



ADVANTAGE PR COVERAGE

September/October 2016

Published: 16 September 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website.](#)

Content: 'Trusted brands' key after EU vote.

[Link to article](#)

TTG
News Events Competitions

FILTERS Agencies Air City and finance Cruise Destinations Luxury Operators Regulation Skills

NEWS | 16 SEP 2016 | BY JENNIFER MORRIS

'Trusted brands' key after EU vote

Research from Sandals finds that concerns over Brexit make clients more keen to go for established brands.

Spending limits

Sandals' research shows British holidaymakers are prepared to spend on average £1,072pp for a long-haul holiday, with just under a quarter saying they would spend between £1,001 and £2,000pp.

The survey also found that men are prepared to spend on average £64 more than women on a holiday and those with children £70 less.

"Multi-generational holidays are becoming increasingly popular, with grandparents footing the bill for the whole extended family," added John Sullivan, head of commercial at Advantage Travel Partnership.

Britons' "fear" in-destination is largely attributed to terrorism rather than theft – more than 45% worry that the country they are travelling to may become unsafe. The figure was 49% for those with children.

Food quality and variety were deemed much more important to people surveyed aged over 45 (37.4%), whereas location was most important for those aged 55-65 (89.6%). Those aged 25-44 cared less about location, citing money-related factors as their priority.

Europe still comes out on top for people's booking choices for 2016 and 2017 travel (57.3%), however there was an increase in Caribbean (5.2%) and America bookings (16.8%) year-on-year.

Travel agents booking holidays direct with customers have seen similar trends, with many stating that Brexit hadn't impacted their bookings.

Homeworker Michele Martin from Co-operative PTA said: "Brexit had no effect at all on my business."

Agents also reported that long-haul and luxury travel are in demand as much as ever.

Published: 23 September 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website](#).

Content: Comment: Julia Lo Bue-Said on agents investing in shop refurbishments.

[Link to article](#)

TTG

NewsEventsCompetitions

FILTERS

Agencies

Air

City and finance

Cruise

Destinations

Luxury

Operators

Regulation

Skills


NEWS | 23 SEP 2016

Comment: Post-Portas, shops have never looked better

The anticipated demise of the high street travel agent has been predicted for as long as I care to remember.


OPINION

Julia Lo Bue-Said



But I am seeing increasing evidence that this is far from the case – many of our agents are both investing in shop refurbishment

SHARELINES

 Julia Lo Bue-Said hails the hardiness of the high street

or, dare I say it, opening new shops.

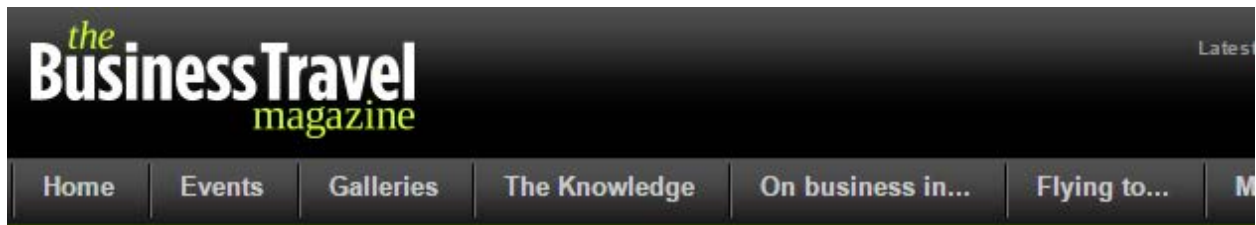
What a premise says about a business can play a key part in the decision buying process. While many high streets are plagued with overall infrastructure issues including lack of accessibility, expensive parking and competition from convenient out of town business parks, it's heartening to see that many

Published: 30 September 2016

Publication: The Business Travel Magazine - for buyers and arrangers of business travel and meetings. [Website](#).

Content: TMCs must take the lead on technology, BT Symposium coverage.

[Link to article](#)



News

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TMCs must take the lead on technology

Travel management companies must adopt new and developing technology in order to stay relevant, said one speaker at the inaugural Advantage Business Travel Symposium this week.



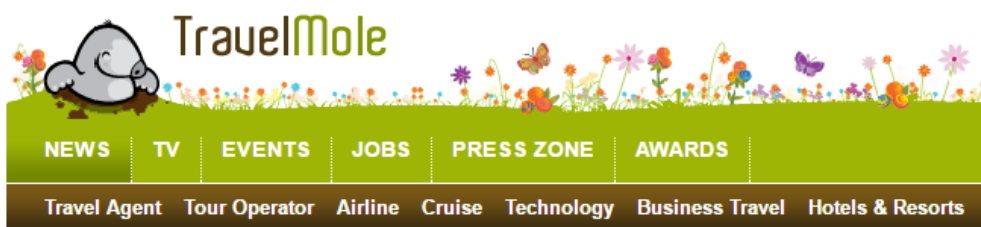
"The manner in which TMCs deliver service is going to change," said Dean Forbes, CEO of travel technology specialist KDS. The company is set to be acquired by American

Published: 22 September 2016

Publication: Travel Mole – TravelMole.com is the first online community for the Travel and Tourism Industry. [Website](#).

Content: Independent chain quits Elite after 30 years.

[Online article](#)



FRIDAY 14TH OCTOBER 2016



Published on Thursday, September 22, 2016

Independent chain quits Elite after 30 years

Nine-store independent agency chain Millington Travel is to leave Elite Travel Group, now affiliated with Advantage Travel Centres, to join The Travel Network Group as a member of Worldchoice.

Established in 1972 and owned by Nigel Armitage and Nick Bland, the Leicester-based company offers both business and leisure travel and employs more than 60 staff.

It expects to open its 10th shop before Christmas, according to The Travel Network Group.

Gary Lewis, CEO of The Travel Network Group, said: "We are delighted to be welcoming Nigel and Nick and their team at Millington Travel to our Group. They have built a very strong and robust business in and around Leicestershire and believe there is the opportunity to take their expertise to other locations around the East Midlands."

Armitage said: "Gary and his team are driven and passionate individuals and the culture of The Travel Network Group mirrors our own. Millington is embarking on a new phase in its development and we believe The Travel Network Group will be the perfect partner to support our growth. It was apparent very early on that we are like-minded organisations and we will be a great fit both strategically and culturally."

MOST READ

One dead, two in hospital after Harmony of the Seas lifeboat accident

New routes from Monarch

Deadline looms for Monarch

Expedia MD joins dnata

Man accused of six travel agency robberies appears in court

Further strikes called in Greece

MOST COMMENTED

TripAdvisor will ban ticket sales of some animal

Conference 2017 coverage

Published: 22 September 2016

Publication: Travel Bulletin is the leading weekly magazine for UK travel agents. [Website](#).

Content: Advantage conference registration now open.

[Link to article](#)

2017 Advantage conference registration now open

22 September 2016



The Advantage Travel Partnership has announced the theme of its 2017 Conference, which takes place between May 12-15 at Club Med Opio en Provence in the south of France.

With a conference programme that looks at the importance of technology in the world, while reconfirming the need for people to remain, the theme 'MAN & MACHINE' has been chosen to capture the essence of this dynamic environment.

The consortium's business development director, Colin O'Neill, said: "The key purpose of our conference this year is to better understand the technological innovations that will have an impact on the way in which we run our lives.

"However, rather than see these developments as a threat, we wish to consider how as humans we can master the technology and use it to our advantage; MAN & MACHINE working in harmony with one another."

For the latest conference news visit advantageconference.co.uk or to contact the events team email events@advantagepartnership.com or call 020-7324 3945.

Published: 14 October 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website](#).

Content: Chris Hoy announced as keynote speaker.

[Link to article](#)

NEWS | 26 SEP 2016 | BY JENNIFER MORRIS



Sir Chris Hoy named as Advantage conference keynote speaker

Cyclist Sir Chris Hoy MBE has been announced as the keynote speaker at Advantage Travel Partnership's 2017 conference.



SHARELINES

Sir Chris Hoy to speak at Advantage conference


Published: 27 September 2016

Publication: Travel Daily UK - Travel Daily Media is a global digital online publisher of e-magazines for the travel industry with offices in London, Dubai Bangkok & Singapore. [Website](#).


Content: Chris Hoy announced as keynote speaker.

[Link to article](#)

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Chris Hoy to keynote Ad conference



Written by:
Aaron Greenwood

Posted On:
27th September, 2016 09:12 am

Posted In:
Events



The Advantage Travel Partnership has confirmed Sir Chris Hoy MBE will be the keynote speaker at the 2017 Conference, which will be staged from 12 to 15 May at Club Med Opio en Provence in the south of France.

Chris Hoy is an eleven-time world champion and winner of six Olympic gold medals – a tally that marks him as Britain's greatest Olympian (jointly, alongside his former team-mate Jason Kenny).

Starting out in competitive BMX at the age of seven, Chris became Scottish champion and was ranked ninth in the world. As a teenager he also competed as a rower, winning silver in the junior coxless pairs at the British Championships; but he decided to concentrate his efforts on track cycling and by the age of twenty he was part of the national squad.

Chris' first Olympic gold came in Athens, winning the 1km time trial in a competition many saw at the best ever in the category. Another three wins at the Beijing Games saw



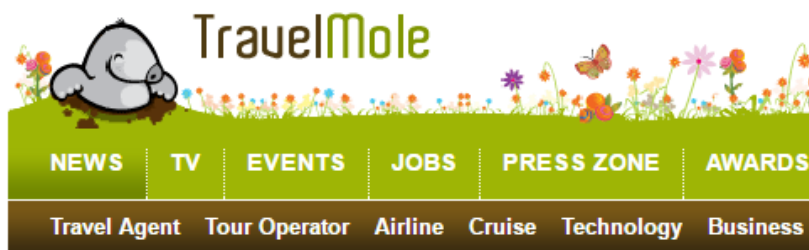
Sir Chris Hoy

Published: 27 September 2016

Publication: Travel Mole – TravelMole.com is the first online community for the Travel and Tourism Industry. [Website](#).

Content: Chris Hoy announced as keynote speaker.

[Online article](#)



FRIDAY 14TH OCTOBER 2016

Published on Tuesday, September 27, 2016

Chris Hoy to speak at Advantage conference

The Advantage Travel Partnership has announced Sir Chris Hoy MBE as the keynote speaker at its 2017 conference.

The event takes place from May 12-15 May at Club Med Opio en Provence in the south of France.

Hoy is an eleven-time world champion and winner of six Olympic gold medals - a tally that marks him as Britain's greatest Olympian (jointly, alongside his former team-mate Jason Kenny).

His first Olympic gold came in Athens, winning the 1km time trial in a competition many saw at the best ever in the category.

Another three wins at the Beijing Games saw Chris become the first Brit in a century to claim three golds in one summer games, marking him out as a British sporting hero.

In London he was promoted to sporting legend, winning both his competitions and providing some of the most emotive images of the games. He retired from competition with an incredible six golds and a total of seven Olympic medals.

Published: 26 September 2016

Publication: Travel Weekly - the UK's preferred travel trade weekly publication. [Website](#).

Content: Chris Hoy announced as keynote speaker.

[Link to article](#)

travelweekly



NEWS ▾ IN DEPTH ▾ DESTINATIONS PHOTOS & VIDEO COMPETITIONS EVENTS JOBS

Sir Chris Hoy named as Advantage conference keynote speaker

by Phil Davies

⌚ Sep 26th 2016, 13:46

f t in G+

Olympics winning cyclist Sir Chris Hoy is to speak at the Advantage Travel Partnership conference next year.

The 11-time world champion and winner of six Olympic gold medals will be keynote speaker at the event at Club Med Opio en Provence in the south of France on May 12-15.

The
Advantage
Travel Partnership

The conference will consider the powerful combination of smart technology and human service to enhance the world of travel.

Advantage business development director, Colin O'Neill, said: "The Advantage Travel Partnership has created an enviable reputation for the quality of its keynote speakers and having Chris address our 2017 conference very much continues this tradition.

"With the conference theme of Man & Machine, we could not think of anyone who better epitomises this harmony."

Published: 26 September 2016

Publication: meetpie.com - the meeting industry's leading portal. [Website](#).

Content: Chris Hoy announced as keynote speaker.

[Link to article](#)



Sir Chris Hoy to deliver keynote at Advantage's 2017 conference

Britain's joint-greatest Olympian will speak at the travel agent group's annual conference on 12-15 May next year

 26/09/2016

[What's your view on this? Post your comments here:](#)



Pictured: Sir Chris Hoy

The Advantage Travel Partnership has announced Sir Chris Hoy as the keynote speaker at its 2017 conference,

Sir Chris Britain's joint-greatest Olympian will speak at the travel

Focus extend Amadeus deal coverage

Published: 27 September 2016

Publication: Travolution - the first publication launched in the UK as a news and views website and monthly magazine dedicated to the online travel industry. [Website](#).

Content: Advantage extends Amadeus deal.

[Online article](#)

TRAVOLUTION NEWS ▾ IN-DEPTH ▾ EVENTS MEDIA JOBS

TOUR OPERATORS

Advantage extends Amadeus deal until 2019


Posted by *Phil Davies* on Sep 27th, 2016 at 15:20

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The Advantage Focus Partnership has selected Amadeus as its preferred technology partner until 2019.

The decision to extend an agreement which has run since 2013 followed an

Published: 28 September 2016

Publication: ITCM - In the UK, mainland Europe, North America, the Middle East and Asia MICE buyers see our site as a one-stop location providing all the worldwide news they need.

[Website.](#)

Content: Advantage extends Amadeus deal.

[Online article](#)

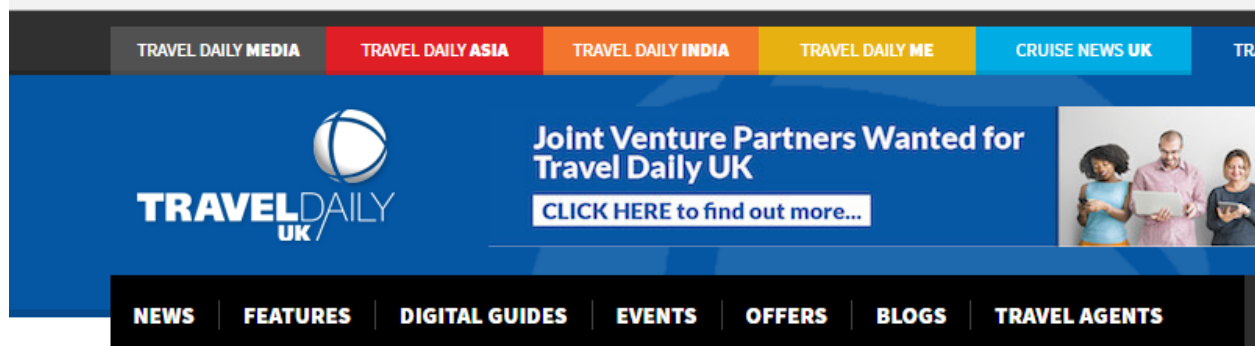
The screenshot shows the ITCM (Incentive Travel & Corporate Meetings) website. At the top, there is a search bar with the text "Search ITCM" and a search icon. To the right, there are social media icons for Twitter, Facebook, and Google+, along with a "Subscribe to our newsletter" link. Below the search bar is a navigation menu with links: Home, Show previews, Blogs, Videos, Media info, Venue finding, News, Features, Interviews, and Directory. The main content area features a large banner for "Events in Brussels - sweet and simple" with the website "www.meetinbe". Below the banner, there is a breadcrumb trail: Home > News > Technology > Advantage Focus Partnership selects Amadeus. The article title is "Advantage Focus Partnership selects Amadeus". The category is "Technology" and the publication date is "Wednesday, 28 September 2016 10:15". The article text states: "Advantage Focus Partnership, part of the UK's largest business travel management consortium, signs a three-year preferred technology partner agreement with Amadeus. Following an extensive review of their IT requirements, Advantage Focus Partnership has selected Amadeus as their preferred technology partner until 2019. The announcement is an extension of the Focus Partnership's existing relationship, having worked with Amadeus on a preferred partner status since 2013. The Focus Partnership Review was conducted by a cross section of their membership who, ratified by the Focus Tech Panel, voted overwhelmingly to continue working with Amadeus. In addition to providing a robust and future-proof content marketplace, the panel were reassured that Amadeus' vision reflected those of its members in improving the business traveller experience of tomorrow. Access to superior mobile solutions, online booking tools and traveller tracking capabilities were important factors too. Head of Focus Operations, Steve Murray added 'The Focus Partnership congratulates Amadeus on their re-appointment which further strengthens our technology partner relationship.' He goes on to say 'Although we cannot predict with accuracy what the future will look like, Amadeus's NDC capabilities places the Focus Partnership in a strong

Published: 29 September 2016

Publication: Travel Daily UK - Travel Daily Media is a global digital online publisher of e-magazines for the travel industry with offices in London, Dubai Bangkok & Singapore. [Website.](#)

Content: Advantage extends Amadeus deal.

[Link to article](#)



Advantage Focus Partners selects Amadeus as tech partner



Written by:
Aaron Greenwood

Posted On:
29th September, 2016 10:42 am

Posted In:
Technology



Following an extensive review of their IT requirements, Advantage Focus Partnership has selected Amadeus as their preferred technology partner until 2019.

The announcement is an extension of the Focus Partnership's existing relationship, having worked with Amadeus on a preferred partner status since 2013.

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Head of Focus Operations, Steve Murray added "The Focus Partnership congratulates Amadeus on their re-appointment which further strengthens our technology partner relationship. Although we cannot predict with accuracy what the future will look like, Amadeus's NDC capabilities places the Focus Partnership in a strong position to be able to adapt at pace."



Subscr

Email:





Published: 30 September 2016

Publication: Breaking Travel News - the leading online resource centre for travel industry executives. [Website](#).

Content: Advantage extends Amadeus deal.

[Link to article](#)


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Advantage Focus Partnership selects Amadeus

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30th Sep 2016



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In addition to providing a robust and future-proof content marketplace, the panel were reassured that Amadeus' vision reflected those of its members in improving the business traveller experience of tomorrow.

Head of Focus Operations, Steve Murray, added: "The Focus Partnership congratulates Amadeus on their re-appointment which further strengthens our technology partner relationship."

ADVERTISEMENT



Access to superior mobile solutions, online booking tools and traveller tracking capabilities were important factors too.

"The Advantage Focus Partnership is the UK's largest and most diverse independent travel agency group, and Amadeus is thrilled to have been chosen to provide its members with best-in-class travel technology."

Big Celebration Lunch coverage

Published: 30 September 2016

Publication: Travel Weekly - the UK's preferred travel trade weekly publication. [Website](#).

Content: Advantage honours members at Big Celebration Lunch.

[Link to article](#)

travelweekly



NEWS ▾ IN DEPTH ▾ DESTINATIONS PHOTOS & VIDEO COMPETITIONS EVENTS JOBS

Advantage honours member success at inaugural awards

by Phil Davies

Sep 30th 2016, 16:30

f t in G+

Advantage Travel Partnership hosted its first ever awards today to recognise success among members and suppliers.

In total 17 awards were handed out at The Big Celebration Lunch at The Grange in London.

The winners, which included Baldwins Travel, Jet2holidays, Fred. Olsen Travel and Travel 2, were selected by business partners, members and an independent panel.

Business development director at Advantage, Colin O'Neill, said: "We are delighted to celebrate and give our valued members the recognition they deserve.

"This prestigious event is about celebrating our collective success with our members and business partners, with a range of awards including Best Agent in both leisure and business travel categories and an Outstanding Achievement Award.

Full list of winners:

Business Travel Partner of the Year (Non- Air) 2016
Amadeus

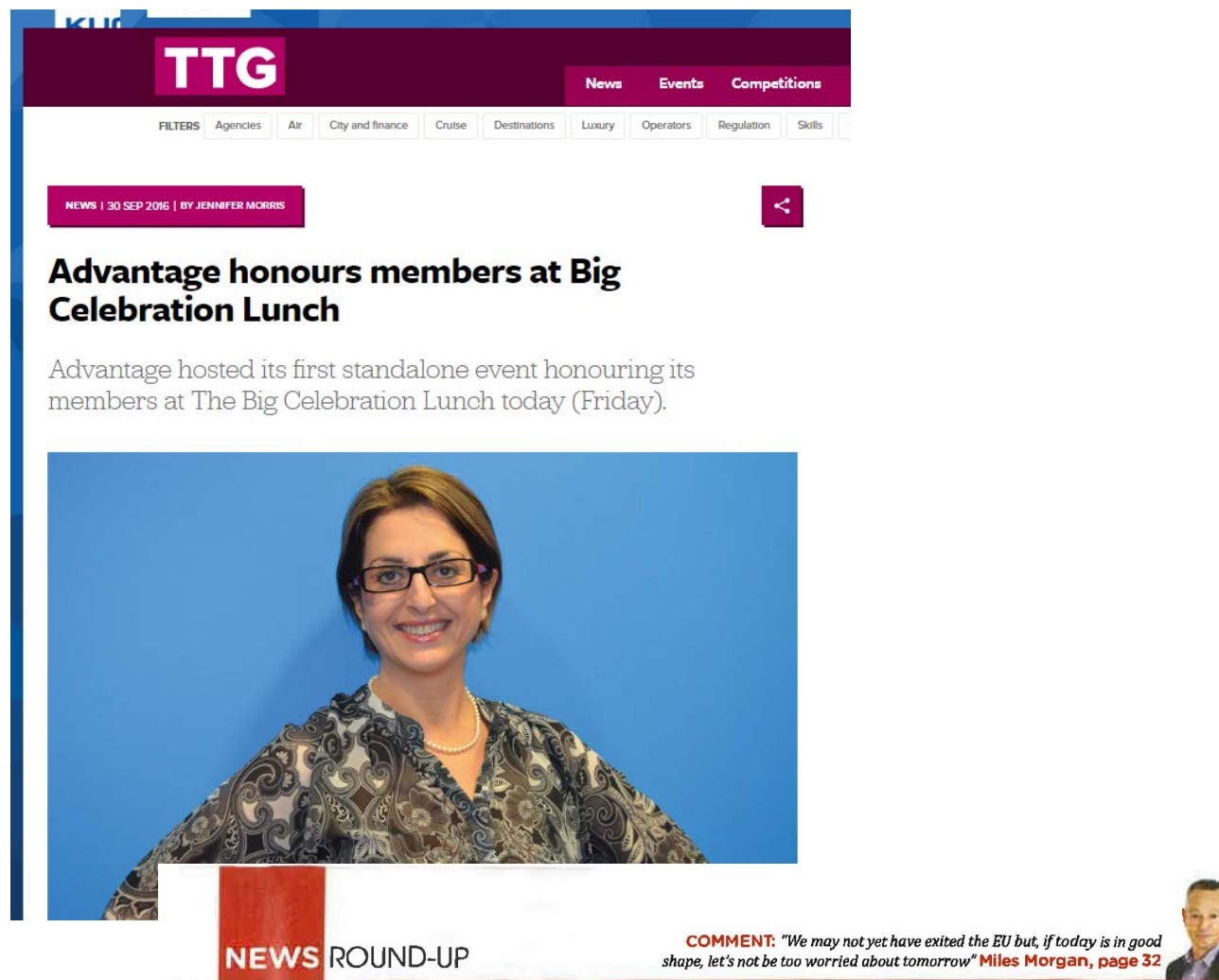


Published: 30 September 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website](#).

Content: Advantage honours members at Big Celebration Lunch.

[Link to article](#)



The screenshot shows the TTG website interface. At the top is the TTG logo and navigation tabs for News, Events, and Competitions. Below this is a filter bar with categories like Agencies, Air, City and finance, Cruise, Destinations, Luxury, Operators, Regulation, and Skills. The main article headline is 'Advantage honours members at Big Celebration Lunch' by Jennifer Morris, dated 30 Sep 2016. The article text states: 'Advantage hosted its first standalone event honouring its members at The Big Celebration Lunch today (Friday)'. Below the text is a portrait of a woman with glasses and a patterned top. To the right of the portrait is a small inset photo of a man. At the bottom of the article is a red banner with the text 'NEWS ROUND-UP' and a comment: 'COMMENT: "We may not yet have exited the EU but, if today is in good shape, let's not be too worried about tomorrow" Miles Morgan, page 32'.

IN THE PICTURE: Advantage wins

Advantage Travel Partnership hosted its first standalone awards ceremony for leisure and corporate members and suppliers.

The agency group handed out 17 awards at its Big Celebration Lunch at Grange St Paul's Hotel in London.

The winners, which included Baldwins Travel, Virgin Atlantic, Fred Olsen Travel and Travel 2, were selected by business partners, members and an independent panel.

Pictured are the team from Fred Olsen Travel, which won the award for most supportive leisure agent of the year 2016. From left: Nigel Alexander, Sharon Williams, Karen Jones, Paul Hardwick, master of ceremonies Mark Durden-Smith, Nicola Atkinson, Dan Hedges and Gareth Duggan.

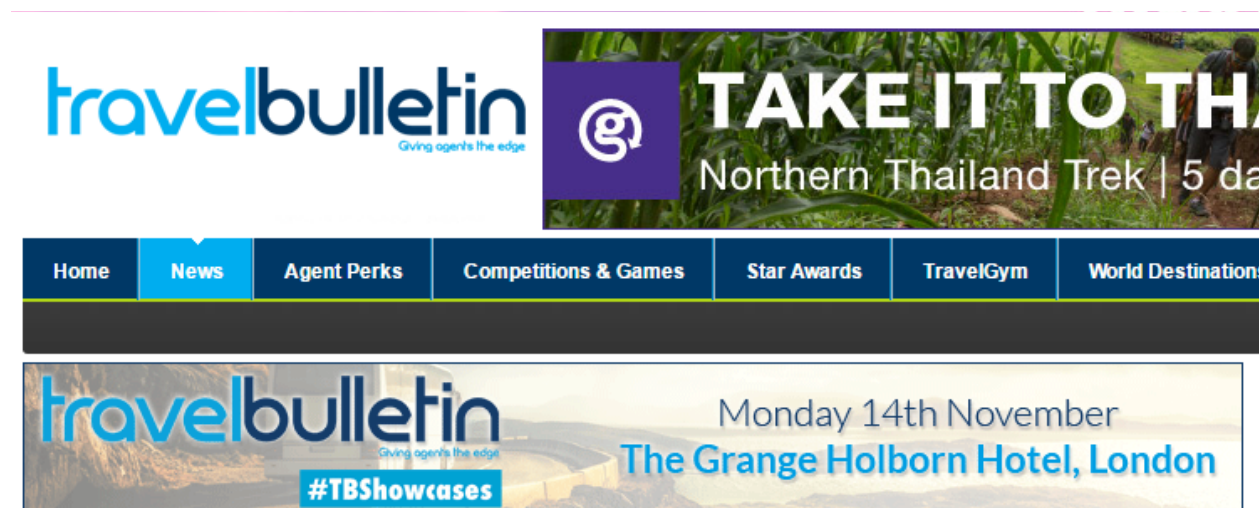


Published: 30 September 2016

Publication: Travel Bulletin is the leading weekly magazine for UK travel agents. [Website.](#)

Content: Advantage honours members at Big Celebration Lunch

[Link to article](#)



Advantage announces its 'Big Celebration Lunch' winners

30 September 2016



For the first time, Advantage hosted a standalone event celebrating members and their success at 'The Big Celebration Lunch'.

The event was held today, September 30, at The Grange, City of London where 17 awards were presented to members, and business partners.

The winners were chosen by a mixture of members, business partners and an independent panel.

Colin O'Neill, business development director for the group, commented: "We are delighted to celebrate and give our valued members the recognition they deserve. This prestigious event is about celebrating our collective success with our members and

business partners, with a range of awards including 'Best Agent' in both leisure and business travel categories and an 'Outstanding Achievement Award'."

The full list of winners were:

Business Travel Partner of the Year (Non- Air) 2016 - **Amadeus**

Most supportive Business Travel Agent of the Year 2016 - **Meon Valley Travel**

Most Supportive Leisure Agent of the Year 2016 - **Fred. Olsen Travel**

Agent Friendly Leisure Partner of the Year 2016 - **Classic Collection**

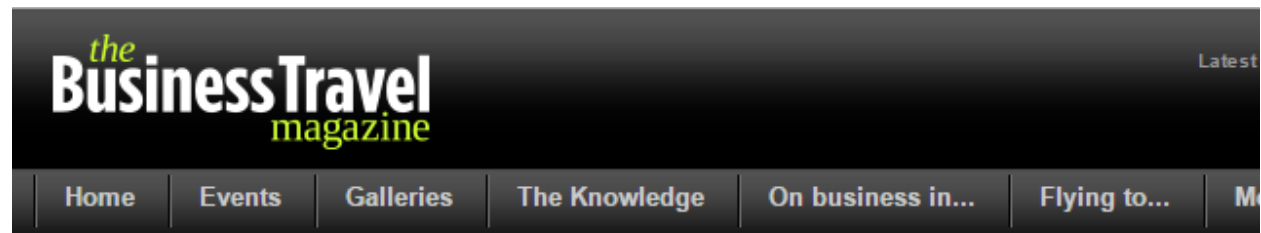
Leisure Account Manager of the Year 2016 - **Carla Hutchings, Travel 2 and Gold Medal**

Published: 30 September 2016

Publication: The Business Travel Magazine - for buyers and arrangers of business travel and meetings. [Website](#).

Content: Advantage honours members at Big Celebration Lunch.

[Link to article](#)



News

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Advantage partnership names award winners

The Advantage Travel Partnership handed out 17 awards to member companies and personnel at its first Big Celebration Lunch last week.



Selected by a mixture of members, business partners and an independent panel, the awards ceremony took place at London's Grange City Hotel on September 30.

Among the winners were Global Travel Management, which was named Business Travel Agent of the Year 2016, and Virgin Atlantic, which took the Business Travel Partner of the Year (Air) accolade.

Published: 05 October 2016

Publication: STAN - specialist travel trade site based on STAN Scottish Travel Agents News which, for over 23 years, has serviced the requirements of the travel trade in Scotland. [Website](#)

Content: Advantage honours members at Big Celebration Lunch.

[Link to article](#)



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Latest News

Advantage holds Big Celebration lunch

October 05 2016



For the first time, Advantage hosted a standalone event celebrating members and their success, The Big Celebration Lunch.

Overall 17 awards were presented to members, and business partners. The winners were chosen by a mixture of members, business partners and an independent panel.

Winners included Amadeus as Business Travel Partner of the Year (Non- Air), Classic Collection as Agent Friendly Leisure Partner of the Year and Travel 2 as Leisure Partner of the Year.

[{back}](#)

Published: 28 September 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website](#).

Content: Julia Lo Bue-Said sits on a TTG debate about the failing of Low Cost.

[Link to article](#)

TTG News Events Competitions

FILTERS Agencies Air City and finance Cruise Destinations Luxury Operators Regulation Skills

NEWS | 28 SEP 2016 | BY JENNIFER MORRIS

TTG Debate: 'Don't blame Brexit'

Last week saw the latest TTG Debate take place, entitled 'The High Cost of the Lowcostholidays Collapse', exploring the implications of the failure in July. *Jennifer Morris* reports.

THE HIGH COST OF THE LOWCOSTHOLIDAYS COLLAPSE

TTG DEBATE

NEWS | 28 SEP 2016 | BY SOPHIE GRIFFITHS

Leader: Hazard or merely handy excuse?

What a difference five months can make. Last week marked the latest TTG Debate, in partnership with Feefo, with the world a notably different place to when TTG held its first debate back in April.

Then, we explored the pros and cons of what a Brexit might mean for the travel industry, and with more than 90% of the room voting

LEADER

Sophie Griffiths

SHARELINES

Twitter The world's a notably different place to when TTG held its first debate back in April...

overwhelmingly in favour of staying in the EU, it's likely many never really thought it would become a reality.

Travel Trade Gazette

TTGMEDIA.COM



Sophie Griffiths
News editor

What a difference five months can make.

Last week marked the latest TTG Debate, in partnership with Feefo, with the world a notably different place to when TTG held its first debate back in April.

Then, we explored the pros and cons of what a Brexit might mean for the travel industry, and with more than 90% of the room voting overwhelmingly in favour of staying in the EU, it's likely many never really thought it would become a reality.

Alas – or happily (depending on your view) – it did. And with it, came the expected ripples of economic uncertainty and currency fluctuations that were blamed for the demise of the Lowcosttravelgroup on July 15. This was the subject of our latest debate, with a panel of industry leaders exploring, among other points, just how far Brexit was really to blame for the OTA's collapse (page 10-11).

Perhaps unsurprisingly, it seems most of the room considered the referendum a handy excuse. Indeed, Advantage managing director Julia Lo Bue-Said suggested footfall had actually increased for members in recent months – perhaps, the panel suggested, because now more than ever consumers seek that security of face-to-face service in the wake of Lowcost's failure.

Business certainly seems to be booming for the high street agents that we've been talking to this week. While agency YourTravel is preparing to launch a Dubai specialist next year (page 12), miniple Millington Travel has revealed the location of its 10th store (page 4) and independent West Country-based agency C The World has just opened the doors of a new agency in Bath (page 7).

Even the Office for National Statistics suggested last week that official figures showed there had so far been little impact from the Brexit vote on the UK economy.

But I can't help but wonder if the ripples may yet turn into a tsunami – it will be interesting to see what a difference the next five months makes.

It's easy to get in touch – you can email me sgriffiths@ttgmedia.com – or tweet me at twitter.com/ttgtravelqueen

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ttgmedia.com/wtm



The TTG Debate

THE HIGH COST OF THE LOWCOSTHOLIDAYS COLLAPSE

Last week saw the latest TTG Debate take place, entitled 'The High Cost of the Lowcostholidays Collapse', exploring the implications of the failure in July. *Jennifer Morris* reports

'Don't blame Brexit'

The aftermath of the Lowcosttravelgroup's collapse proves the current Atol protection scheme "is not fit for purpose".

That was the sentiment of a panel gathered by TTG to debate "The High Cost of the Lowcostholidays Collapse" – the failure of Lowcosttravelgroup on July 15 – in London last week.

A panel of industry heavyweights, including accountant Chris Photi who worked closely with Lowcost until about a year before its collapse (see box), took part in a heated discussion on the issue and answered questions from the audience.

"I can't say there's no point in Atol, I'm just saying the scheme is not fit for purpose; it hasn't been since they changed to a levy [the Atol Protection Contribution (APC)]," said Photi, White Hart Associates' head of travel and leisure. "It was fit for purpose for many years until that time."

After Armageddon

Photi continued: "The real risk is in the top few Atol companies."

"Before 2008 the top two Atol companies had huge bonds of around £500-600 million each and there are no bonds now."

"There is a pot of £150 million plus an insurance and overdraft facility, but once that's gone what happens the day after Armageddon [the failure of one of the top two]?"

"What about the other firms that want to consumer-protect? There isn't any money left."

"The £1 [which later became £2 APC levy] wasn't thought through, hugely expensive and doesn't work. Photi admitted he himself had avoided buying Atol-protected

10 **TTG** 29.09.2016

TTG DEBATE

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holidays for the past 20 years, unless he was going somewhere "unusual and difficult to get home from".

Photi said it had not been the CAA but the OTAs and trade players that have had to bail out people in-resort and which paid in advance.

"The CAA has taken a whole wedge of cash with very little risk," he said. "The real consumer protection risk is in the traditional tour operator model."

Other panellists agreed that the existing Atol-protection scheme needed to be re-examined. Advantage Travel Partnership



managing director Julia Lo Bue-Said said: "Do we need regulation and consumer protection? Yes, of course we do. Do we have charity? No. Does Atol achieve that? No it doesn't."

"With Lowcost, consumers genuinely thought they were going on to a website that was a UK website, and that they would be protected, and they weren't."

Feefo chief commercial officer Matt Eames also admitted consumers were confused by protection.

Asked whether companies being able to regulate abroad was satisfactory, he said: "Consumers are either confident about things they understand, or things they think they understand. Where you see a trust mark like Atol, consumers will be driven by that regardless of what we know about how it operates."

"As a consumer I'm not satisfied, but I understand much more than the average consumer."

Credit due
TTG news editor Sophie Griffiths outlined the panel on whether there was "any point" in Atol when credit and debit card issuers have posted so much of the Lowcost bill.

Lo Bue-Said said: "Yes the credit card companies paid out and repaid, but someone pays that bill down the line."

She said that the costs incurred by credit card companies will ultimately "come back to business".

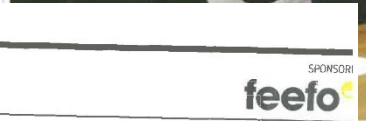
JacTravel chief executive Terry Williamson highlighted that credit cards didn't cover holidaymakers elsewhere in Europe.

"All those consumers that would have bought from those markets weren't protected," he said.

"The [Atol] scheme does bring other benefits. It saves after repatriation and I'm not sure the credit card companies do that very well necessarily."

He said he thought it unlikely that card companies would stop paying out in the event of collapses such as that of Lowcost.

"I don't think Lowcost is big enough for them to get too worried about," he added.



The panel

Julia Lo Bue-Said, managing director, Advantage Travel Partnership

Chris Photi, head of travel and leisure, White Hart Associates

Terry Williamson, chief executive, JacTravel

Matt Eames, chief commercial officer, Feefo

Consumer confidence
Asked whether Lowcost's collapse represented a good opportunity for the UK government to "take a look at the protection schemes in the UK", Eames said: "This is a great time to start talking about whether protection is good enough, but they haven't, which is a sad state of affairs."

"Do they not understand it or not know what could be costing? A company could technically emulate Lowcost's model and move on."

Lo Bue-Said added: "There doesn't seem to be anyone looking out for the consumer in that respect."

Photi observed that it was "unfairly" companies would "copy" Lowcost

following the Brexit vote. "In two years they'll no longer have a licence they can sell to the UK market," he said.

He finished by suggesting that the UK government could decide to claim the money in the Air Travel Trust Fund. "The government might come along and say 'that £150-200 million in cash is a tax, let's have it'," he said.

"They could say 'you've had consumer protection out of it for the last 10 years, that's what you've paid for'."

29.09.2016 **TTG** 11

Rita Hunter Fraud case coverage

Published: 06 October 2016

Publication: Travel Weekly - the UK's preferred travel trade weekly publication. [Website](#).

Content: Special Report: Advantage calls for watch list to counter agent fraud.

[Homeworker found guilty of defrauding Advantage](#)

[Special Report: Advantage calls for watch list to counter agent fraud](#)

travelweekly



NEWS ▾ IN DEPTH ▾ DESTINATIONS PHOTOS & VIDEO COMPETITIONS EVENTS JOBS

Homeworker found guilty of defrauding Advantage

by Amie Keeley

Oct 6th 2016, 08:18

f t in G+

A homeworker who defrauded Advantage Travel Partnership of tens of thousands of pounds has been handed a suspended jail sentence.

Rita Hunter, who ran Hunters Travel in Liverpool, was ordered to pay back £33,000 to the consortium.

Hunter admitted using former customers' credit and debit cards to pay for new bookings through the consortium, while directing the money to her own a

Many of those customers were able to claim back losses from card provid was obliged to honour the bookings.

Advantage said it noticed irregularities within six weeks of Hunter joining October 2014 when it started to receive chargebacks from merchant acq

Advantage ended Hunter's membership and, with law firm Hill Dickinson,



NEWS

YOU NEED TO KNOW

1

Rita Hunter defrauded Advantage of tens of thousands of pounds



Homeworker found guilty of defrauding Advantage

Amie Keeley

amie.keeley@travelweekly.co.uk

A homeworker who defrauded Advantage Travel Partnership of tens of thousands of pounds has been handed a suspended jail sentence.

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Hunter admitted using former customers' credit and debit cards to pay for new bookings through the consortium, while directing the money to her own accounts.

Many of those customers were able to claim back losses from card providers, but Advantage was obliged to honour the bookings.

Advantage said it noticed irregularities within six weeks of

Hunter joining the consortium in October 2014 when it started to receive chargebacks from merchant acquirers.

Advantage ended Hunter's membership and, with law firm Hill Dickinson, began a civil claim against her to recover its losses and reported her to police.

The consortium pursued the civil case for 18 months, which culminated in bankruptcy proceedings.

Hunter was arrested in September 2015 and, following an investigation by Merseyside Police, charged with two counts of dishonestly making false representation relating to both Advantage and another travel company.

Hunter pleaded guilty to both charges at Liverpool Crown Court

on August 16, 2016, and was given an 18-month sentence, suspended for two years. She was also ordered by the court to pay back £33,000 to Advantage.

Advantage managing director Julia Lo Bue-Said said pursuing Hunter, who formerly worked for Advantage 12 years ago, became "a matter of principle".

"For the time and money it has taken to pursue Hunter for the debt, we could have easily let this go, but we pursued it because we wanted to stop her doing the same again somewhere else," she said.

"It became a matter of principle because we are in the business of protecting small and medium travel companies in our consortium.

"If we hadn't got justice, what would that have said for our

AT A GLANCE
Timeline of a fraud

- October 2014: Hunters Travel joins Advantage Travel Partnership
- December 2014: Advantage notices payment discrepancies
- February 2015: Advantage terminates Hunters Travel membership
- March 2015: Advantage reports Hunter to police
- December 2015: Merseyside Police arrests Hunter
- August 2016: Hunter pleads guilty to two counts of dishonestly making false representation
- September 2016: Hunter handed suspended sentence and ordered to pay back £33,000 to Advantage

members that might be forced into similar situations?"

Olve Myerscough, a fraud investigator at Merseyside Pol said: "Hunter could have easily ruined peoples' holidays, but luckily Advantage honoured these trips.

"Companies have to have an element of trust but you've als to keep your eyes open.

"It's about proper due diligence and putting proper management systems in place

Lo Bue-Said is now calling 5 agency consortia and industry bodies to come together to cre a "watch list", which all parties could feed into. It would flag 4 names of individuals who had been convicted of or were bei investigated for fraud.

> **Special Report, page 10**

NEWS SPECIAL REPORT

Advantage Travel Partnership proposes a new register to stamp out fraud. Amie Keeley reports



Lo Bue-Said: 'We need a more joined-up approach'

Advantage calls for watch list to counter agent fraud

The boss of Advantage Travel Partnership is calling on consortia and industry bodies to back calls for a new watch list to prevent agent members committing fraud.

Managing director Julia Lo Bue-Said said currently there were "too many loopholes" in the industry potentially allowing dishonest agents to move from consortium to consortium unchecked.

Her appeal comes after homeworker and former Advantage member Rita Hunter was convicted of dishonestly making false representation for defrauding the consortium out of tens of thousands of pounds by paying for customers' holidays with former clients' card details.

Collaboration

Lo Bue-Said said that without industry collaboration she feared similar frauds would be committed because there is no system in place to check agents' backgrounds.

She said currently when Advantage receives membership applications, it does its own

"People play the game because they know there are gaps in the system"

bankruptcy and financial checks. However, she says there is no easy way of knowing if a member has committed fraud or had their contract terminated in controversial circumstances at other consortia previously, meaning these agents could continue to operate.

Lo Bue-Said wants to see a central portal set up that would require all consortia, as well as Abta and the CAA, to report suspected fraud, and for a register to be kept of fraud convictions.

Any information relating to suspected fraud would be passed on to police to investigate, and consortia would be able to consult the portal when they receive applications from agents and make a decision based on their findings.

Advantage is working with anti-fraud group Profit to set

up the portal and wants other organisations to back the scheme to help get it up and running by the end of the year.

Lo Bue-Said said: "These individuals are out there and will continue if we don't have a more joined-up approach. Collaborations with other industry parties are essential. At the moment there is a big loophole. People play the game because they know there are gaps in the system."

"It has given us insight into how the industry needs to collaborate and be better informed."

Checks

travelweekly

NEWS ▾ IN DEPTH ▾ DESTINATIONS PHOTOS & VIDEO COMPETITIONS EVENTS JOBS

Profit in talks with consortia and City of London Police

The Prevention of Fraud in Travel (Profit) group has been working with Advantage and City of London Police to set up the portal.

Chairman Barry Gooch said it would be modelled on a similar hub used in the telecoms industry to stamp out fraud.

As well as being a mechanism to report suspected fraud, the portal will include details of disqualified directors and relevant information pulled from Companies House so it can be found in one location.

Gooch said he was also speaking with The Travel Network Group and law firm Field Fisher to set up the hub. "Our aim is to reduce the risk to consortia and businesses."



Special Report: Advantage calls for watch list to counter agent fraud

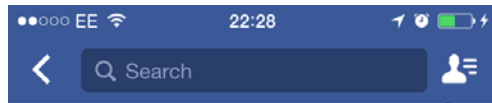
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I'm sorry but once dishonest with money i think people struggle to become honest with it, after all they still have the debts from the fine.

7 hours ago · Like · 1 · Reply



Jan Buchan

Surely her current employers wont keep her on? Is she still in travel??

2 hours ago · Like · Reply



Write a reply...



Kate Harris

The watch list they suggest is a super idea!!

It really is a worry for business owners after all you have to trust people

7 hours ago · Like · 1 · Reply

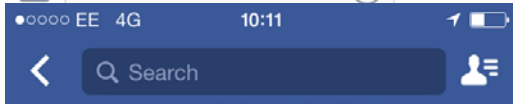


Jan Buchan

Some people have no shame!!!

2 hours ago · Like · Reply

Write a comment... Post



Trevor Davis

Well, well, well

Yesterday at 19:54 · Like · 1 · Reply



Kate Wassell

Yes hun had an email earlier. Shocking isn't it x

Yesterday at 19:55 · Like · 1 · Reply



Kath McDonald

Disgusting!!!

Yesterday at 19:58 · Like · 1 · Reply



Shevaun Joy

Blimey!

Yesterday at 22:30 · Like · 1 · Reply



Rita Hunter

There are 2 sides to every story, just remember that.

11 minutes ago · Like · Reply

Write a comment... Post



Jan Buchan

Dreadful....she should have got a prison sentence in my opinion, its not the first time shes done this. Anyone who defrauds and makes thousands like this deserve to be sentenced to prison. Its all too easy for them to keep repeating it.

7 hours ago · Like · 3 · Reply



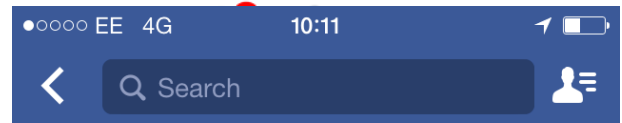
Kate Harris

I see they say they Pursued her to stop her doing it again but I hear she's done it at least Twice before & is currently employed.

Mind you I was warned about someone years ago & fell for their lies fortunately they had nothing from us but could have been a different story. I'm sorry but once dishonest with money i think people struggle to become honest with it, after all they still have the debts from the fine.

7 hours ago · Like · 1 · Reply

Write a comment... Post



Kaye Sharples

well done Advantage for spotting the fraud so soon I would say....

Yesterday at 17:55 · Like · 2 · Reply



Lynn Martin

@steph Saunders @ Kate Wassell have u seen this? X

Yesterday at 19:38 · Like · Reply



Trevor Davis

Well, well, well

Yesterday at 19:54 · Like · 1 · Reply



Kate Wassell

Yes hun had an email earlier. Shocking isn't it x

Yesterday at 19:55 · Like · 1 · Reply



Kath McDonald

Disgusting!!!

Yesterday at 19:58 · Like · 1 · Reply

Write a comment... Post



Amie Keeley @amiekeeley · Oct 6

Homeworker **Rita Hunter** found guilty of defrauding **Advantage** Travel Partnership



Homeworker found guilty of defrauding Advantage

A homeworker who defrauded Advantage Travel Partnership of tens of thousands of pounds has been handed a suspended jail sentence.

travelweekly.co.uk



Ben Jaxen Ireland
@ben_ireland_11



Following

Good on [@AdvantageHQ](#) for following this through:



Homeworker found guilty of defrauding Advantage

A homeworker who defrauded Advantage Travel Partnership of tens of thousands of pounds has been handed a suspended jail sentence.

travelweekly.co.uk



Jan Buchan Surely her current employers wont keep her on? Is she still in travel??

Like · Reply · 6 October at 20:19



Write a reply...



Kate Harris The watch list they suggest is a super idea!! It really is a worry for business owners after all you have to trust people

Like · Reply · 1 · 6 October at 15:01



Karen Hogan I can't believe she hasn't learned her bloody lesson! I do hope she can never work in the travel industry ever again! Dreadful!

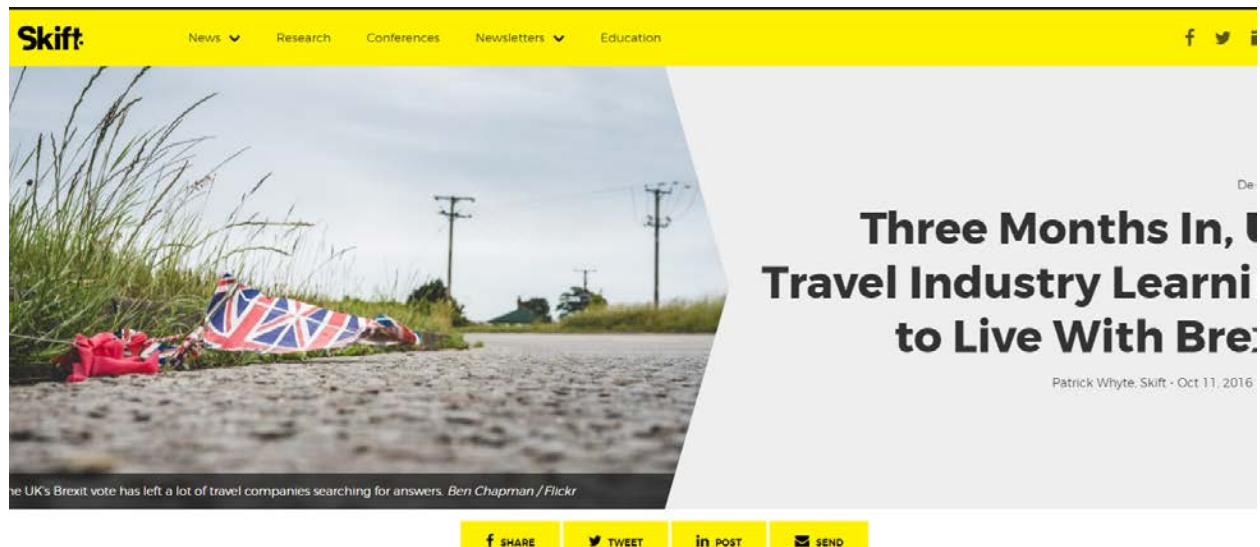
Like · Reply · 7 October at 11:40

Published: 11 October 2016

Publication: Skift - the largest industry intelligence platform providing MEDIA, INSIGHTS and MARKETING to key sectors of travel. [Website.](#)

Content: Julia Lo Bue-Said talks about the effect of Brexit.

[Link to article](#)



Three months have passed since the UK voted to leave the European Union and still no-one is certain what Brexit will mean.

What has become clearer – especially in light of the governing Conservative Party's recent conference – is that publicly at least the politicians in charge of pushing it through are determined to play hardball with the rest of the continent.

There has been an escalation in anti-immigrant rhetoric and any possibility that Britain could remain loosely tied to the EU through retaining some form of loose trade association through the access to the single market seems remote.

This leaves the travel industry in a very difficult position. Many businesses in the UK backed "remain" and are now having to plan for a future that has yet to take shape.

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Issues such as how UK airlines will access the single aviation market and whether the new Package Travel Directive, which update rules on the sale of holidays, will ever be implemented, remain up in the air.

Last week EasyJet, Europe's second largest airline, once again blamed the impact of the Brexit vote for its poor performance in 2016 (other travel firms such as TUI and Saga have seen no adverse effect).

Elsewhere, though, people and companies are trying to put on a brave face.

At a recent panel discussion on the topic at the Elman Wall Travel Directors' Summit in London there was a sense of forced optimism about the current situation.

"There is going to be opportunity. It's going to be great for the industry in some shape or form but actually what is that going to look like, we just still don't know and we're not going to know for some time," said Julia Lo Bue-Said, who serves as Managing Director of The Advantage Travel Partnership, the UK's largest travel agent membership organisation.

This attempt to put a positive spin on something that is likely to hinder the travel industry was echoed by a fellow panelist Derek Moore, the chairman of the Association of Independent Tour Operators.

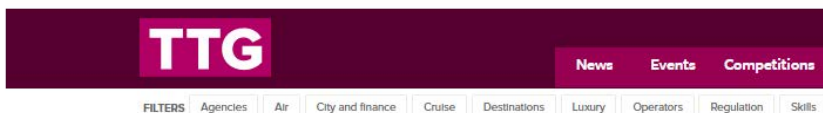
"Generally speaking our members are trying to be positive about it and not looking back, which I have to say I think is very important because as the remain people keep trying to talk down the horrors of what we've done it's going to be very difficult to build that appearance of confidence, which affects the market, affects foreign exchange, affects everything," he said.

Published: 13 October 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website](#).

Content: Julia Lo Bue-Said sits on a TTG moderated session about the effect of Brexit.

[Link to article](#)



NEWS | 13 OCT 2016

Warning over British xenophobia

Britain needs to fight fears that visitors from other countries feel unwelcome in the country following the Brexit vote, the chief executive of UKinbound has said. **Gary Noakes** reports.



In a session moderated by TTG Media managing director Daniel Pearce, Deirdre Wells, head of the trade body for inbound tour operators, said: "The perception of this country is xenophobic."



Travel Directors' Summit

October 5 ■ Arsenal Emirates Stadium, London ■ UK

Accountancy firm Elman Wall held its 2016 Travel Directors' Summit last week. The one-day event, which took place at the Arsenal, issues covered including sexism in the workplace and how the industry needs to adapt in the wake of the Brexit vote

CURRENCY FLUCTUATIONS 'Fear and greed drive the market'



LEADING BANKS have made wildly different predictions about sterling's value against a key currency in the first half of next year.
Foreign exchange specialists

Warning over xenophobia

Gary Noakes

BRITAIN NEEDS to fight fears that visitors from other countries feel unwelcome in the country following the Brexit vote, the chief executive of UKinbound has said.

In a session moderated by TTG Media managing director Daniel Pearce, Deirdre Wells, head of the trade body for inbound tour operators, said: "The perception of this country is xenophobic. We have to counter it. People were voting to leave the EU, they were not voting against European people."

Wells told of Polish group tours that had been cancelled following

the Brexit vote and said the UK ranked fourth or fifth in the world as a tourism destination, but only 13th in terms of its welcome.

"We are already in a position where it is lower than it maybe should be, we have to over-compensate for that. The media and social media in particular don't help."

Wells added that the association's members were "passionately keen" to stay in the EU and acknowledged that the falling pound had helped counter the perception of the UK as being expensive.

"That has got the message out there that it's time to come to the



From left: TTG's Daniel Pearce, Deirdre Wells, UKinbound, Derek Moore, ATO; and Julia Lo Bue-Said, Advantage

UK, because we were worried whether there was a slightly xenophobic message getting out."

The discussion panel also included ATO chairman Derek Moore, who said many of his members had been upset about Brexit. He had been ambivalent, he said, adding: "I hate Brussels, but commercially it makes a lot of sense to remain."

The Advantage Travel Partnership managing director Julia Lo Bue-Said added: "We got over the shock, life continues and people are still travelling. Our members are not seeing any immediate impact."

"Is somebody not going to travel because the pound is at an all-time low? No. It may make them go all-inclusive, but will it stop them? No."

28

Published: 13 October 2016

Publication: TTG - the world's very first weekly travel trade newspaper. [Website](#).

Content: Coverage of the Advantage Cruise Conference.

[Link to article \(page 16\)](#)

Cruise

For the latest cruise news, visit ttgmedia.com/cruise

Sophie Griffiths
020 3714 4114
sgriffiths@ttgmedia.com



The Advantage Travel Partnership held its fifth cruise conference in Southampton last week, with more than 120 agents attending the event which included a ship visit on Regent Seven Seas' Navigator, conference sessions and trade fair, and an awards presentation

Get more out of cruise

THE ADVANTAGE Travel Partnership has launched its first Cruise & More brochure, featuring commissionable cruise breaks packaged by Jetline Cruise under the operator's Aol.

The consortium announced the launch of the monthly brochure at the Advantage Cruise Conference in Southampton.

Packages featured in the programme include cruises with flights and hotel stays, such as the USA Grand Circle tour, which offers a return cruise on Cunard's Queen Mary 2 and round-trip rail tour across the US, from New York to LA and back via Chicago for £2,919.

There is also a £1,879 13-night US Rockies Rail and Alaskan cruise on Princess, and a 12-night Southern Caribbean voyage on Holland America Line from £1,399.

Agents will receive 10% commission on any package sold.

Speaking at the event, Martin Tanner, head of product Jetline Cruise, said the brochure offered unique deals for members' customers. He added that it could also boost agent relationships with the cruise lines.



"For any booking that agents make with Cruise & More, the cruise line will get told that it was your agency that made the booking to help build up your standing with them," he said.

He added that travel agents should look to capitalise on the

economic uncertainty triggered by the Brexit vote.

"Inclusive agreements sell really well, especially in light of Brexit".

Meanwhile, Advantage also announced the launch of a new consumer-focused cruise magazine, which the consortium will send out to its members' customers on their behalf.

It will include news snippets and features about destinations and cruise lines.

Senior commercial manager Claire Brighton said the magazine, entitled *Explore*, would be published six times a year, with members able to sign up and request it be sent to their database of customers.

"All agents will have to pay for is the postal costs," she said. "We can make it fully branded with that agency and agents will be able to have it sent to specific sections of their database - such as just their high-end cruise customers," she added.

YOUNGER CRUISERS 'Sector must alter image'

AGENTS AND the cruise industry must do more to improve their reputations if they wish to attract the younger generation into the sectors.

That was the message from a session at the Advantage Cruise Conference, which focused on targeting younger customers.

Advantage head of commercial John Sullivan interviewed 15-year-old cruise blogger Lewis Nunn in a bid to understand what agents should be doing more of to appeal to younger customers.

He urged agents to widen their social media reach.

"The focus is too much on Twitter and Facebook," he said. "You need to use Pinterest and Instagram".

He also stressed that his generation had different priorities when purchasing goods.

"Young people don't really care about loyalty - they care more about what they can get for their money," he said.

Nunn added the industry needed to do more to improve its image if it wanted to attract younger people to work in travel. "My perception before was that it was about low pay and long hours - you need to change that perception."

"YouTube is a good platform - make a video about someone being a travel agent and it could go viral overnight," he said.

Nunn added that cruise also needed to do more to boost its reputation. "It still has the perception that it's for 70-year-olds and is about Bingo. Get people excited about cruising so that they want to get onboard."

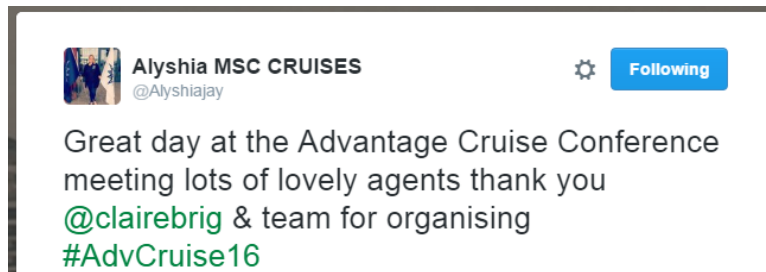


TEAM WORK:

The Advantage Cruise Conference rounded off the day with a series of awards voted for by consortium members, including Cruise Sales Team of the Year 2016 which was presented to Celebrity Cruises (pictured). From left: Jonny Peat, Celebrity Cruises; Claire Brighton and John Sullivan, Advantage; and Bhavneeta Taylor, Celebrity Cruises.



A selection of some of the top tweets are pictured below:



Some of our members enjoying the ABTA convention!





Travel Bureau
@travelb



Following

Cruise packages with Vegas, Niagara Falls, Hawaii and anything with a train in it are hot right now. Featured in new Cruise & More brochure

RETWEET
1

LIKE
1



Travel Bureau
@travelb



Following

About to enjoy The Big Celebration Lunch with Advantage **#awards**

12:59 PM - 30 Sep 2016



Travel Weekly
@travelweekly



Following

Advantage unveils debut Cruise & More brochure: Advantage is hoping a new brochure will bolster sales through its ...



Advantage unveils debut Cruise & More brochure

Advantage is hoping a new brochure will bolster sales through its offering following a "slow" start.

travelweekly.co.uk

12:13 PM - 14 Oct 2016



Katherine Lawrey
@Katherine_TTG



Following

Alluring prices available in **@AdvantageHQ**
Cruise & More brochure: Transatlantic Cruise & New York stay for £849 anyone? **#AdvCruise16**

RETWEET
1

LIKE
1





UKinbound
@UKinbound



Follow

Looking forward to discussing life post-Brexit in the tourism industry with Julia Lo Bue-Said & Derek Moore #ews16 @jlo_said @AITOHQ



Trendinalia UK
@trendinaliaGB



Follow

The 3 most active users for #advbiglunch were:

@AdvantageHQ (76 Tweets & RTs)

@clairebrig (26)

@leehayhurst (22) — #trndnl

RETWEETS

2

LIKE

1



3:47 PM - 30 Sep 2016

London, England



2



1



RETWEETS 1 LIKES



Adele Foster
@adelefofster24



Follow

En route to Southampton for the @AdvantageHQ Cruise Conference, looking forward to a day of all things cruise! And seeing @clairebrig too!



Paul Tilstone @paultilstone · Oct 3
Tweeting at 05.45 am @SoniaLM82 · Whatever next...

Sonia Michaels @SoniaLM82

Up bright & early as today we're off to checkout the @AdvantageHQ Conference 2017 venue! See u in Nice @paultilstone @AurelieKrau #advconf17



4

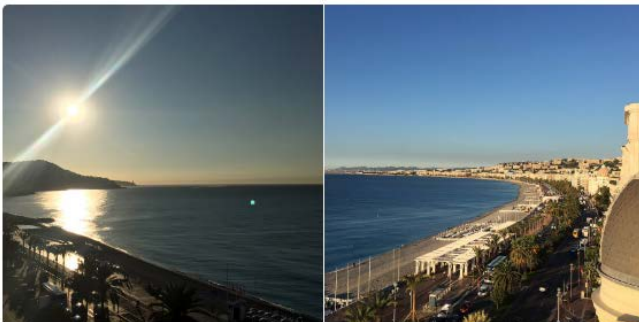


Aurelie Krau
@AurelieKrau



Follow

The sun has risen & is ready to welcome you in #Nice ☀️👉 @paultilstone @SoniaLM82 @AdvantageHQ #advconf17 #CotedAzurNow





Mick Gibbs
@MickGibbs1



Follow

@AdvantageHQ @NoradGroup Fresh from Spain victorious again at Selsdon Park thank you #virginatlantic



Fred Olsen Travel
@FredOlsenTravel



Following

Lovely lunch with @AdvantageHQ our award will have pride of place at FOT HQ.
@MarkDurdensmith top host 😊 #advbiglunch



Paul Clark
@PaulClark81



Follow

Oh wow. Great surprise! 🎁

Advantage Travel @AdvantageHQ

Congratulations to @PaulClark81 - @AvisUK for winning Business Travel Account Manager of the Year (Non-Air) 2016 #AdvBigLunch



Natasha Salmon ✓
@Tash_Salmon



Following

Throwback to Tuesday eve with the best quiz team EVER (obviously) @AdvantageHQ @SagaUK @jetlinecruise Robbed of first place by half a point



Natasha Salmon ✓
@Tash_Salmon



Following

We're hearing from real life river cruise customers Pat and David at #AdvCruise16 @AdvantageHQ. Interesting points for agents & operators



North America Travel
@NATSlovesAGENTS



Following

Day 8 NATS exclusive @AdvantageHQ Canada fam, final day in @vancouver visiting @grousemountain @capsuspbridge #capbridge #NATScanadafam



Chantal Tomlinson
@Chan2710



Following

Great evening at the Advantage Leeds member dinner @FlexibleAutos @AdvantageHQ #leedsmemberdinner





Worldwide Travel Sol
@WorldTravelSol1



Following

Love my job as I'm always learning. Meeting this evening with suppliers and [@AdvantageHQ](#). Learnt so much from [@Intrepid_Travel](#). Thank you



Kerri Thorpe
@Kerri_Thorpe



Following

Fab venue to meet our [@AdvantageHQ](#) members tonight [#LeedsMemberDinner](#)



Graham Balmforth
@gbalmy



Following

We're talking [@SuperbreakAgent](#) our big capital city, Theatre, & how best to sell [@visitlondon](#) with [@AdvantageHQ](#) from 1100 [#TravelTalkADV](#)

Scott James @scottjames1984

Join me and @gbalmy talking all things London [#TravelTalkAdv](#)
[twitter.com/AdvantageHQ/st...](#)

facebook



Denise Hodgson ▸ The Advantage Travel Partnership

16 September · Uga, Spain · 🌐

My windmill has travelled to Lanzarote !



My daughter Eva playing with her windmill on the beach in Menorca 😊



Michelle Van Sprang ▶ The Advantage Travel Partnership

21 September at 14:49 · 🌐

An afternoon spent with Sandra @ Preston Travel the team are now all set up and ready to go with Mail Chimp!! Are you making the most of your customer data?



Claire Brighton ▶ The Advantage Travel Partnership

1 October at 14:51 · London · 🌐

Window posters looks great this month!



The Advantage Travel Partnership and Paula Lacey



Claire Brighton ► **The Advantage Travel Partnership**

28 September at 12:35 · City of Bradford · 🌐

Great to see the team at Idle Travel this morning! Shop looks fab!



Claire Brighton ► **The Advantage Travel Partnership**

27 September at 16:31 · Leeds · 🌐

Great day with the Yorkshire focus group! Loving the Cruise & More brochure!



The Advantage Travel Partnership was mentioned in a post.



The Cruise Portfolio in 📍 Southampton.

10 October at 11:04 · 🌐

👍 Like Page

And this is our Week One winner - well done to Denise at Travel The World 2 who grabbed a quick pic with Mick at the The Advantage Travel Partnership conference last week - say cheese!





Nicole Freer ▸ The Advantage Travel Partnership

30 September at 13:11 · London · 🌐

Hilarious welcome to the Big Celebration Lunch from Mark Burden-Smith



The Advantage Travel Partnership was mentioned in a post.



Omega World Travel added 2 new photos.

30 September at 20:27 · 🌐

Like Page

Omega World Travel - UK Business Travel Consultant Victoria won the Best Staff of the Year award at The Advantage Travel Partnership #advbiglunch #soproud



Claire Brighton added a new photo to The Advantage Travel Partnership's Timeline — with Andy Baker.

7 October at 11:03 · London · 🌐

Delighted to have received our Hot 100 certificate from Holiday Taxis today! #partnerships



Claire Brighton added a new photo to The Advantage Travel Partnership's Timeline — with Joanne Langton Dooey and Danny Wooller.

11 October at 19:59 · Abu Dhabi, United Arab Emirates · 🌐

Some of our members enjoying the ABTA convention!





The Advantage Travel Partnership This morning, Advantage MD, Julia Lo Bue-Said will be presenting on the subject of 'Agents in a Digital-Centric Future' at the TTI Digital Travel conference in London. Good luck Julia!



Organic

Targeted to: All Followers

756
impressions

0
clicks

2
interactions

0.26%
engagement

The Advantage Travel Partnership We're getting ready for the start of the Business Travel Symposium. From 11am this morning we will be hearing from a range of speakers, looking forward to seeing those of you joining us! #ADVBTSYMP



Organic

Targeted to: All Followers

1,233
impressions

14
clicks

9
interactions

1.87%
engagement

Sponsor update

Like (7) · Comment · Pin to top · 20 days ago

Andy Hawkins, Keith Cullen +5

The Advantage Travel Partnership For the first time ever, Advantage is holding a standalone event celebrating members and their successes, The Big Celebration Lunch! We want to celebrate you! Register your interest in attending now, by following this link. <http://ow.ly/uZSM303bjy8>



The Advantage Travel Partnership Thank you to everyone who attended the Business Travel Symposium and the BT BBQ yesterday, it was a fantastic day with some great industry discussions, content and networking. Visit the Advantage Facebook page to see more photos!



Organic
Targeted to: All Followers

1,404 impressions	20 clicks	14 interactions	2.42% engagement
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Sponsor update

The Advantage Travel Partnership It's been a fantastic day of sessions with some excellent speakers. Our final session will look at data, analytics and payment solutions. Lee Jackson from WEX starts the discussions. #ADVBTSYMP



Organic
Targeted to: All Followers

8 clicks	8 interactions	1.26% engagement
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The Advantage Travel Partnership The morning sessions have got off to a great start with some excellent speakers. We're looking forward to see what this afternoon brings! #ADVBTSYMP



Organic
Targeted to: All Followers

771 impressions	8 clicks	6 interactions	1.82% engagement
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Sponsor update

Like (6) · Comment · Pin to top · 20 days ago

Adam Faiz Khawaja, Ana Carolina Dollevedo +4

Add a comment...

The Advantage Travel Partnership Congratulations to The Travel Concept who are celebrating 10 years in the travel industry. The Travel Concept are one of our AMS members and TTG have given them some great coverage. Find out how with a little help from Advantage, they have gone from being known as the "two girls in the garage" to a successful business <http://ow.ly/1ro73049Mpo>



Celebrating 10 years of the Travel Concept

ow.ly · Once known as the two girls in the garage, owners Tracy Felstead and Bianca Wassell are experiencing their best year to date

Organic
Targeted to: All Followers

723 impressions	4 clicks	3 interactions	0.97% engagement
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Sponsor update

Like (3) · Comment · Pin to top · 26 days ago

Paula Horne, Glenn Watson and A.K. Kiwedde

Recent Updates

The Advantage Travel Partnership Advantage members, register for our next set of Business Travel Forums now. We'll be visiting London, Manchester and Glasgow this November! Contact andyb@advantagebusinesstravel.com for more info.



The Advantage Travel Partnership Special report, Advantage Managing Director, Julia Lo Bue-said is calling for action against counter agent fraud. Read more in Travel Weekly UK here: <https://lnkd.in/dgBtq9d>



Special Report: Advantage calls for watch list to counter agent fraud

travelweekly.co.uk · The boss of Advantage Travel Partnership is calling on consortia and industry bodies to back calls for a new watch list to prevent agent members committing fraud.

The Advantage Travel Partnership We're proud to announce Sir Chris Hoy MBE as keynote speaker for the Advantage Conference 2017 at Club Med Opio en Provence. Read more here: <https://lnkd.in/dBdWwQn>



Advantage announces keynote speaker for Conference 2017

advantagemembers.com · The Advantage Travel Partnership has announced Sir Chris Hoy MBE as the keynote speaker at the 2017 Conference, which takes place between 12 and 15 May at Club Med Opio en Provence in the south of France. Chris Hoy is an eleven-time world champion...

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