

## ADVANTAGE FOCUS PARTNERSHIP CELEBRATES 20 YEARS WITH GALA DINNER EVENT

Focus members celebrated in style at black-tie event held at Altitude London's Skyloft



Pictured from L to R: guests at Altitude, the Focus Partners meeting with Chairman Mick Gibbs leading a panel on stage, members of the Focus main panel including: Mick Gibbs, Abby Penston, Cilla Goldberger, Scott Pawley, Wendy Walker, Ed Leigh and Martin Pearce.

**April 2019, London** – Advantage Focus Partnership, a UK based group of independent business travel agents, marked its 20<sup>th</sup> anniversary in April 2019 with a meeting, followed by a gala dinner event.

The Focus Partners meeting was held on 01 April in central London with around 100 attendees. The Partnership meets twice a year to debate industry affairs and to look at the Partnerships achievements and projections. This year a new session was introduced dedicated to Data, and for the first time, supplier partners were invited to join in the debate. The session included Travelogix, Atrii, GTMC and IATA as well as the Focus Chairman Mick Gibbs, ensuring there was a diverse representation of the business travel community to contribute toward a lively debate 'Powered by Data, Driven by People'.

**Abby Penston, Head of Focus at Advantage Travel Partnership**, said: "As Focus turns 20, it has evolved into a sizeable presence within the business travel community and very well respected within the industry as a vital part of the value chain to the TMC partner and the supplier partner."

"It was our pleasure to invite Focus influencers both past and present to join us in our celebrations. The Focus Partnership was designed 'by the Partners for the Partners' and it's this ethos that continues to drive the Partnership successfully into 2019 and beyond."

The celebrations went into the early hours with a black-tie Gala Dinner for 150 guests held at Altitude London's Skyloft, with stunning views over London. Two awards were presented at the event, the first award was presented to Scott Pawley at Global Travel Management for his continued contribution towards innovative solutions for the Partnership. An Outstanding Achievement award to Steve Murray for his 15 years' service as our past Head of Focus.

**Abby Penston** added: "Both recipients demonstrating what a Partnership is and all that it can achieve when a collaborative can-do approach is applied! Well done Scott and Steve!"

"After the celebrations came to a close, we are all in agreement that together, the next 20 years of the Focus Partnership will continue to go from strength to strength and maintain its place as Leaders within the business travel sector! "

The sponsors for the daytime meeting were Qatar Airways and Singapore Airlines, whilst the sponsors for the evening event were the Atlantic Joint Venture, the Lufthansa Group, Travelogix and Atriis.

## **ENDS**

For further information about Advantage Travel Partnership please contact Lauren Williams ([advantage@finnpartners.com](mailto:advantage@finnpartners.com)) +44 (0) 20 7 326 9880.

**Note to editors:** Advantage Travel Partnership is the UK's largest independent travel agent partnership. Advantage leisure and business travel agents who are part of the group are each independently owned, but as a collective they produce over £4.5bn of travel sales each year, making members experts in every aspect of the travel industry. Founded in 1979, Advantage is celebrating its 40<sup>th</sup> anniversary in 2019.

The Focus Partnership consists of 60 Advantage Travel Partnership members, who receive additional collective purchasing benefits and commercial agreements with key suppliers. Partners benefit from improved margins and profitability with lower costs and expenditure, supporting efficiency savings.