

Welcome to Issue 28 of the CTP E-News

Your personal update on Caribbean news from the Caribbean Tourism Organisation.
 Edited by Sonja Rogers, CTO London

World Travel Market 2007

The Caribbean Tourism Organisation will conduct four 20-minute training sessions on Stand CA6500 at World Travel Market 2007, for travel agents and tour operator reservations staff members. Sessions will be limited to six people at a time who must pre-register with the CTO as soon as possible as registrations will be done on a first come, first serve basis. Hosted guests will receive a pre-registration entry pass for WTM, a London travel card, and a refreshment voucher to the Waterfront Café No.1 to sample and enjoy Caribbean cuisine. In addition to the Caribbean presentation, introductions will be made to exhibitors in the Caribbean Village. To register for the 'Caribbean Training at WTM' promotion please email rogers@caribtourism.com or call 0208 948-0057. The sessions will be held on **Thursday November 15th**.

Agents Roadshows & WTM Events

Coconut Bay Beach Resort and Spa will be participating in the St Lucia Tourist Board evenings on October 23rd in Bath and October 24th in Bristol. For further information please contact Kate Alcorn on 01582 792 260.

ITG Sales & Marketing will be attending **World Travel Market** this year on behalf of the following - **Half Moon**, Jamaica, **Island Outpost** in Jamaica and the Bahamas, **Settlers Beach, Barbados Beach Club** and **Southern Palms** in Barbados and **Nisbet Plantation** in Nevis. They will also represent **Carib Aviation**, Antigua and **Grenadines Airways**, St Vincent. Please contact Gemma or Siobhan on 01895 450 710 to make appointments.

Sandals & Beaches will conduct two 45 minute training sessions at **World Travel Market** on **Thursday November 15th**. The first will be at 11:00am followed by another session at 1:00pm. For more information call 0207 590 0211.

Educationals

Antigua & Barbuda Tourist Office

(0207 258 0070)
 Wedding & Honeymoon Fam 7-14 December

Kuoni Travel

(01306 744 532)
 Grenada and Antigua 2-10 November

St. Lucia Tourist Board

(0207 341 7000)
 Luxury Fam November
 Small Inns Fam November

Destination Fact File



Jamaica – Once you go you know

Once you go you know, encapsulates the spirit of Jamaica. The sum of Jamaica's people and natural beauty, historic culture, delicious cuisine, reggae sounds and rhythms, lyrical languages and bounty of attractions, has to be experienced to be understood.

Jamaica offers visitors accommodation for every budget, whether you want to stay in a small and friendly B&B on the South Coast, a working coffee plantation in the Blue Mountains, or Ian Fleming's luxurious pad on the north coast. Get off the beaten track and meet the locals. They will introduce you to the best jerk chicken straight off the coals and give you the inside track on the best rum shack in town. And if you thought a trip to Jamaica was about lazing on the beach, think again. With miles of walks, soaring mountains, deep caves, horse riding, sailing, surfing and rafting, there's enough to keep the most active visitor busy. **To learn more about Jamaica become a Jamaica Travel Specialist.**

www.jamaicatravelspecialist.co.uk

Jamaica Local Shopping Basket

Bottle of Beer 330ml £ 0.50
 Canned Drink 600ml £0.30 – 0.40
 Local Btle Water 600ml
 Called "WATA" £0.30
 Ice Cream 1.75l £3.50

Dining Out – Local restaurant

Beer £1.50
 Glass of wine £1.75
 Soft Drink £0.80
 Bottled Water £1.00
 Starter £2 – 3.50
 Main Course £4 – 12
 Dessert £2 – 4



Balmoral will join the Fred. Olsen fleet in January 2008 and will make her first voyage to the Caribbean mid February. This 20 night cruise from Dover takes in some of the loveliest spots in the region including Antigua, St Maarten, Turks & Caicos and flying home from Miami, USA. For Sales support call 01473 746164, email cruise.sales@fredolsen.co.uk, or visit www.fredolsencruises.co.uk for all information on Balmoral cruise programmes.

Bookings can be made Online via the Travel Agents Centre, using Amadeus cruise or with Reservations on 01473 742424



Chapter Member Highlight

Every issue we highlight one of our chapter member hotels or hotel groups. This issue we are delighted to be looking at Group Promotions Ltd.

Group Promotions celebrates 21st Anniversary



Group Promotions are the Sales and Marketing Company representing Couples and Sunset Resorts in Jamaica, and Coconut Bay Beach Resort and Spa in St Lucia. The company is dedicated to enhancing the sales and marketing activities for clients whilst also providing agent and tour operator training.

Celebrating their 21st birthday illustrates that Group Promotions continues to be at the forefront of the changes that have revolutionized the travel industry since our inception in 1987. The ability to adapt has meant that Group Promotions has continued to thrive.

In order to continue this success Group Promotions have introduced a new state of the art reservations system. All partner operators throughout Europe and Asia will have an individual password connecting them to the online system available 24/7. They will be able to view room allocations and close out dates live, plus reservations will be confirmed instantly via email.

Travel Agents' product knowledge is also an important part of Group Promotions future growth. A new on-line Training Academy has been developed, which was launched in September. Agents will be able to do short study courses on all properties resulting in complimentary stays for those successfully completing the course. Plus the newly developed Ambassadors Club enables registered Agents to receive details of exclusive special offers, staff rates and booking incentives together with news and property updates all via email. www.group-promotions.com

Group Promotions properties include:

JAMAICA

Couples Sans Souci
Couples Swept Away
Couples Negril
Couples Ocho Rios
www.couples.com

Sunset Jamaica Grande Resort and Spa
Sunset Beach Resort and Spa
Sunset at the Palms
www.sunsetresortsjamaica.com

ST LUCIA

Coconut Bay Beach Resort and Spa
www.cbayresort.com

couples resorts

COUPLES OCHO RIOS COUPLES SWEEP AWAY COUPLES NEGRIL COUPLES SANS SOUCI



...elegant indulgence for discerning romantics...



Our devotion to detail has earned us the reputation as the Caribbean's premier All-Inclusive experience for your wedding, honeymoon or simply discovering each other again.

Perfect. Passionate. Priceless.

call **01582 794 420** email sales@coupletoresorts.co.uk
click www.couples.com/cto

think Jolly

Think Jolly... spectacular specials available
book with your preferred tour operator now.
Sea Jolly... great agent offers available



It's all in paradise at Jolly Beach...

All-inclusive with Jolly Beach Resort is about total relaxation... of the mind as well as the body. So let us do your running around... book an all-inclusive holiday with us and forget your stress and worries.

Jolly Beach Resort, Antigua...

great memories are made of this!

For more information contact:
Tel: 01372 469818 or Email info@ihml.com
Reservation free phone: 00 800 1235 6559
www.jollybeachresort.com



News from...



Divi Resorts

Janie Silver from Divi Flamingo, Bonaire has won the coveted Silver Cocktails Caribbean Bar Tender of the Year Award in Miami for the second year running. Download Janie's monthly cocktail recipes by visiting: www.diviresorts.com (Divi News Section)

Jolly Beach Resort Antigua

Jolly Beach Resort has appointed Tracy Denman-Hughes as their new Marketing Director for UK and Europe. Tracy will be working alongside the resort's existing marketing agency IHDM and will be London based. Her role will focus on contracting and the further development of marketing strategies in the UK and Europe while IHDM will continue its role of marketing and sales support.

XL Holidays

In line with the recent announcement on corporate branding, Excel Holidays has been renamed as XL Holidays with a new website www.XLHolidays.co.uk. Bob Taylor, Sales & Marketing Director said 'Our new name has naturally evolved from the development of the XL Leisure Group and reflects our ambition to develop globally with the XL brand.'

an exceptional caribbean experience

Congratulations Debra!

Congratulations to Debra Mackenzie who has won a place on a fabulous trip to **Trinidad and Tobago** this December having won by registering her bookings in the Trinidad and Tobago's exciting 2007 Trade Campaign. For more information or to register a booking and download a FREE welcome ringtone, visit WWW.VISITTNT.COM and click 'TRADE CAMPAIGN'.



Training Update

The **Caribbean U.K. Training Conferences** held this year at Durham University and Oxford University respectively, were huge successes. Each conference

commenced with an evening reception followed by a gala dinner and disco. An intensive full day of seminars on the Caribbean, given by 23 exhibitors began the following day at 9:30am. The day concluded with a closing ceremony where all attendees received a 'Courses for the Caribbean' Certificate.

The CTO would like to thank all the delegates for attending and to remind them that they now have the opportunity to **win a trip to the Caribbean.**

All attending delegates must

remember to send through their completed competition forms with new bookings, to be entered for the draw.

For additional forms or information on the competition, please contact Sonja Rogers on 0208 948 0057 or email srogers@caribtourism.com.

Elite Islands Resorts have introduced a New Premier Agents Module. Once the Agent Elite Training Course (www.agentelitetraining.com) on the Travel Uni website has been completed, agents will be invited to join the premier agents training course where they will be eligible to gain free nights to the beautiful Caribbean resorts and also win some fantastic prizes.

Occidental Hotels & Resorts will be launching a brand new training programme in mid October on the Travel Uni website. Learn more about the world's leading all inclusive hotel chain by visiting www.Occidentalexpert.com. Agents will receive a mouse mat when they have successfully completed all of the training modules.

Sandals & Beaches Training Academy sessions will be held at various locations in the United Kingdom during the months of October, November and December. If you are interested in attending please contact Vanessa or Steven on 0207 590-0211 for further information.

TAKE SOME TIME OUT
TO LEARN
WITH **STEELY PAN...HE'S THE MAN!**



**TRINIDAD
& TOBAGO
STYLE!**



e-Learning coming soon!
Find out more visit us at WTM stand no.CA1025

Training Programmes

Barbados Tourism Authority
Tel: 020 7636 9448

Barbados Specialist

Sandals and Beaches Resorts
Tel: 020 7590 0210

SABTA

www.travelweekly.co.uk/academy
Travel Weekly Academy

Cayman Islands
Couples Resorts
Elite Island Resorts
St Lucia
Sunset Resorts

www.traveluni.com

Travel Uni
Antigua & Barbuda
Bahamas
Bermuda
Elite Island Resorts
Grenada
Jamaica

www.ttglive.com/Knowledge

Travel Trade Gazette – The Knowledge
Occidental Hotels & Resorts
SuperClubs

Property Update



Alpheus Leisure are pleased to advise that they have been appointed the UK Marketing Representative of the **VIP Antigua Group**. For further information please call Emma on 01252 783 715.

Dominican Republic Tourist Board have advised that the group Central Romana have announced the construction of the five star hotel **Four Seasons de Casa de Campo Resort**, at a cost of 120 million dollars. Palace Resorts have announced the **Moon Palace Casino, Golf & Spa Resort** which is the latest addition to the Palace Resorts' line. For more information please call 0207 242 7778.

Elite Island Resorts have informed that **The Verandah Resort & Spa Antigua** has revised their opening date to 19 October 2007. **The Verandah – Kids Club** which has been designed by Linda Barker will be furnished with a Pirate Ship playhouse and a new state-of-the-art security system. For more information call 0870 160 9650.

Grenada Board of Tourism have advised that **LaSource**, the luxury spa resort is set to open its doors to the world on 15th December 2007, after three years of extensive renovations and revitalisation. The property will offer a first-class all-inclusive holiday experience that seamlessly combines the best of an active beach holiday with a relaxed spa retreat. For more information call 0208 877 4516.

ITG Sales & Marketing have advised that **Island Outpost Jakes, Jamaica** have reopened and are presently promoting **value added offers** for bookings up until December.

Barbados Beach Club is offering extended rate packages to include BP and MAP rate options. **Settlers Beach, Barbados** are now offering complimentary non-motorised water sports on the property, in-room spa and massage treatments, complimentary fresh pastries delivered each morning and airport transfers in Settlers' own Mercedes people carrier. **Southern Palms Beach Club, Barbados**, has just completed their bathroom upgrades in the Jasmin Building. **Nisbet Plantation, Nevis** will be unveiling a new spa called **the Palms Spa at Nisbet Plantation**, which will



offer a full selection of massage, body treatments, facials, manicures and pedicures. Please contact Gemma or Siobhan on 01895 450 710 for further details.

Jolly Beach Resort, Antigua would like to introduce their three new beautifully decorated beachfront cottages. There is one two-bedroom, two-bathroom cottage perfect for families as it is can sleep up to five people and boasts a verandah with seated areas facing the ocean. There are two, one-bedroom cottages which also benefit from oceanfront verandahs. The cottages are set at the far end of the resort's 40 acre property away from the resorts 462 other rooms. They are ideal for honeymooners who like the idea of fresh fruit on the balcony overlooking the Caribbean sea or perhaps mums-to-be looking for a slightly more peaceful part of the beach to bathe in. For further information call 01372 469 818. (See image above, left)

Puerto Rico Tourism Company would like to introduce the **Hotel Hacienda el Jibarito** which was a farm that produced sugar cane from 1940 – 1980. The properties hold several antiques such as a telephone circa from 1950, a record player circa from 1940, and an antique iron circa from 1910. The property is perfect for Eco adventures as they offer hiking tours and bird watching in the neighbouring area. For more information and rates visit their websites www.haciendaeljibarito.com or www.GoToPuertoRico.com or email puertoricoeuro@prtourism.com (See image above, right)

US Virgin Islands Division of Tourism have informed that an upscale **Cottage Campground** has opened on **Water Island, St. Thomas**. It offers cottage-style accommodation with a minimal environmental footprint. Visitors who yearn to feel close to nature without giving up the comforts of home can choose this Eco-sensitive resort with self-contained tent-cottages just a ten minute ferry ride from Crown Bay on St. Thomas. For further information visit their website www.virginislandscampground.com or contact the US Virgin Islands UK office on 0208 994 0978 or www.usvitourism.vi.

Welcome New Chapter Members

Cayman Airways

LCM Communications
Antares, Crouch House Road,
Edenbridge
Kent TN8 5EL

Telephone: 01732 863048

LIAT Airlines

LCM Communications
Antares, Crouch House Road,
Edenbridge
Kent TN8 5EL

Telephone: 01732 863048

Caribbean Expressions

104 Belsize Lane
London NW3 5BB

Telephone: 020 7431 2131

Fax: 020 7431 4221

Jacqui Mason Marketing

Suite 7, Stubbings House
Henley Road
Maidenhead
Berks SL6 6QL

Telephone: 01628 829222

Fax: 01628 829151

Island Events

Puerto Rico

Bacardi Artisans Fair
December 3 – 10, 2007

Casals Festival
February 22 – 28, 2008

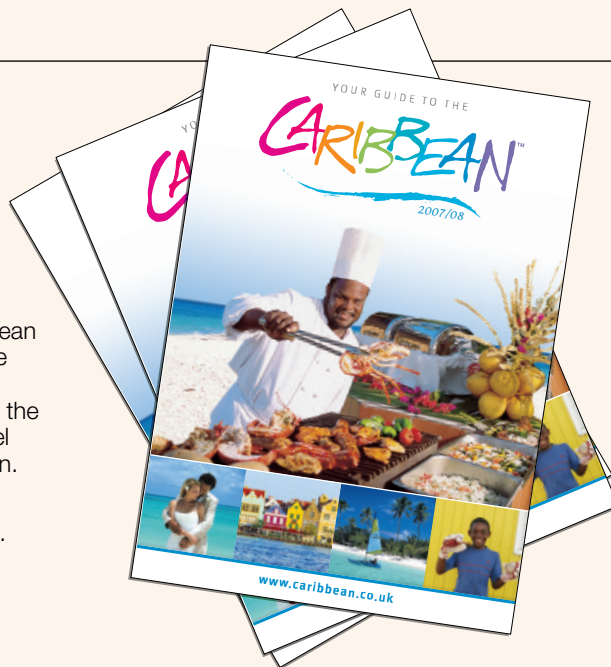
Saborea Culinary Festival
April 4 – 6, 2008

Heineken Jazz Festival
June 1 – 4, 2008

Your Guide to the Caribbean 2007/08

Don't forget to order your Guide to the Caribbean 2007/08 which will provide you with up to date information on all our member countries and industry partners. This year the guide also has the personal views of some of our specialists travel agents who have recently visited the Caribbean.

To order your guide call us on 0208 948-0057.



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