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Are some sellers of luxury guilty
of saying too much? P. 12



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Doing it for the love of the game.
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\$99 flights from New York to London.
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TRAVEL WEEKLY

THE NATIONAL NEWSPAPER OF THE TRAVEL INDUSTRY

JUNE 25, 2007

Passport law postponed for land and sea crossings

By Michael Milligan

The Bush administration, under mounting pressure from Congress, the travel industry and travelers, delayed the next phase of the Western Hemisphere Travel Initiative, which would require travelers entering the country at land borders and seaports to have passports.

That requirement was slated to take effect as early as January 2008, but under a rule proposed by the State and Homeland Security departments, the requirement instead would be phased in.

Starting Jan. 31, according to the proposed rule, U.S. and Canadian citizens crossing U.S. borders will need to present a "WHTI-compliant document" or a government-issued photo ID, such as a driver's license. They will also need

to show a birth certificate or other proof of citizenship.

U.S. citizens on roundtrip cruises that originate and end in the U.S. may present a government-issued photo ID and a birth certificate, a Consular Report of Birth Abroad or a Certificate of Naturalization. Children under 16 as well as children 18 and younger who are traveling in designated groups may present certified copies of their birth certificates.

The State and Homeland Security departments said the government would fully implement the WHTI in summer 2008, requiring border-crossers and cruise passengers

to possess passports.

Industry reaction to the proposal was mixed.

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The Bush administration intends to implement the second phase of the WHTI sometime next summer.

[WILL BECOME A FLOATING HOTEL IN DUBAI]

Cunard's QE2 headed for retirement

By Johanna Jainchill

The Queen Elizabeth 2, the 40-year-old ocean liner that has traveled more miles than any passenger vessel afloat today, will turn off its engines in 2008.

After crossing the Atlantic more than 800 times and carrying more than 2.5 million passengers, the Cunard Line ship will move to Dubai, United Arab Emirates, where it will become a floating hotel and museum.

Such a fate would have been hard to imagine for the vessel when it was launched by Queen Elizabeth II in 1967. The ship went on to set records for transatlantic speed. It even once carried British military troops during a wartime deployment.

"We are delighted that when her legendary career as an ocean liner ends, there will continue to be a permanent home for her that will enable future generations to continue to experience fully both the ship and her history," said Cunard's president, Carol Marlow.

Cunard sold the QE2 to Istithmar, a wholly owned company of the Dubai government. It plans to convert the liner into a luxury hotel off of Palm Jumeirah, the world's largest man-made island.

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WORLD BEAT		
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TRAVEL WEEKLY'S

POWER LIST 2007

BY HARVEY CHIPKIN PAGE 21

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PROFESSIONAL TRAVEL

2006 Sales: \$222.6 million
 Employees: 223
 Previous Ranking: 37

25000 Great Northern Corporate Center #170
 North Olmsted, OH 44070
 T (440) 734-8800
 R (440) 734-1241
 www.protrav.com

Executives
PRESIDENT/CEO: Robert Sturm
EXECUTIVE VP: Rob Turk
DIRECTOR OF OPERATIONS: Lynn Pfeiffer

2006 Developments

- ARC sales of \$182.7 million.
- 85% of sales from business, 8% leisure, 7% meetings and incentives.
- Significant growth in business; acquired major customers, including the largest in company history, a \$30 million account with a global company.
- Hired 20 people in the last year.
- Expanded home-based employee network.

- Integrated Internet phone system.
- Launched call-routing system.
- Broadly implemented Cornerstone's iBank reporting system with auto-ticketing features.

Company Facts

- Hosts 18 outside travel-sellers.
- Employs corporate agents in 14 states.
- Member of Radius, Virtuoso.
- Privately held.

Looking Ahead

- Looking to expand group and meeting business by expanding online registration and reconciliation process.

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SHORT'S TRAVEL MANAGEMENT

2006 Sales: \$219.4 million
 Employees: 133
 Previous Ranking: 38

7815 Floyd St.
 Overland Park, KS 66204
 T (913) 677-7777
 F (913) 831-1405
 www.shortstravel.com

Executives
CEO: Camille Hogan
PRESIDENT/COO: David LeCompte
CFO: Elizabeth Davis
COO: Eric Brasch
VP, Human Resources: Susan Rice

2006 Developments

- ARC sales of \$95.5 million.
- 74% of sales from business, 1.6% from leisure, 24.3% from



TOP 8

FRANCHISORS BY LOCATIONS, 2006

Franchisor	Locations	Volume
American Express*/**	N/A	N/A
Results Travel	908	\$2.7 billion
Uniglobe*	710	\$2.2 billion
Carlson Wagonlit Travel Associates***	605	\$3.5 billion
CruiseOne****	485	\$145 million
Cruise Holidays*	119	\$186 million
SeaMaster Cruises****	101	N/A
Travel Network*	75	N/A

* Some locations are outside the U.S.

** American Express does not report statistics for its rep outlets, but it reports a worldwide total of more than 2,200 owned and franchised locations.

*** Not including Carlson Leisure Group franchise locations.

**** These franchise plans are designed for home-based retailers.

groups.

Company Facts

- Owns Passport Incentives and Meetings and PlanningPoint Meeting & Event Software (total sales of \$53.2 million).
- Affiliated with Hogg Robinson Group.
- Member of Hickory Travel Systems.
- Privately held.

Looking Ahead

- Will continue to grow sports division, based on experience working with the National Collegiate Athletic Association. Will provide travel services for the 2010 World Equestrian Games in Lexington, Ky.
- Will continue to add dashboard capabilities to its portal, providing a wealth of easily accessible information for clients.

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QUALITY REWARD TRAVEL, A MARITZ-AFFILIATED COMPANY

2006 sales: \$206 million
 Employees: 137
 Previous Ranking: 41

Box 43
 Washington, MO 63090
 T (636) 827-7200
 F (636) 239-0218
 www.maritz.com

Executives

OWNER: Donna Speckhals
OWNER: Rich Speckhals
DIRECTOR OF OPERATIONS: Wendy McDaniel

2006 Developments

- ARC sales of \$194 million.
- All sales from reward and incentive travel.

Company Facts

- Privately held.

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TRAVELEADERS

2006 Sales: \$201.1 million
 Employees: 202
 Previous Ranking: N/A

2151 LeJeune Road, Suite 300
 Coral Gables, FL 33134
 T (305) 455-2999
 F (305) 567-8939
 www.traveleaders.com

Executives

MANAGING DIRECTOR: Jeff Scott
CFO: Omar Jimenez
VP, SALES/ACCOUNT MANAGEMENT: Mark Elias

2006 Developments

- ARC sales of \$154.6 million.
- \$31 million in sales from hosting outside agents.

Company Facts

- 70% of sales from business, 15% from leisure, 15% from meetings and incentives.
- Now offering corporate clients branded leisure Web sites to enable online booking for proprietary vacation products and services.

Company Facts

- Member of GlobalStar.
- Member of Hickory Travel Systems.
- Subsidiary of American Leisure Holdings, a resort development company headquartered in Orlando.

Looking Ahead

- Will continue focus on the midmarket client.