



KIPLING & CLARK  
YOUR BRIDGE TO THE EAST

## COMPANY PROFILE





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## COMPANY FACT SHEET



KIPLING & CLARK IS THE LEADING PURVEYOR OF PRIVATE, HIGH-TOUCH TRAVEL ARRANGEMENTS TO GREATER CHINA, JAPAN AND SOUTHEAST ASIA.



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### KIPLING & CLARK COMPANY OVERVIEW

Kipling & Clark is a company built on three concepts: a love and fascination of Asia, a passion and savvy for luxury travel, and a commitment to deliver impeccable customer service.

Kipling & Clark is the market leader in providing high-touch, private, luxury travel arrangements to greater China, Japan and Southeast Asia. We offer personal service with superb planning capabilities, enabling us to provide once-in-a-lifetime, custom luxury travel experiences for each client. Because Kipling & Clark has personally experienced all the five-star hotels and resorts we recommend, and because we have first-hand knowledge of cuisines, landscapes and guides, we are able to provide extraordinary personalized planning so travelers can truly experience all that Asia has to offer.

**Our featured destinations include: China, Japan, Korea, Vietnam, Cambodia, Thailand, Laos, Burma, Bali, India, Bhutan. All of our itineraries are customized to each traveler's interest and intrigue.**

In addition to our insight, enthusiasm and passion about our Asian destinations, Kipling & Clark also offers a suite of personalized travel services including arranging accommodations at the finest luxury hotels and renown restaurants, providing English-speaking guides, coordinating air and land travel arrangements, and Visa services.



### TRAVNET COMPANY OVERVIEW

Kipling & Clark's sister company, **travNET**, provides competitive business and first class airfares to Asia and the South Pacific for executive and high-end leisure travelers. With its extensive transpacific route system and exceptional service to business travelers, **travNET** is proud to represent **United Airlines** as our leading carrier to the Pacific Rim. **travNET** also maintains trusted partnerships with **Cathay Pacific, Japan Airlines, All Nippon Airways, Thai Airways, Korean Air, Air New Zealand and Qantas**. Our long-standing relationships with these air carriers enables **travNET** to deliver airfare upgrades and routing combinations to customers, making travel to destinations in the Pacific Rim effortless, seamless and thoroughly enjoyable. [www.travNET.net](http://www.travNET.net)

### EXECUTIVE MANAGEMENT

Kipling & Clark and **travNET** are privately-held corporations founded by President and CEO Randy Lynch.

#### HEADQUARTERS

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## EXECUTIVE PROFILE



KIPLING & CLARK AND TRAVNET ARE PRIVATELY-HELD CORPORATIONS FOUNDED BY PRESIDENT AND CEO RANDY LYNCH

### RANDY LYNCH FOUNDER, PRESIDENT AND CEO

Randy Lynch is president of Chicago-based Kipling & Clark and **travNET**. Randy has more than 25 years of experience in the Pacific Rim travel industry, including 14 years with Korean Air during which he served the company in management positions, including Regional Manager. Randy's extraordinary passion for travel to China, Southeast Asia and Japan is the base on which he founded Kipling & Clark ([www.KiplingandClark.com](http://www.KiplingandClark.com)) and **travNET** ([www.travNET.net](http://www.travNET.net)).

Kipling & Clark provides high-touch, private luxury travel arrangements to greater China, Japan and Southeast Asia. Randy founded **travNET** to meet the needs of executive and high-end leisure travelers, providing competitive business and first class airfares to Asia and the South Pacific.

Randy and his family spend two months every year traversing the most intriguing and provocative locations in Asia: this intimate, first-hand knowledge of these destinations enables Kipling & Clark and **travNET** to continuously deliver an extraordinary level of high-touch, custom service to clients.

Randy is actively involved in non-profit community organizations including the Francis Parker School, Vital Bridges, the China Committee of Chicago Sister Cities International, the Hong Kong Business Association, the United States-China Chamber of Commerce and other organizations that further interests in the Pacific Rim.

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**KIPLING & CLARK**  
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**K&C AND TRAVNET  
IN THE NEWS**



RANDY LYNCH INTERVIEW | CRAIN'S CHICAGO BUSINESS | AUGUST 27, 2007

## *2nd O'Hare-Beijing route in doubt*

### **NEW CITY LIKELY TO GET CHINA AIR LINK BEFORE CHICAGO GETS ANOTHER**

BY: PAUL MERRION

Despite rising demand, aviation experts are betting against a bid by American Airlines to offer more flights to China from Chicago. American's proposal to serve Beijing from O'Hare International Airport, competing directly with United Airlines, is up against proposals for new routes to China from other cities. "I would have to imagine new service would be preferable to competing service" in the view of regulators who allocate new air routes, says Douglas Abbey, a partner in Velocity Group, an aviation market research and consulting firm in Washington, D.C.

If the Department of Transportation decides against American in a ruling expected next month, United keeps its monopoly and Chicago travelers won't see a near-doubling of seats on the popular non-stop route, currently running near 90% full. A loss for American also would eliminate the possibility of price competition on the Beijing route, where United has raised business-class fares 47% since last year to \$12,000. Business-class fares haven't climbed quite as sharply on the O'Hare-to-Shanghai route, rising 39% since American started competing with United in April 2006.



*Demand for flights to China has kept fares from falling amid competition, says travel agent Randy Lynch. "There's . . . so much business for everybody." Photo: Erik Unger*

"In the beginning, fares were lower, but now, one year hence, it hasn't had that much effect," says Randy Lynch, president of TravNet Inc., a Chicago travel agency that specializes in Asia. "There's so much demand, so much business for everybody." In Chicago as elsewhere, booming trade with China is spurring business travel to that country. Some 101,383 passengers flew the O'Hare-Beijing route last year, up 7% from 2005.

Seven U.S. carriers, including Chicago-based United, are vying for four new daily non-stops starting in 2009. With one earmarked for a new carrier to China, American is up against five carriers for one of three remaining routes. American's biggest selling point is the competition it would create for United. That argument has worked before, allowing American to win its only China route, Chicago to Shanghai.

"The key thing from a (Department of Transportation) perspective is balance," says Tom Aichele, vice-president of sales for American's Central division. "Today, we are not balanced." United's proposal argues "governmentally gerrymandered" balancing of competition has no merit, and a spokesman says, "Our Los Angeles-Shanghai proposal meets the greatest unmet demand." A Department of Transportation spokesman declines to comment.

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## RECENT COMPANY NEWS



IN THE SUMMER OF 2007, KIPLING & CLARK EXPANDED ITS DESTINATIONS TO INCLUDE PRIVATE, PERSONALIZED TRAVEL ARRANGEMENTS TO INDIA AND THE YUNNAN PROVINCE OF CHINA.

## THE LUXURY TRAVEL EXPERT TO ASIA – KIPLING & CLARK –

*Introduces Two New, Exciting and Exotic Destinations to Travelers Who Enjoy High-Touch, Custom-Designed Journeys to the Pacific Rim*

### **Kipling & Clark Expands its Destinations to Now Include Private, Personalized Travel Arrangements to India and the Yunnan Province of China**

**CHICAGO, IL—July 26, 2007**—Kipling & Clark, the expert in private, luxury travel to Asia, has added two new destinations to its custom travel services to the Pacific Rim: India, and the Yunnan Province of China. Because Kipling & Clark has personally experienced all the five-star hotels and resorts it recommends, in addition to first-hand knowledge of the cuisine, landscapes and guides, it is able to provide impeccable, personalized planning and extraordinary knowledge of its destinations so travelers can truly experience life inside all of Asia's alluring destinations.

“India is the most multi-cultural, colorful destination in all of Asia, and Kipling & Clark's 11- day private luxury tour combines culture with pampered adventure – a custom itinerary may include a stay at the regal Lake Palace Hotel in Udaipur, a visit to the tiger reserves in Ranthambore National Park and a tour of the priceless art collection of the Imperial Hotel in New Delhi,” said Randy Lynch, President of Kipling & Clark. “Along with India, Kipling & Clark is very pleased to add beautiful and ethnically-diverse Yunnan to our destinations. Visitors can walk the cobblestone alleyways of Lijiang, be awed by the mountain vistas of the Pudacuo National Park in the Tibetan township of Shangri-La County, and enjoy the highest level of personal attention and service at the two luxurious Banyan Tree Resorts and the much-anticipated Aman resort in the Diqin area northwest of Zhongdian. These are among the finest resort properties in the world and Kipling & Clark is thrilled to continue providing our clients with this level of world-class style, sophistication and spectacular hospitality.”

“Kipling & Clark is a shining example of an American company that truly understands the values, behaviors, attitudes and cultural traditions that are relevant to successfully doing business in the Pacific Rim, and in particular, China,” said Siva Yam, President of The United States of America—China Chamber of Commerce. “Kipling & Clark has built a multitude of trusted relationships in the travel and hospitality industries over many years and it is because of these intimacies that it can consistently provide its clientele with the best of the best in China, and all of Asia.”

For more information about India and Yunnan, in addition to Kipling & Clark's other destinations that include China, Japan, Vietnam, Cambodia, Thailand, Burma, Bali and the South Pacific visit [KiplingandClark.com](http://KiplingandClark.com) For competitive business and first class airfares to Asia and the South Pacific for business and high-end leisure travelers, visit **travNET**, Kipling & Clark's sister company at [www.travNET.net](http://www.travNET.net).

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