

# Travelong Receives Award from Delta Airlines

NEW YORK CITY, N.Y. – Jan. 24 (SEND2PRESS NEWSWIRE) – Delta Airlines presented its yearly sales award to Travelong.com in recognition for its Outstanding Performance in 2007. A spokesperson from Delta noted that the award is rarely granted and Travelong is one of only seven companies this year to receive this notable achievement.



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Delta's Anthony "Tony" Batista, Manager, Consolidators & Specialty Sales for Latin America & the Caribbean, presented the award to Travelong's CEO, Sam Jain. The award marks an all time high in sales for Travelong.com. "The fact that we've been able to achieve these performance numbers in such a short period of time speaks highly of our aggressive marketing strategies and Call Center Conversions with 24/7 Toll free Phone number that has enabled us to reach out to a much wider audience," noted Mr. Jain.

Mr. Jain also pointed to the Open Skies Agreement and increase in home based agents as strong indicators that sales will continue to climb in 2008.

Travelong has added 150 Call Center Reservation agents in 2007 and increased its marketing spend by 300% to generate more phone sales. Travelong's Call Center over the phone sales have quadrupled during the past year. Travelong

has also begun to focus more on International Ticket sales due to an expected rise in International travelers after the signing of the Open Skies Agreement. By focusing more on Phone sales Travelong can set itself apart from Online Travel Agencies.

Travelong is targeting total sales of over 450 Million USD this year. Ronald Mastrangelo, VP said "Travelong's partnerships with its Industry suppliers are very strong and this has been critical to our growth, we expect to aggressively promote our preferred partners products and services to our over 1 Million strong client base."

#### **About Travelong**

Travelong.com is a management company dedicated to providing business travel and meeting planning services to corporations and independent agents. Established in 1933, Travelong is a New York City based Travel Agency that caters to more than 100 corporate clients and almost 20,000 home based agents. Travelong leverages cutting edge technology and solutions to allow its home-based agents can focus on growing their businesses. Much of Travelong's success has come from their unique ability to forge strong partnerships over the past 75 years.

To learn more about Travelong, log onto [www.travelong.com](http://www.travelong.com).

#### **About Delta Airlines**

Delta Airlines is a leading International Airline Carrier that flies to over 330 destinations across 5 continents. Delta carries more passengers across the Atlantic than any other carrier worldwide.

To learn more about Delta Airlines, log onto [www.delta.com](http://www.delta.com).

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