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MANAGEMENT

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Travel

The holder of the UK's oldest IATA (International Air Transport Association) licence and one of Hull's longest established companies, is to open a second corporate travel office.

Uniglobe-member, Good Travel Management, is to open a second office in Grimsby as part of an ongoing expansion programme which has seen it experience strong growth so far this year. The company is part of the 176-year old shipping and logistics group, John Good & Sons Ltd, and started out in the travel business by selling cabins on steam ships across the North Sea to Scandinavia in the late 1800s.

According to General Manager, Kevin Harrison, the Hull-based company was already investing strongly in sales and marketing activity to remain competitive in the current climate and had appointed an additional business development manager, Sharon Forster, earlier this year.

Kevin Harrison, General Manager says:

"We already service clients throughout the whole of the Humber and North East region, but it was becoming increasingly important to have a base on both sides of the river. John Good Shipping is also well known south of the Humber due to its long-established operation in Immingham and we want to capitalise on these links going forward."

"The combination of local expertise coupled with the global purchasing power we experience through Uniglobe, gives us a massive advantage when talking to clients and prospects, particularly at a time when they are looking to reduce costs."

"We are finding that good account management support, without the higher costs that are associated with larger travel management companies (TMCs), is particularly important, not only to the decision maker but to bookers and travellers. With our partnership with Uniglobe, clients benefit from all the products offered by the larger TMCs, whilst retaining local presence, knowledge and service levels."

Pauline Wade, Head of International Trade at the Hull & Humber Chamber of Commerce, said:

"Kevin and his team at Good Travel Management have been looking after the Chamber's account for many years and we have always been very pleased with the level of service and cost effective travel advice they give us."

"The Chamber organizes trade missions to countries around the world involving many companies and the travel arrangements are complex, but Good Travel Management has always come up with the answers, in a courteous and efficient manner"



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