

UATP and Airline Business present:

# Airline Distribution 2005

19-21 April 2005  
Marriott Resort and Spa  
Bangkok



**Topic: Session 4: New Online Distribution**

**Date: Wednesday, 20 April 2005**

**Time: 4:00 – 5:15 pm**

**John Slater**

**Managing Director Distribution Planning and Electronic Commerce  
Continental Airlines**

*John Slater is the Managing Director of Distribution Planning and Electronic Commerce based at Continental's world headquarters in Houston, Texas. In this role, Slater is responsible for development of Continental's consumer website and formulating the company's global distribution strategy. Other responsibilities include corporate e-commerce, and managing business relationships with the GDS's, online agencies, direct connect providers and various technology suppliers. Slater also represents Continental on the board of the Airline Reporting Corporation.*

*Prior to this, Slater was the Senior Director of Sales for Continental's Midwest Sales Division based in Cleveland, Ohio. In this capacity, he managed a 35 member sales organization responsible for corporate and travel agency relationships. These accounts represented \$750 million dollars in annual revenue to Continental Airlines. In addition, Slater served on the boards of the Rock and Roll Hall of Fame, Convention and Visitors Bureau, and The Urban League of Greater Cleveland.*

*Slater began his airline career with People Express Airlines in 1982 and later assisted in the merger with Continental. He has held various senior level positions in flight operations, customer service, sales and marketing with Continental during his twenty-two year career.*

