



MAY 2007

LABTA Trade Show

"Best in Show"

May 9, 2007

Westin Bonaventure Hotel

5:30pm - 8:30pm

Please mark your calendars to attend LABTA's Annual Tradeshow. If you are involved in the purchase of Corporate Travel, this show is for you!!

Your \$10 admission fee includes complimentary self parking & hors d'oeuvres, allowing you to network with over 100 Exhibitors from the "Best in Class" transportation, travel management companies, hotels and airlines. Plus you'll have the chance to win airline tickets, hotel accommodations and travel services from a variety of suppliers!

\$10 attendee registration is only open to:

Corporate Travel Executives * Corporate Travel Agents * Corporate Travel Managers * Corporate Purchasing Managers * Strategic Sourcing Managers * Commodity Managers * Meeting Managers * Events Managers * Executive Administrative

Non-exhibiting vendors will not be allowed on the show floor.

To be on the show floor you must be an attendee (registered from one of the categories listed above) or an exhibitor. No exceptions can be made..

New Members

Ashton, Autumn

Crowne Plaza Resort Anaheim

Corporate Sales Manager

Dill, Alicia

EmpireCLS Worldwide Chauffeured Services

Director, Business Develop. West Coast

Santos, Imee Delos

Radisson Suites Covina

Sales Manager

Thrasher, Connie

Carlson Wagonlit Travel

TMC Director



VENUE

May 9 , 2007
2007 LABTA Travel Tradeshow

The Westin Bonaventure Hotel
404 South Figueroa Street
Los Angeles, CA 90071
(213) 624-1000

Registration:
5:30 p.m.

Program:
5:30 p.m.

Parking:
Self-parking at the City National parking garage, located at 444 South Flower St.
Exhibitors - \$10
Attendees - included in registration fee



Thank yous

April Meeting Host: The Portofino Hotel – Kelly Fogarty, Director of Sales and Marketing
April Corporate Sponsor Air France

Community Outreach Career talk and Job Shadowing Supporters: Hertz, American Airlines, Toyota Motor Sales U.S.A., Super Shuttle, American Express Travel and Personality Hotels A special thank you to Super Shuttle, for not only donating their time, but also arranging transportation for the students.

LABTA supported the LAUSD Community Service Project to supply school supplies for the students of New Orleans. We collected items at our April 11th meeting. Thank you to all who brought supplies. The students in New Orleans appreciate your contribution.



Photo Gallery





Releases

THE LOS ANGELES BUSINESS TRAVEL ASSOCIATION SPONSORS CAREER TALKS AND JOB SHADOWING FOR LOCAL HIGH SCHOOL STUDENTS

LABTA Members to Provide Practical Career Guidance to High Schoolers

Los Angeles, CA, April 24, 2007: The Los Angeles Business Travel Association (LABTA), as part of its continuing urban education initiative, is sponsoring career talks and job shadowing for local teens from Freemont High School and the Miguel Contreras Learning Complex. The program will run from April 25, 2007 through May 1, 2007.

Beginning April 25, 2007 LABTA members from the following companies; Hertz, American Airlines, Toyota Motor Sales U.S.A., Super Shuttle, American Express Travel and Personality Hotels, will offer on-site career talks with youngsters from Freemont High School and the Miguel Contreras Learning Complex. The career talks are aimed towards those who are interested in pursuing jobs in the travel industry. The talks will be backed up with a job shadowing program that is intended to provide participants with first-hand experience about working in the field of business travel. Students participating in the job shadowing program will spend the day side-by-side with an LABTA member thereby gaining a true insight into the potentials of a career in business travel.

LOS ANGELES BUSINESS TRAVEL ASSOCIATION (LABTA)

LABTA is the authoritative voice of business travel management in Los Angeles. Founded in 1970, this non-profit organization is the largest chapter of NBTA in the United States with over 250 members. Membership is comprised of corporate travel executives and associates from airlines, hotels, ground transportation providers and other segments of the corporate travel industry.

First CT&TW China Highlights Challenges, Opportunities of Managing Travel in Rapidly Expanding Market

Caleb Tiller , +1 703-684-0836, ext. 138

Shanghai, China (April 26, 2007) -- Corporate Travel & Technology World China (CT&TW China), an event organized by the National Business Travel Association (NBTA) and TTG Asia Media this week in Shanghai, brought together 250 corporate travel professionals to examine how travel management can drive value as the Chinese market continues to expand as one of the fastest growing market in the world.

CT&TW China sessions on focused on topics such as the value proposition offered travel management; the rapid growth of Chinese economy, already the fourth largest economy in the world; understanding the Chinese aviation market; trends in the Chinese hotel industry; and effectively working with the distribution channels available in China.

NBTA President & CEO, Suzanne Fletcher, said of the event, "Participating in CT&TW China has been such an incredible learning experience. Travel managers around the world are focused on risk management and continuing to maximize value in a rapidly changing industry. To meet these two priorities we have to understand the technology, distribution and travel service options available to our companies. CT&TW China gave attendees with multinational responsibilities opportunities learn about the current options and future expectations in the Chinese market, while those with a Chinese focus learned about the trends dominating corporate travel around the world."

Several presenters noted that China is poised to become the third largest business travel market in the world within a few years. A common theme throughout the conference was the position of the Chinese corporate travel market to drive significant value in light of that growth.

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TTG Asia Media Managing Director, Darren Ng, said, “With the exponential growth of the Chinese business travel market, there is significant demand for networking and educational opportunities for travel professionals with China responsibilities. CT&TW China was designed to build on the success of TTG Asia Media in Asia Pacific and of NBTA in the Americas in order to offer an event specifically tailored for the Chinese market, where travel managers, procurement executives, travel management companies and travel suppliers can gather to learn from each other and build relationships that will drive future success.”

NBTA’s Fletcher added, “NBTA has worked with TTG Asia Media for several years to provide content for Corporate Travel World Asia Pacific. It has been an honor to expand that relationship to offer CT&TW China. We look forward to continuing that relationship and to the continued success of CT&TW China.”

CT&TW China was made possible in large part by the success of the following sponsors: Millennium Hongqiao Hotel Shanghai, SkyTeam, the Leading Hotels of the World, Japan Airlines, Management Alternatives, RADIUS, UATP (United Air Travel Plan), United Airlines, AMADEUS, Boeing, and HRG (Hogg Robinson Group).

The National Business Travel Association is the source for critical information on the business travel industry. For nearly 40 years, NBTA has dedicated itself to the professional development of its members through advocacy, education and training, and networking opportunities. NBTA represents over 2,700 corporate and government travel managers and travel service providers, who collectively manage and direct more than \$170 billion of expenditures within the business travel industry. For more on NBTA, visit www.nbta.org.

Bankruptcy Court Clears Delta For Chapter 11 Exit

APRIL 25, 2007 -- The U.S. Bankruptcy Court for the Southern District of New York today confirmed Delta Air Lines' plan of reorganization, enabling the carrier to end 19 months of Chapter 11 protection on April 30.

Delta said it first must close its \$2.5 billion in exit financing and meet other customary closing conditions. Delta said the ruling also applies to its wholly owned subsidiaries, including regional carrier Comair.

Delta Air Lines this week said it was getting closer to profitability, reporting a \$130 million net loss—\$6 million excluding special items—compared with a 2006 Q1 \$2.1 billion loss in the first quarter of 2007. Thanks largely to growth in international revenue, Delta achieved a \$155 million operating profit during what was its last full quarter under bankruptcy protection (BTNonline, April 23).

Manslaughter bill poses problems for companies 25 Apr 2007

Bob Papworth reports from the Corporate Travel and Expense Management Forum

Companies are going to have to teach their travelling staff about business trip risks to avoid falling foul of new corporate manslaughter legislation, according to a top travel security expert.

Hannah Kitt, associate director of travel security with Control Risks, says pre-trip education – covering general safety tips as well as destination-specific warnings – could help companies avoid ruinous litigation in the event of a tragedy.



Ms Kitt was speaking at the 12th Corporate Travel and Expense Management Forum, organised by Management Solutions (UK) in partnership with ACTE.

More than 70 delegates from blue chips ranging from Mastercard and the Prudential to Unilever and Shell attended the one day event in London.

Although the precise terms and timing of the new legislation have not yet been finalised, it is expected that the Corporate Manslaughter Bill currently working its way through various House of Commons committees will become law later this year. And Ms Kitt and her conference co-panellists, Kate Wheadon, strategic security consultant to engineering giant Arup and Tony McGetrick, Expedia Corporate Travel's director of sales and marketing for Europe, warned that employers should be preparing now.

"I think we will see a rise in demand for e-learning," said Ms Kitt. "Travellers need to now how to mitigate risk.

"We need to focus on how we can enable people to feel more comfortable about going to certain places."

Ms Wheadon went further. "It's not just a case of letting the traveller know," she insisted. "The HR people and those who actually booking the travel need to know as well.

"There is a real need within corporations to make sure that all the people who are involved have the information."

Mr McGetrick pointed out there are also implications for travel management companies.

Expedia has just received an RFP which included, for the first time, questions about ISO27001 security certification.

"From a TMC's point of view, we expect to see much tighter controls on how we deal with security matters," he said.

"I think we are going to be expected to provide far more information on risk assessment, to be built into clients' travel policies."

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LAX Row Spurs Departure Fee

By Jay Boehmer – BTN Online

APRIL 23, 2007 -- American, Delta, Northwest and US Airways this month followed United Airlines in adding \$10 surcharges on all flights departing from Los Angeles International Airport. United began imposing the surcharge on April 11, citing a rent increase that Los Angeles' aviation authority last year applied to all carriers at LAX.

Other carriers operating out of the airport, including Continental, have not levied a surcharge but have joined the fight against the rent increase they claim is unfair and designated for unspecified projects.

Buyers and consultants suggested there is little recourse in mitigating the surcharge, which some characterized as a de facto fare increase. "Everything's negotiable," said Management Alternatives vice president John Heilner, "but if I were an airline I'd be very reluctant to do that because it sets a terrible precedent for my other customers." Yet, buyers contend that if the surcharges stick, it could add thousands to travel expenditures from what is the fifth-largest airport in the country by departures, according to the U.S. Bureau of Transportation Statistics.

Sparking the surcharge, United said the LAX aviation authority enacted a "unilateral rent increase" retroactive to 2006 that amounts to a \$10 million hike in annual expenses for the carrier. United, with the largest LAX carrier operations, holds more than 15 percent marketshare. The domestic carriers that enacted the surcharge represent nearly 44 percent of LAX marketshare, airport operating statistics show.

"Passing along this surcharge to our customers is not our preferred action, but the recent sharp increase in costs to operate at LAX has left United with no other option," said United senior vice president of planning Kevin Knight. "We have a great interest in LAX developing into a world-class airport, supported by a long-term modernization plan, but we have no interest in paying higher fees without greater benefit for our customers."

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LAX operator Los Angeles World Airports in a statement said the surcharge "wildly exceeds the airline's full and fair share of the costs to maintain and operate its terminal facilities at LAX." LAWA said United in 2006 enplaned more than 4,885,353 passengers at the airport, and "assuming the same level of traffic this year," the increase would generate more than \$48 million—far exceeding the \$10 million in additional costs that the carrier is seeking to recover. "United appears to be exploiting a justified increase in its maintenance and operations costs in order to dramatically increase profits on Los Angeles passengers," LAWA said.

United said it is not alone in charging that the airport is overcharging for rent. The carrier said it and other airlines sued LAWA over the rent increase, claiming it violates its contract with the airport operator. Airlines in court documents said the increases are "unjust, unreasonable and unduly discriminatory" and requested a "refund of all fees determined to be unlawful, plus interest."

"As much as corporate travel managers feel like it's taxation without representation on behalf of the corporate dollars that we spend, the airlines have got to feel the same about this issue," said Pfizer director of global travel Phil Dunphy. "If they want to pass on some surcharge that causes people to leave LAX and take their business over to Orange County, then go for it. That's what it's all about: what people are willing to pay for."

Dunphy added: "It hasn't come up in any of our discussions. I don't know whether it would be something that's negotiable, or if there's another way to make it up to us."

Twelve of 17 Los Angeles-based travel buyers in response to a Los Angeles Business Travel Association straw poll expected the surcharge to stick. Several said they would consider using alternative airports to avoid fees.

One travel buyer with high LAX traffic said it would be difficult to counteract the surcharges, as encouraging travelers to use alternative airports or airlines would be impractical.

Management Alternatives' Heilner concurred: "I certainly can't imagine any company changing their airport decisions, but suppose Continental continued not to match and the other guys continued to charge it. If you had 5,000 departures a year, is it worth \$50,000 to change preferred carriers? Could be worth it for some companies."

Meanwhile, in filings with the U.S. Department of Transportation, AirTran Airways, Frontier Airlines, Southwest Airlines and US Airways, among others, have posted complaints over the increased airport charges at LAX. Such international carriers as British Airways, Cathay Pacific, Japan Airlines, Qantas and Swiss also have objected to DOT over LAWA's rent increase.

Airlines in DOT filings argued that LAWA has not specified what the rent increases would fund. "While much has been promised, there is no concrete, approved plan for what specifically is to be done, when and at what cost."

LAWA said, "Under the terms of their existing leases, United and other carriers are responsible for the full costs of maintaining and operating LAX facilities and LAWA has the right to pass along increases in its costs of operating the terminals, which it does for the benefit of the airlines. LAWA has discussed with the airlines their responsibility to pay fair and reasonable costs to maintain and operate their respective terminals and other facilities at LAX, particularly in the years following the 2001 terrorist attacks. Since then, LAWA has largely shouldered the increased security-related costs itself."

Fred Clark, executive director of Laxtec Corp., a nonprofit organization representing carriers that operate out of LAX, said LAWA last year changed the basis for rent charges from "usable" space to "rentable" space. Clark, in testimony to DOT, said airlines pay rent on about 56 percent of terminal space, but under revised rules the carriers would pay rent on approximately 88 percent of terminal space—"a change that is forecast to generate new revenues for LAWA in excess of \$115 million during the five-year term of the new lease agreement."

The carriers said other airport operators in California have more clearly defined capital improvement initiatives, while "LAWA has failed to define the cost, timing and priority of any plans to upgrade and improve the existing infrastructure." Airlines further argued that LAWA is operating at a profit and the added funds would only create a surplus. "It is unreasonable to impose higher rates on the Thomas Bradley International Terminal airlines when LAWA is profitable at current rates and is building reserves in order to fund unspecified future capital projects," the airlines argued.



NBTA Announces Keynote Speakers for 2007 NBTA Convention

Registration Leading Last Year's Record-Setting Pace

Caleb Tiller , +1 703-684-0836, ext. 138

Alexandria, VA and Boston, MA (April 19, 2007) -- The National Business Travel Association (NBTA) today unveiled its slate of speakers for General Sessions at the 2007 NBTA International Convention & Exposition, to be held July 22-25 in Boston. The lineup includes a new format for Monday, which will bring together three industry experts for the Industry Legends Panel.

The 2007 NBTA Convention keynote speakers will be:

Monday General Session (sponsored by Sponsored by Sabre Travel Network, GetThere & Travelocity Business) -- Industry Legends Panel featuring:

Gordon M. Bethune, Chair of Aloha Airgroup, and former Chairman and CEO of Continental Airlines
Robert L. Crandall, former Chairman and CEO of American Airlines
Peter Greenberg, Moderator & Emmy Award-Winning Travel Journalist

Tuesday General Session (sponsored by Orbitz Worldwide by Travelport) -- Former U.S. Secretary of State General Colin L. Powell

Wednesday General Session (sponsored by Expedia Corporate Travel) -- Historian Doris Kearns Goodwin

NBTA President & CEO, Suzanne Fletcher, commented, "The NBTA International Convention & Exposition is widely recognized as the premier event in the corporate travel industry and has presented a number of the world's most recognizable personalities as featured speakers. We are pleased this year to welcome leading figures from the travel industry, world politics, academia, and media to share their unique perspectives with NBTA Convention attendees."

Registration for the 2007 NBTA Convention is ahead of where it was this number of weeks in advance of last year's convention, which turned out to be a banner year for attendance. At 1,026, the number of registrants to date is 161 percent greater than last year, with the number of Direct, or travel buyer, registrations to date leading last year's number by 61 percent.

NBTA Convention Speaker Information

Bethune earned worldwide acclaim at Continental Airlines for spearheading one of the most dramatic corporate turnarounds in history. When he joined the troubled carrier as President and COO in February 1994, Continental consistently ranked last in every measurable performance metric, including on-time performance, customer complaints and mishandled baggage. Bethune quickly assumed the role of CEO in November 1994, and was elected Chairman of the Board of Directors in September 1996. His effort to rescue the financially troubled carrier from a seemingly irreversible tailspin, as chronicled in his best-selling business novel *From Worst to First*, has made him a legend in commercial aviation.

Crandall, former Chairman and CEO of AMR Corporation and American Airlines, was labeled by the Wall Street Journal as "the man who changed the way the world flies." During his 25-year tenure at American Airlines, Crandall led the Company to making various innovations that revolutionized the travel industry. In 1973, he headed a project to modernize American's SABRE computer reservations system, thus laying the groundwork for what eventually became The SABRE Group, a leading provider of computing and communications services for airlines throughout the world. In 1975, Crandall created Super Saver fares, which introduced the concept of deep discounts for advance-purchase tickets. Subsequently, he led the development of the industry's first yield management system, a revenue-maximizing approach now used throughout the airline industry. In 1980, he created AAdvantage, the industry's first frequent flyer program.



Greenberg is one of the world's most preeminent travel journalists. He has covered literally thousands of stories in hundreds of locations across the globe in his many roles, including: travel editor for NBC, MSNBC and CNBC; best-selling author; radio host of a program syndicated nationally and broadcast on XM Satellite; contributing editor for America Online and Men's Health; and regular contributor to Forbes and The New Yorker. His projects include a New York Times' best-selling book series, The Travel Detective, the Peter Greenberg Worldwide Radio show (aired on 128 radio stations nationwide), and dozens of TV programs, including Secrets of The Black Box. He is a regular on NBC's Today show.

General Powell became the 65th Secretary of State of the United States on January 20, 2001. As he stated at his confirmation hearing, the guiding principle of U.S. foreign policy during his tenure was that "America stands ready to help any country that wishes to join the democratic world." General Powell brought extensive experience with him to his office. Before becoming Secretary of State, he served as a key aide to the Secretary of Defense and as National Security Advisor to President Ronald Reagan. He also served 35 years in the United States Army, rising to the rank of Four-Star General and serving as Chairman of the Joint Chiefs of Staff (1989 – 1993). During this time he oversaw 28 crises, including the Panama intervention of 1989 and Operation Desert Storm in the 1991 Persian Gulf War.

Goodwin, a world-renowned historian, has been reporting on politics and baseball for over two decades. Her most recent book, Team of Rivals: The Political Genius of Abraham Lincoln, reached number one on the New York Times Best-Seller List, and Steven Spielberg is developing it into a feature-length film. She is a commentator for NBC and a consultant and on-air personality for PBS documentaries on Lyndon B. Johnson, the Kennedy Family, Franklin Roosevelt, and Ken Burns' The History of Baseball. Goodwin's books Lyndon Johnson & The American Dream, The Fitzgeralds and the Kennedys, and No Ordinary Time: Franklin and Eleanor Roosevelt: The American Home Front During World War II, were all New York Times Best-Sellers. She has won numerous literary awards, including the Pulitzer Prize in 1995.

About NBTA Annual International Convention & Exposition

The NBTA International Convention & Exposition, now entering its 39th year, will be hosted July 22-25 in Boston. The event is expected to attract more than 1,300 corporate travel buyers and representatives from more than 400 exhibiting suppliers. With a tradeshow spanning nearly 110,000 square feet of Boston Convention Center and more than 40 cutting-edge education sessions, the NBTA Convention is widely recognized as the must attend event for travel buyers, suppliers, industry leaders and business travel journalists.

About NBTA

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Corporate Partner

LA/Ontario International Airport (ONT) is a medium-hub, full-service airport with commercial jet service to major U.S. cities and through service to many international destinations. ONT is located in the Inland Empire, approximately 35 miles east of downtown Los Angeles in the center of Southern California. The airport is the centerpiece of one of the fastest-growing transportation regions in the United States. ONT's service area includes a population of six million people living in San Bernardino and Riverside Counties and portions of north Orange County and east Los Angeles County. Passenger traffic at ONT has been increasing steadily for the past 10 years. In 2006, 7 million passengers used the airport.

On September 27, 1998, a \$270 million project was completed for ONT which includes two new terminals at 265,000 square foot each for a total of 530,000 square feet, a new ground transportation center, an additional parking lot and new roadway system, airfield improvements, landscaping, and a site storm-drain system. The new terminals are eight times larger than the former terminal and can accommodate up to 10 million passengers a year. When passenger traffic at ONT reaches 10 million in two consecutive years, a third terminal will be constructed.

ONT has 253 daily flights offered by 12 major airlines that provide service to every major city in the United States. The airlines include AeroMexico, Alaska, American, ATA, Continental, Delta, ExpressJet, jetBlue, Lineas Aereas Azteca, Southwest, United, and US Airways. ATA offers nonstop service to Honolulu International Airport (HNL) and as of May 11, 2007 will be offering daily flights to Chicago Midway International Airport (MDW).

On April 2, 2007, ExpressJet Airlines began nonstop service to 14 new destinations from LA/Ontario International Airport. ExpressJet will offer 29 daily nonstop flights to the following 14 cities: Albuquerque, NM; Austin, TX; Boise, ID; Colorado Springs, Co; El Paso, TX; Fresno, CA; Kansas City, MO; Monterey, CA; Omaha, NE; Oklahoma City, OK; San Antonio, TX; Spokane, WA; Tucson, AZ; and Tulsa, OK. "The introduction of ExpressJet flights marks the largest expansion of air service in the airport's 84-year history and is a major step toward realizing our vision for a regional approach to air travel," said Alan Rothenberg, president of the Los Angeles Board of Airport Commissioners.

The LA/Ontario International Airport advertising campaign started on March 2, 2007 and will continue until the end of May. The multimedia campaign includes cable, television, radio, outdoor, print and online advertising. One of the key advertising messages highlight ONT as one of the Five Best Alternate Airports in America according to Forbes.com.

Los Angeles World Airports (LAWA) is a self-supporting department of the City of Los Angeles, which owns and operates a system of four airports: Los Angeles International (LAX), LA/Ontario International (ONT), LA/Palmdale Regional (PMD), AND Van Nuys (VNY). In 2006, LAWA's four airports handled 68 million passengers and 2.7 million tons of cargo a year. In addition, LAWA's airports contribute to an employment base – directly and indirectly – of more than 470,000 and generate nearly U. S. \$67 billion annually of the regional economy.