-line booking capabilities and T&E solutions through vendors such as E-Travel, Internet Travel Network, Sabre BTS and Captura Software.

**1998** - Omega introduces Cruise.com, which has become the internet's largest cruise seller.

**1999** - Established two new Customer Service Centers in Buffalo, New York and Ft. Lauderdale, Florida. [> Top](#)

## Detailed Description

**1972**  
Omega World Travel opened its doors for the first time in 1972 by Gloria Bohan. The first office was established in Fredericksburg, VA, a little civil war town and the boyhood home of George Washington. Gloria, a New York City native and former schoolteacher, became interested in the travel business as a result of celebrating her wedding reception and honeymoon aboard the QE2. A first anniversary sailing, where she met numerous travel agents, convinced her to pursue a career in the travel industry. Beside her was her husband, Dan, a realtor, who encouraged her to take the first steps to making her dream a reality. After planning and discussions, the two decided that the Fredericksburg area would be the perfect location for both her venture into travel, and his into real estate. Armed with enthusiasm and determination, the first office opened with one employee who

## Omega World Travel - UMD

qualified the agency for its licensing.

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#### 1972 - 77

The seventies laid the foundation for a network of company-owned offices. As the travel industry became deregulated, Omega stepped in and took advantage of the entrepreneurial opportunity to grow. Promotions such as two-for-one coupons became available and soon Omega gained widespread recognition. Through aggressive marketing and a strong name to behind the organization, Omega began to acquire clientele nationwide.

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#### 1978

While the competition was out-sourcing their travel service to remote areas far from airports, Omega was busy opening a company owned 24-hour reservation center at Mitchell Airport in Milwaukee. This gave the company access to airline personnel 365 days a year, an important advantage. The airport location ensures that we respond faster and more efficiently to emergency situations such as weather problems, natural disasters and other disruptions to airline services. During emergencies, the airlines' local and toll free telephones are jammed with callers seeking assistance. Our 24-hour Center personnel have personal access to airline supervisors at the airport and are able to obtain information and assistance as needed. Also, less computer downtime and more direct contact make Omega the smart choice for corporations who needed short notice travel arrangements.

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#### 1982

In 1982, Omega was awarded travel management contracts under a test program by the Federal Government. The objective of this program was to determine how well the private industry could service government travelers. Because of Omega's success with the test, other travel agencies interested in servicing the Government now had the opportunity to bid on the previously unattainable market. Within a short time, Omega became one of the largest government contractors in the country. This distinction caught the attention of many corporate clients who decided to take advantage of what Omega had to offer. The eighties became known for the development of travel management centers, and Omega was recognized as a key player.

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#### 1984

Omega opened its first office outside the Washington Metropolitan area in 1984 when a major Fortune 500 company asked to have their travel management consolidated. As more and more companies began to recognize the advantages to consolidation, Omega was propositioned by numerous companies to open offices nearby, or on location, to service them. Throughout the eighties, Omega continued to maintain its steady growth pattern.

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#### 1993

Throughout the nineties, Omega's technology continued to grow. The development of MegaProval, an automated travel authorization system, and MegaTel, an automated airfare system, continued to separate Omega from the competition. And in 1995, Omega was installing a fax back reservations system, a voice recognition reservations system, and an electronic mail reservations system, which gained important recognition in the market place. Because of pioneering efforts, Omega was viewed as technologically advanced, and as a result, established some of the very first on-site travel agencies within corporations and government locations dating back to 1983.

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#### 1994

1994 brought on the commencement of Omega's global travel management program when company owned offices opened in Japan. About a year later, Omega opened a full service office in the United Kingdom. These important first steps enabled Omega to serve clients on the Asian and European continents. Today, Omega has a growing staff of over 80 employees and 8 ticketing locations with 6 offices.

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